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***The Association of
Independent Funeral Homes
of Virginia***

Officers: David Cecil, President
Johnny Muncey, Vice President
Eric Bliley, Sec/Treasurer
Sammy Oakey, Past Pres.

Directors:
Robert Givens Mary Morehead
Glenn Wood Paul Welch
DD Watson

Executive Director
B. Bennett Keeney Jr. "Bo"



March 2022

Hello Associates,

I hope this letter finds you well. It has been a very memorable winter for me and my family. I personally have found a new perspective on life itself and feel very blessed to be here to write this letter to you. I would encourage you whether it is a family member or staff member remember to always tell them how much you love and appreciate them. Find me at some point and I will share my life changing experience with you.

I would like to share with you a few items. As you are aware, there were several bills that were being considered in this legislative session. As we looked at each of these bill's we felt that the membership should have the opportunity to weigh in on what their feelings were on them. We polled the membership and felt it best to go with the majority when there was one and to stay neutral when the membership was split evenly. Bo and his staff have done a wonderful job keeping us informed on each of these bills.

A couple of other things I need to bring to your attention. There is a one day continuing education seminar on Friday, March 18,2022. This program has been well received by both members and non-members in the past. I hope that if you or members of your staff are still in need of credits you will consider joining us. The other item I need to remind you of is our "Capital Campaign". If you have not taken the opportunity to make an investment in IFHV I would ask that you seriously consider doing so. I have found that the money is well spent

Sincerely,

J David Cecil Jr

Bill Black

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The Assault of Grief

FUNERAL INDUSTRY NEWS GROW HUMAN RESOURCES

February 24, 2022



A funeral director fills an extraordinary role. Death care workers help survivors navigate life beyond the death of a loved one, often for the first time. Handling grief is a major feature of the profession, and grief management is part of the training, but what kind of grieving goes beyond what should be reasonably expected? And do you have a professional responsibility in situations where you encounter excessive grief, when your window of exposure into clients' lives is so brief?

Healthy vs. Complicated Grief

It's useful to understand what grief most often looks like following the death of a loved one, so that it is possible to recognize features of extreme grief by comparison.

Obviously the manner of death matters: anticipatory grief (knowing an ill person will die of their condition) may be traumatic, but grief over the loss of an eighty year old parent after prolonged illness will be very different from the experience of sudden loss faced by a thirty-year-old mother who lost her husband and toddler in a car accident.

Johns Hopkins medical school identifies the following symptoms common to the experience of survivors of the death of a loved one: lack of energy, fatigue, headaches, upset stomach, excessive sleeping, overworking, excessive activity, memory lapses, distraction, preoccupation, irritability, depression, feelings of euphoria, extreme anger, feelings of being resigned to the situation, feelings of being closer to God, feelings of anger and outrage at God, strengthening of faith, and questioning of faith... all to be expected.

Duration isn't prescribed – appropriate grieving may last several months to more than three years.

Your exposure to the bereaved is likely to be limited to anywhere from a few days to a few weeks. What can you possibly do in such a limited time?

Watch for Severe Cases

Traumatic grief can be unpredictable and deadly. If someone is in obvious crisis – not making sense, hallucinating, unable to respond to questions, openly suicidal or indicating an intention to harm themselves or someone else, act. Contact another family member, if possible, but if none is available for support, call 911.

For extreme cases or complicated grief that doesn't appear to place the client or anyone around them in immediate danger, you can still provide support. It may be helpful to have ready at hand a list of resources that you can make available, perhaps in printed form, to such families. Be prepared. Follow verbal encouragement up with tangible assistance in the form of a list of local grief counseling resources, prevention line phone numbers, clergy and spiritual assistance contact information– or even just your own presence for a few extra minutes. Staying with a person in a grief crisis (such as someone making suicidal statements) could be life-changing for someone in such vulnerable circumstances.

Yes, you should still impose professional boundaries. As much as you might want to help every client, you can't be all things to every family. Sometimes grief itself is deadly (see Broken Heart Syndrome). Know this in advance. Burnout is real. Preparing ahead for difficult situations will help you to know when the time comes what exactly you can do for a family, and where you have to step back and let others take over.

In the words of Molly Vargo, a young woman who is part of the new generation of death care professionals: "... we help bring the light back in."

PLEASE CONSIDER DONATING TODAY

CAPITAL CAMPAIGN

The Association of Independent Funeral Homes of Virginia is asking each firm member to consider sending a minimum contribution of at least \$300 to IFHV towards the 2022 Capital Campaign. This campaign is aimed to replenish the IFHV reserves after dealing with the effects of the pandemic. These one-time contributions to the capital campaign will help ensure that IFHV is around for many more years to protect and advocate for the interest of Virginia's Independent Funeral Homes.



