



The SCCFA Presents:

SALES SCHOOL BOOT CAMP

MONDAY JUNE 26TH
2:00 PM - 5:00 PM

**"Don't find fault,
find a remedy"**

-Henry Ford

This year's sales school lineup speaks for itself. Do not miss these speakers and the valuable information they are prepared to share with you.

If you purchased the full registration to the convention your ticket to the sales school is included.

See you in Chattanooga!

- Lauren A. Blevins



Leo Dube, Jr.

Leo Dube, is the owner of True North. True North provides a referral group of funeral directors, elder law attorneys, and life insurance agents that have found the plentiful opportunities to help others before the need arises. Educating families about the opportunity to pre-arrange funeral services and to plan for other important end of life expenses, is what we are about.

Come and Listen to multi-million dollar a year producer speak to some of his daily habits and tools that are worth while.

Christine Hunsaker

Christine Hunsaker is one of the nation's leading cremationists. She has more than 25 years of experience in the cremation, funeral, and cemetery business and has been a corporate officer for two of the largest publicly traded funeral companies in the United States.

Ms. Hunsaker, also has extensive experience in acquiring and operating funeral homes and cemeteries. Her company, Hunsaker Partners, LLC, runs cemeteries, funeral homes and crematories in Georgia.

In 2004, Ms. Hunsaker launched Paws, Whiskers, & Wags, your Pet Crematory. Her successful pet cremation business helps over 20,000 pet owners annually at three locations that serve Georgia, South Carolina, and North Carolina.



Kathi Wells

Kathi Wells has been working with funeral home and cemetery staffs for 20+ years. She assists with sales training and staff development as well as the implementation of a variety of marketing programs. Kathi has spoken at ICCFA World of Sales Conference as well as numerous state conventions.

Group presentations continue to draw interested audiences, but they don't happen overnight. Learn the Top 5 lists of things to remember in each of the five primary areas of planning to implement a successful program at your location.