

# WMA 2018 Annual Meeting Maui, Hawaii

## Sponsors



## Sunday, Sept 16

<i>Optional Activities</i>		
1:00 – 3:00 pm	Registration & Exhibitor Showcase	South Pacific Breezeway
4:30 – 6:30 pm	Welcome Reception (sponsored by WFSI) Group photo at 5:30pm - <u>wear your best Hawaiian shirt!</u>	Kaho'olawe Lawn

## Monday, Sept 17

6:30 am	Breakfast Opens (meeting attendees – sponsored by FrontRunner)	South Pacific Lawn
7:30 – 8:00 am	Exhibitor Showcase	South Pacific Breezeway
<b>8:00 am</b>	Call to Order – Dale Cameron Welcome Pledge of Allegiance Sponsor Introductions	South Pacific Ballroom
8:15 am	Keynote Speaker – Sandra McNeely, Abbey Legacy Management	
10:30 am	<i>Break - Exhibitor Showcase – Lu'au Table Selections</i>	
11:00 am	2019 Annual & Regional Meetings – John King	
11:15 am	Diversification – Andy Manthei & Frank Bowen, Pole Base	
12:00 pm	Wilbert Foundation – Dale Cameron	
12:30 pm	Closing & Exhibitor Showcase	
<i>Afternoon on Own</i>		
<b>5:00 pm</b>	Te Au Moana ("The Ocean Tide") Hawaiian Lu'au: check in/preshow activities	Luau Grounds

## Tuesday, Sept 18

10:00 am	Boat Regatta - WFSI vs. WMA* (sponsored by Piedmont Precast & Iron Age) <small>*participants arrive at 9:30 am</small>	Hawaiian Ocean Sports in front of Grand Wailea
	<i>Morning on Own or Optional Activities</i>	
11:30 am	Lunch Opens (meeting attendees – sponsored by Wilbert Plastics)	South Pacific Lawn
<b>12:30 pm</b>	Call to Order – Dale Cameron Opening Prayer – Mark Minnick	South Pacific Ballroom
12:35 pm	WMA Presentation – Dale Cameron ~Recap ~What's New ~Goals ~Financial Report ~Annual Dues ~Bylaw Changes/Vote ~Board of Directors' Elections (2)	
1:10 pm	NCBVA – Mark Bates	
1:20 pm	Ash Scattering and Local Customs – Kaleo Coryell, Aloha Ash Scattering	
1:50 pm	<i>Break (sponsored by Jensen Precast) - Exhibitor Showcase – Early Bird Registrations</i>	
2:15 pm	<b>WFSI – Don Robinson and Terry Whitlock</b> ~YTD 2018 Sales Activity	
2:30 pm	~October 2018 Pricing Adjustments	
2:45 pm	~Venetian - Proposed Changes	
3:00 pm	~Consolidator Update	
3:15 pm	~7/11 Rebate Program	
3:25 pm	~Wilbert Steering Council: Triune Series & Cremation	
3:40 pm	~2019 WFSI Sales Meeting	
3:45 pm	~Q&A – Dennis Welzenbach	
4:00 pm	Breakout Sessions – see list below	
<b>5:00 pm</b>	Closing (Meeting Attendees + Spouses/Guests) ~Remembrance Video / Prayer ~Future Directors' Photo (all children) ~Open Bar Happy Hour (sponsored by Legacy Prints) ~Passing the Torch Ceremony / Induction of New President ~Exhibitor Showcase	South Pacific Ballroom
	<i>Evening on Own</i>	

## Breakout Sessions

1. **Diversification** - Garrett Lau/Jensen Precast, Frank Bowen/Rosetta Hardscapes, Andy Manthei/Pole Base, Bob Pirozzoli/Norwalk Vault
2. **Succession Planning** (cont'd) - Sandra McNeely/Abbey Legacy Management, Jeff McNider/Gulf Wilbert
3. **How to Manage Expenses** - Marvin Smith & Ted Hart/WFSI, PJ McCloskey/Mickelson & Ray
4. **Cremation Options** – Kaleo Coryell/Aloha Ash Scattering, Guy Esposito/Implant Recycling, John King/W Mi Burial
5. **How to Maintain/Retain Good Employees** – Dale Cameron/Piedmont Precast, Boyd Anderson/Wilbert Greenville
6. **Graveside & Delivery Innovations** - Brett Henery/Wilbert Houston, Stanley Scruggs/CFS, Randy DeWilde/Holland Supply, Ed Hatcher & Robert Chappell/HIAB
7. **Sales & Marketing Initiatives** – Ken Moore/WFSI, Greg Banks/Sterling Vault