Sammy Oakey (Oakey's Funeral Service) - When I first heard of IFHV, my immediate thought was "we already belong to ENOUGH organizations, I'm not joining another". But after some colleagues that I respect spoke highly of Independent, I decided to see what all of the hoopla was about. To say that I value my membership in IFHV would be an understatement. This group has helped me to obtain my CEUs, navigate the complex maze of COVID-19 regulations/rules, and give input for items that need to be lobbied for and against. The annual meetings are a great way to fellowship with other funeral professionals, as well as see and hear outstanding speakers whom I would otherwise only read about. In a world where apathy and conflict are our two biggest enemies, Independent Funeral Homes of Virginia is an organization that works to eliminate BOTH, as well as strengthen and better our profession.

Johnny Muncey (Horne Funeral) -Due to unforeseen circumstances, I was thrust into a managerial position before I was properly groomed. As a young manager, I learned from many of my more experienced colleagues from discussions and classes with them at IFHV meetings. I still have a ring of these people I brainstorm with to help with problems and ideas. I look forward in the future to sharing those ideas with the next generation to follow me.

Eric Bliley (Bliley's Funeral Service) - IFHV originated from independent funeral home owners, like yourselves, needing a voice in legislation. A voice that speaks for independents and not the conglomerates. I strongly believe the future of our profession is in legislation. We have seen how legislation has changed our profession in Virginia for the good and for the bad. It is important now than ever, that we unite as an organization to protect our voice and those of independents that have not join us yet.

CAPITAL CAMPAIGN CONTRIBUTION

Funeral Home Name: _____

Owner/Manager of Record: _____

Email: _____

Yes I would like to make a contribution in the amount of \$_____ to support IFHV's Capital Campaign.

Mail Checks to IFHV at PO Box 29069, Henrico VA 23242 or contribute online at www.IFHV.org



Virginia Department of Health Professions

Virginia Board of Funeral Directors and Embalmers

Dear Licensees and Registrants:

Electronic renewal notices for the upcoming March 31, 2022 expiration date will be sent to the email address on record with the Board **early next week**.

If you need to update your individual address of record or email address to ensure that your license is received, please log into your account using the [Online Licensing website](#) to make the necessary change.

As a reminder: We recommend that you submit your renewal fee as soon as possible in order to avoid any late fees and possible interruption in your ability to practice. The Board does not consider the date of postmarked mail, so any payments received after March 31, 2022 will be considered late.

The Board encourages you to read the following reminders and important information about renewals:

Online Renewals

The following licenses and registrations can be renewed online:

- Branch Establishments
- Courtesy Cards
- Crematories
- Embalmers
- Funeral Directors
- Funeral Establishments
- Funeral Service Interns
- Funeral Directing Interns
- Embalming Interns
- Funeral Service Licensees
- Surface Transportation and Removal Services

Online Renewals and PIN Requests

PIN numbers to renew your license/registration are provided with your emailed renewal notice. You should maintain this PIN number in a safe place, as this number does not change from year-to-year and will be required to renew your license online.

If you need assistance with your PIN number, please contact the Board at (804) 367-4479, and select option #2 to reach Board staff.

Continuing Education Requirements

Please review 18VAC65-20-151 regarding the continuing education requirements for renewal of an active license by [clicking here](#).

As a reminder, in order to renew your current funeral service, funeral director, or embalmer license, you are required to attest that you obtained the required continuing education hours for the previous year (April 1, 2021 – March 31, 2022). (See 18VAC65-20-130(A)(2)).

If you are a new licensee by examination, you are exempt from the continuing education requirements for the first renewal following the date of initial licensure. (See 18VAC-65-20-151(E)).

Establishment Renewals – Main and Branch

Please remember that renewals of licenses for main and branch establishments will not be fully processed **until the individual funeral service or funeral director license of the Manager of Record is renewed.**

Additionally, renewals of licenses for branch establishments will not be fully processed **until the license of the main establishment is renewed.**

Changes to email addresses can be made online during the renewal process; however, updates to physical or mailing addresses may only be made by contacting the Board.

To ensure that establishments receive important notices from the Board, including renewal notices, please provide the facility's main email address when you renew online.

Waiver of Full-Time Manager of Record

If your establishment has been granted a waiver of full-time Manager of Record, that waiver must be renewed on an annual basis by March 31st. In order to renew the waiver, the establishment must submit copies of the "Funeral Director's Monthly Vital Statistics Report" for each month of the last year for each establishment.

[Click here](#) for the Waiver of Full-Time Manager of Record renewal form.

Courtesy Cards

Courtesy cards may be renewed through the online renewal system or by mail-in renewal card.

