

SPECIAL FOR SUPPLIERS!

Team

Up!

Let's work like a team!
We can't do it alone.
Our knowledge we'll grow
And our skills we will hone!

**3rd Annual Washington State
Death Care Professionals Convention
Aug. 22-24 Suncadia Resort, Cle Elum
Presented by the WCCFA/WSFDA**

Convention & Social Events Schedule

WEDNESDAY AUGUST 21

7:00 pm	WSFDA and WCCFA Board meetings
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THURSDAY AUGUST 22

9:00 a.m.	Golf tournament tees off - Shotgun Start (greens fees & cart only; lunch not included)
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10:00	Exhibit setup & registration begins. PLEASE COMPLETE SET-UP NO LATER THAN 4:30 PM
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5:00 p.m.	Suppliers' Reception—5:00 cocktail hour in exhibit room 6:00 Supplier Welcome Dinner—Outside Pavilion
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FRIDAY AUGUST 23

7:30 a.m.	Breakfast - all paid attendees.
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8:45 a.m.	Introductions followed by convention sessions all day
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12:30	Lunch - all paid attendees
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3:30	WCCFA Membership Meeting & Elections
4:00	WSFDA Membership Meeting

Evening	ON YOUR OWN. Great opportunity for some one-on-one with clients and potential clients!
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SATURDAY AUGUST 24

8:00 a.m.	Breakfast - all paid attendees
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9:00 a.m.	Convention sessions through 2:30 (lunch break at Noon - all paid attendees)
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6:30	Cocktail hour & annual banquet
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Registration and Hotel Info

All meals and social events (except golf) are included with Supplier registration.

Ala carte meal tickets are available for spouses, guests or children.

Registration does NOT include your hotel room or associated costs.

You must reserve your own hotel room by phoning 866-904-6300

(refer to group code WCCFA or WSFDA).

RESERVE YOUR ROOM TODAY! OUR ROOM BLOCK TO BE RELEASED JULY 21.

Lodge Deluxe Guestroom: \$189 • Lodge One-BR Suite: \$239

Lodge Two-BR Suite: \$428

Room cost does NOT include daily Resort Fee of \$20 nor any taxes.

General Convention Info

Go to <http://www.suncadiaresort.com/> to learn about the Suncadia Resort, its challenging and beautiful golf course and required attire, lodging choices, travel directions and more!

DRESS CODE for the convention:

Casual or business casual for convention sessions.
Casual dress for the Thursday night Supplier-sponsored outdoor barbecue, "Dressy" suggested but not required for Saturday's annual banquet.

REGISTRATION DEADLINE: August 15.

No refunds for cancellations after August 15.

Cancellations for unpaid registrations after that date will be billed to you.

CALL THE WSFDA at 253-941-3370 for more information.

Speakers and Topics (some TBA)

- ◆ Nancy Lohman, ICCFA President, Pet Memorialization
- ◆ Randy Earl, NFDA President-Elect
 - ◆ Dennis Boser, Jr., Total Customer Care from the Grounds Up
 - ◆ Arlen Pifer (Batesville, IN)
 - ◆ Dan Katz (LAads)
 - ◆ Darcie Sims (Grief, Inc.)
 - ◆ Mike Pursel, Mike Pursel Advertising
 - ◆ G. Kent Mangelson, Succession Planning
 - ◆ Terry School (Marketing)

**RESERVE YOUR ROOM TODAY! OUR ROOM BLOCK TO BE RELEASED JULY 21.
866-904-6300 (refer to group code WCCFA or WSFDA).**

News About the Supplier Night event

To our Supplier Friends:

For those of you who have attended the WCCFA & WSFDA joint convention the past two years, you know that there have been some hiccups in regards to Supplier Night. When we Suppliers met after last year's convention we heard some very good ideas on ways we can improve the event. We have incorporated many of your suggestions into this year's plans.

Here is an outline of the changes we have made. We are confident that this will work well, and look forward to having this same type of supplier convention format in the future.

