



2018 KFDA Regional Meetings

Dates & Locations

Monday, February 26th
Prairie Band Casino
12305 150th Rd, Mayetta
Social Hour Host: Wilbert Funeral Service

Tuesday, February 27th
Smoky Hill Country Club
3303 Hall Street, Hays
Social Hour Host: Trigard Vaults

Wednesday, February 28th
Guymon Petro Bar & Grill
301 4th Ave, Dodge City
Social Hour Host: CVI Funeral Supply

Thursday, March 1st
Holiday Inn Wichita East
549 S Rock Rd, Wichita
Social Hour Host: CVI Funeral Supply

Agenda

4:00-6:00 p.m. Seminar (2 hr CE)
6:00-6:30 p.m. Social Hour
6:30 p.m. Dinner & Meeting (1 hr CE)
Seminar Refreshments Courtesy of USAlliance

Seminar

Winners Never Always Quit

In today's world, we tend to work in our business more than we work on the business. The result is an out-of-balance tendency to miss opportunities to differentiate services provided in the past from those required for success today.

Winners Always Quit (based on a Cornerstone Leadership Institute workshop) provides participants with 7 simple and effective strategies for change in 3 professional and personal areas:

1. Proactively meeting the challenges facing funeral service
2. Focusing on the needs of today's (and tomorrow's) families
3. Taking care of the caregiver

Speaker

Dave Shank joined Batesville in 1997 after nearly 18 years as a licensed funeral director and embalmer in Kansas and Missouri. He held Sales Consultant positions in southern Kansas and North Texas, and Region Sales Director positions in the Mountain and Midwest regions. Dave received numerous Batesville sales awards, including induction into the Batesville Masters Club.

During his career, Dave has presented to numerous business and professional groups including Chambers of Commerce, local Chapters of the Leukemia & Lymphoma Society and American Red Cross, Kiwanis and Rotary Chapter and State events, University Faculty, Staff and Student groups, various District and State Funeral Director Associations, as well as numerous funeral professional workshops and symposiums.

As Manager of Sales Force Training at Batesville, Dave focuses his attention on training, developing, and counseling new and existing sales associates and providing funeral professional training and coaching. He holds a Bachelor of Science Degree in Business Quality Management and a Master Degree in Business Administration, and is a certified trainer for Dimensions of Professional Selling and InsideOut Coaching.

Online registration is available at KSFDA.org.

**Approval pending for funeral director and embalmer continuing education.*



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Firm Name: _____ **City:** _____

	<i>February 26th</i>	<i>February 27th</i>	<i>February 28th</i>	<i>March 1st</i>
Name(s):	<u>Mayetta</u>	<u>Hays</u>	<u>Dodge City</u>	<u>Wichita</u>
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Please add \$5.00 fee per person for dinner reservations made after noon on the following reservation deadlines;
 Mayetta – February 20th Hays – February 21st Dodge City – February 22nd Wichita – February 23rd

Member Fees:

Seminar _____ @ \$35.00 = \$ _____
 Dinner _____ @ \$35.00 = \$ _____

Non-Member Fees:

Seminar _____ @ \$200.00 = \$ _____
 Dinner _____ @ \$100.00 = \$ _____

Total Due \$ _____

Mail to: **KFDA**
 1200 S. Kansas Avenue
 Topeka, KS 66612

Fax to: **785-232-7791**

Online: **www.ksfda.org**

Cancellation Policy: If a reservation is made and you are unable to attend, you will be charged for the cost of your dinner if you do not cancel 2 days in advance. We make every effort to re-sell the dinner to avoid charging you if we are notified of the cancellation, even on the same day.