Please remember, in order to renew your Virginia courtesy card, you must submit a copy of your current funeral service, funeral directing, or embalming license from your primary state of practice (not a copy of your Virginia Courtesy Card).

This information can be submitted by

- Email to (fanbd@dhp.virginia.gov)
- Fax (804) 939-5973; or
- By mail to:

Board of Funeral Directors and Embalmers
9960 Mayland Drive, Suite 300
Henrico, VA 23233



*Warfield-Rohr
Casket Co., Inc.*

**IFHV MEMBER BENEFIT
WITH WARFIELD-ROHR**

To show support of Virginia's independent firms and particularly IFHV members, Warfield-Rohr Casket Company just announced a special casket program just for IFHV firms. The program was reviewed and unanimously endorsed by the IFHV Board of Directors.

The Warfield-Rohr Benefit Program for IFHV Members offers member firms a quantity driven discount plan of up to a combined Terms Discount/Rebate of up to 20%. The rebate program began on August 1 and ends July 31 of each year. The rebate program quarters will end on November 30, February 28, May 31 and August 31 of each year.

Quantity of Caskets Purchased	Terms Discount	IFHV Member Rebate	Total Percentage Rebate	Contribution to IFHV per Casket
1 – 25	5%	6%	11%	\$2.00
26 -39	5%	9%	14%	\$2.00
40 – 59	5%	10%	15%	\$2.00
60 – 99	5%	13%	18%	\$2.00
100+	5%	15%	20%	\$2.00

To further show support for IFHV and its members, Warfield-Rohr will additionally contribute \$2 for every casket sold by them to an IFHV member. This program is an example of the benefits of IFHV membership and how IFHV works for the mutual benefit of its firm and associate members. Any questions may be addressed by your Warfield-Rohr sales representatives.



IFHV ONE DAY CE CONFERENCE
[REGISTER ONLINE HERE](#)

FRIDAY MARCH 18, 2022

Glen Allen, VA

5 HOURS CE (Including Laws/Regulations & Preneed)

\$100 Per Person (Member Price) / \$200 Per Person (Non-Member Price)

SCHEDULE OF EVENTS

8:00 am – 8:30 am	Breakfast, Exhibits and Registration
8:45 am – 10:45 am	Going Virtual: How to Position Your Business for Today's World (Part I)
10:45 am – 11:00 am	Break
11:00 am – 12:00 pm	Going Virtual: How to Position Your Business for Today's World (Part II)
12:00 noon – 1:00 pm	Lunch
1:00 pm – 2:00 pm	Update on Virginia Laws/Regulations
2:00 pm – 2:15 pm	Break
2:15 pm – 3:15 pm	Preneed Update



The 2022 Virginia General Assembly has now adjourned sine die for the year. There were over 4000 pieces of legislation introduced and addressed by the legislature. There were a number of bills affecting funeral directors from both a business and practice perspective this year. We're happy to report that IFHV helped navigate many of these pieces of legislation through the process in order to better your ability to practice as a funeral director. Here is a summary of some of the things that have passed the 2022 Virginia General Assembly and will go into effect in the coming year.

HB 99 Continuing education; approved courses for funeral service licensees, funeral directors, etc.

Provides that approved continuing education courses for funeral service licensees, funeral directors, and embalmers shall include either one hour of compliance with laws and regulations governing the profession or one hour of preneed funeral arrangements per year, provided that at least one hour of continuing education regarding preneed funeral arrangements is completed every three years. Current law requires at least one hour of compliance with laws and regulations governing the profession and at least one hour of preneed funeral arrangements per year. The bill also contains technical changes.

HB 286 Nurse practitioners; declaration of death and cause of death.

Authorizes autonomous nurse practitioners, defined in the bill, to declare death and determine cause of death; allows nurse practitioners who are not autonomous nurse practitioners to pronounce the death of a patient in certain circumstances; and eliminates the requirement for a valid Do Not Resuscitate Order for the deceased patient for declaration of death by a registered nurse, physician assistant, or nurse practitioner who is not an autonomous nurse practitioner.

HB 1001/SB 55 Death certificates; State Registrar to amend after receiving corrected information.

Amending death certificates. Requires the State Registrar, upon receipt of an affidavit and supporting evidence testifying to corrected information on a death certificate within 45 days of the filing of a death certificate, to amend such death certificate to reflect the new information and evidence. The bill also requires the State Registrar, upon receipt of an affidavit and supporting evidence testifying to corrected demographic information on a death certificate after 45 days of the filing of a death certificate, to amend such death certificate to reflect the new information and evidence.

HB 1269 Preneed funeral contracts; removes requirement relating to life insurance or annuity contract.