EVERY SUPPLIER FIRM that attends the convention will contribute to the **SUPPLIER-HOSTED EVENING**. The cost for the Supplier Night will be **\$600.00* per firm**. That \$600 will go into a special Supplier Night Escrow account, used exclusively for the event. Any funds left over from the event will be retained in the escrow account and applied toward next year's Supplier event. We estimate there will be about 150 people attending the Supplier party. Since this event is our way of saying "THANK YOU" to our current and prospective clients, no one will be charged to attend the supplier-hosted event. Naturally there is no way to determine the exact cost of the Supplier hosted-evening. So although we are making every effort to budget wisely, if there is a shortfall the cost will be shared evenly among all participating firms e.g. \$1000 shortfall/25 exhibitors=\$40 per exhibitor.

The display tables (or spaces) will cost **\$50.00** each for the run of the show. If you need more, you can purchase them at \$50 per. Those of you who do not need, want or have anything to display will not need a table and won't be charged. But, **EVERY SUPPLIER FIRM** will need to contribute to supplier night, regardless if they have an exhibit or not.

Registration for the first representative will be **\$250** and is included in your Sponsor/Exhibitor fee. Additional representatives will also be \$250.00 per person. This is a generously-discounted rate from non-supplier attendee registration of \$395, and will include all of the convention events and meals including the banquet dinner Saturday night. The total package cost for your supplier party sponsorship, exhibit table, and one representative will be **\$900.00.***

Please DO NOT call the WSFDA or the WCCFA offices with questions regarding Supplier Night. Call one of us!

Sincerely, YOUR supplier representatives!

David Jones	Erik Fermstad
Quiring Monuments	Automatic Wilbert Vault
Cell: 206-406-3212	Cell: 253-606-5740



*Sponsor registrations after July 20 will be **\$700**; full Supplier package will be **\$1,000**.

EXHIBITOR REGISTRATION	COST	# OF	TOTAL
EXHIBITOR HOSTED RECEPTION—EARLY REGISTRATION SPECIAL* <i>ALL suppliers attending will be billed for this portion of the convention regardless if you choose to display or not. *REGISTRATIONS AFTER JULY 20 WILL BE \$700</i>	\$ 600		
EXHIBIT TABLE TOP DISPLAY - Per table or equivalent space	\$ 50.00		
SUPPLIER REGISTRATION - Per Representative	\$ 250.00		
GOLF TOURNAMENT (includes greens fees and cart; lunch not included)	\$ 120.00		
ALA CARTE MEAL TICKETS (spouses, guests) BREAKFAST @ \$ 45 per day / LUNCH @ \$ 60 per day			
ALA CARTE MEAL TICKET (spouses, guests) BANQUET NIGHT	\$ 90.00		
SPECIAL NEEDS—AV; electrical cords, extensions, surge suppressors; internet. Please indicate below what your particular needs are:	\$ 50.00		
SUB-TOTAL			

SPONSORSHIP OPTIONS	COST	TOTAL
FRIDAY MORNING BREAK	\$ 500	
FRIDAY AFTERNOON BREAK	\$ 500	
ON-TIME DOOR PRIZES	\$ 200	
SATURDAY MORNING BREAK	\$ 500	
SATURDAY AFTERNOON REFRESHMENTS / BREAK	\$ 500	
BANQUET BAR CO-SPONSORSHIP	\$ 500	
BANQUET BAR SPONSORSHIP	\$1,000	
WINE WITH SATURDAY BANQUET 2 bottles per table @\$49= \$98 per table. You will be billed after the convention.		
YOU SUPPLY THE WINE You bring the wine and just pay the corkage fee \$39/ 2 bottles per table. You will be billed after the convention.		
SPEAKER SPONSORSHIP	\$ 500	
GOLF TOURNAMENT	\$ 500	
SPECIAL EVENT, PRIZE OR SPONSORSHIP		
SUB-TOTAL		
GRAND-TOTAL [Exhibitor Registrations plus sponsorship]		

REGISTRATION FORM

Firm Name: _____
 Address _____ City/State/Zip _____
 Names of attendees: _____

BILLING INFORMATION

Check Enclosed: _____ Bill Me: _____ Charge my: VISA _____ MasterCard _____

***Please note: If you are paying by credit card, you will be charged an additional 2% transaction fee.

Credit Card Number _____ CVC # _____

Signature: _____ Billing Zip Code: _____

Please fax this form to: 253.276.1110 or email it to jewell@wsfda.org