

West Virginia Cemetery and Funeral Association
59th Annual Convention
August 13th to 15th, 2009
Embassy Suites
Charleston West Virginia

Thursday, August 13, 2009

1 PM Tee Time Golf Tournament – Little Creek Country Club,
99 Fairway Dr, South Charleston, WV

5:00 PM – 7:30 PM Registration

7:00 PM – 7:30 PM Board Meeting

Friday, August 14, 2009

9:45 AM – 10:00 AM Early Bird Drawing & Opening Comments – Tim Beavers Program Chairman & John
Attili, President WVCFA

10:00 AM – 10:30 AM Conducting Seamless Service between Funeral Home and Cemetery

10:30 AM – 11:00 AM Chad Robinson, Compensation Strategies, Charleston WV – Our Legislative Future and
What we can do to protect our Business.

11:00 AM – 11:15 AM Coffee Break

11:15 AM – 11:45 AM Vendors – How can we change with the times, Our Financial Future.

12:15 PM – 12:30 PM Annual Member Meeting

12:15 PM - Lunch on your own

6:00 PM – 7:00 PM President's Reception

7:00 PM - ? Auction & Game Night

Saturday, August 15, 2009

9:30 AM – 9:45 AM Welcome & Early Bird Drawing - Tim Beavers, Program Chairman and John Attili,
President.

9:45 AM – 10:15 AM Surveying – Your Number One Key to Success. Jeff Phares, Sunset Memorial Park,
Beckley WV

10:15 AM – 10:45 AM What are the Key Ingredients of a sale. Jon Loftis, President Loftis Corporation

10:45 AM – 11:00 AM Coffee Break

11:00 AM – 12:30 PM David Whitener, Motivational Speaker, The Twelve Ancient Philosophy of
Management.

1:00 PM - Sales Awards Luncheon: Installation of Officers and Board Members, David Whitener,
Passion for Selling.