Removes the requirement that if a life insurance or annuity contract is used to fund a preneed funeral contract, the life insurance or annuity contract must provide either that the face value thereof shall be adjusted annually by a factor equal to the annualized Consumer Price Index as published by the Bureau of Labor Statistics of the United States Department of Labor, or a benefit payable at death under such contract that will equal or exceed the sum of all premiums paid for such contract plus interest or dividends, which for the first 15 years shall be compounded annually at a rate of at least five percent. The bill also removes the requirement that interest or dividends continue to be paid after 15 years. The bill provides that for any life insurance or annuity contract that is used to fund a preneed funeral contract, the face amount of any life insurance policy shall not be decreased over the life of such policy except for with respect to life insurance policies that have lapsed due to the nonpayment of premiums or have gone to a nonforfeiture option that lowers the amount as allowed for in the provisions of the policy. The bill states that an emergency exists and that the bill is in force from its passage.

SB 129 Alkaline hydrolysis; work group to determine regulatory & statutory changes needed to legalize, etc.

Directs the Board of Funeral Directors and Embalmers to convene a work group to study how to legalize, implement, and regulate the process of alkaline hydrolysis in the Commonwealth. The Board is required by the bill to report the results of the study to the Chairmen of the Senate Committee on Education and Health and the House Committee on Health, Welfare and Institutions on or before November 1, 2022.

SB 679 Life insurance or annuity preneed funeral contract; requirements.

Provides that the face amount of any life insurance policy issued to fund a preneed funeral contract shall not be decreased over the life of the life insurance policy except where such policies have lapsed due to nonpayment of premiums or have gone to a nonforfeiture option that lowers the face amount as allowed for in the provisions of the policy.

[COVID-19 Funeral Assistance](#)



The COVID-19 pandemic has brought overwhelming grief to many. At FEMA, our mission is to help people before, during and after disasters. We are dedicated to helping ease some of the financial stress and burden caused by the virus.

Under the Coronavirus Response and Relief Supplemental Appropriations Act of 2021 and the American Rescue Plan Act of 2021, FEMA is providing financial assistance for COVID-19 related funeral expenses incurred on or after January 20, 2020.

COVID-19 Funeral Assistance Helpline
844-684-6333

Hours of Operation:
Monday – Friday 9 a.m. to 9 p.m. Eastern Time

Call this dedicated, toll-free phone number to complete your COVID-19 Funeral Assistance application with a FEMA representative. Multilingual services are available. If you use a relay service, such as your videophone, Innocaption or CapTel, please provide the specific number assigned to you for service. It is important that FEMA is able to contact you, and you should be aware phone calls from FEMA may come from an unidentified number. Get answers to frequently asked questions about the application process on our Funeral Assistance FAQ page.

Funeral Assistance Policy

On June 29, 2021, we amended the COVID-19 Funeral Assistance policy to assist with COVID-19 related deaths that occurred in the early months of the pandemic.

[Funeral Assistance FAQ](#)



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[Get Started](#)



March 11, 2022

Today, on National Funeral Director and Mortician Recognition Day, we celebrate your dedication to serving and supporting families throughout our communities before, during, and after funeral services and celebrations of life. At LifeNet Health, we honor all funeral professionals who feel called to this profession and who compassionately guide families through some of the most difficult times of their lives.

Funeral directors and morticians serve with incredible love and compassion. You also play a crucial role in supporting the tissue donation process and enabling the gifts that donors provide as their last selfless act.

We also value the commitment of those who serve as a voice in their respective regions by participating in our Funeral Home Advisory Boards. These individuals provide candid feedback, suggestions, and insight from a funeral professional perspective that helps strengthen the way we support families and honor donors together. We sincerely appreciate the following Virginia Funeral Home Advisory Board members:

Krystina Diman – Woody Funeral Home, Tim Smith – R. Hayden Smith Funeral Home, Andrea Strawderman – McMullen Funeral Home, Cheryl VanAtta – Tharpe Funeral Home, Frank Walton – Walton Funeral Home, and Jennifer Watkins – Bliley's Funeral Home.

If you are interested in volunteering to become a LifeNet Health Funeral Home Advisory Board member, please reach out to me.

Thank you for being a voice for calm and comfort for those in the midst of loss. I look forward to continuing our work together to serve grieving families with compassion and dignity.

Best regards,

Teresa J. Norrell, CTBS, AA

Donor Relations Account Manager

LifeNet Health®

TISSUE SERVICES DIVISION

1864 Concert Drive, Virginia Beach, Virginia 23453

DIRECT: 757-609-4560 **MOBILE:** 757-536-1655

FAX: 866-897-4565 **EMAIL:** Teresa_Norrell@lifenethealth.org

LifeNet Health's mission is simple: Saving Lives and Restoring Health.

Join our mission by visiting <http://www.LifeNetHealth.org>