

Funeral Buying: \$ or \$\$\$\$\$
Course Presentation Outline (Short Version)
Created: August 22, 2007

NOTE: Printouts of all overhead transparencies should be available upon request.

DAY 1

SECTION 1 - GREETING

Welcome Congratulate class for taking the first step on coming an experienced and knowledgeable funeral consumer.

Overhead Transparency OVDY1-01_ShopDrop.pdf

SECTION 2 - "EMBALMING" - YOUR FIRST DECISION

State that Willed Body Donation for medical research will not be covered in class. Contact info is available upon request. Emphasize importance of having a "Plan B."

Handout HNDY1-01_WilledBodyContactDFW.pdf

Briefly discuss "embalming vs no embalming" final deposition options (traditional funeral, direct burial, cremation (view & no view), etc., with emphasis on cost factors.

Overhead Transparency OVDY1-02_ThatIsQuestion.pdf

SECTION 3 - WHAT DOES A TYPICAL TRADITIONAL FUNERAL COST?

Comparison of typical DFW area funeral home prices - national chain vs. independent

Overhead Transparency OVDY1-03a_FuneralCosts2006_Sht01.pdf
OVDY1-03b_FuneralCosts2006_Sht02.pdf
OVDY1-03c_FuneralCosts2006_Sht03.pdf
OVDY1-03d_FuneralCosts2006_Sht04.pdf

Handout Hard copies of above overhead transparencies upon request. Most class members request this.

SECTION 4 - FEDERAL FUNERAL RULE

Overhead Transparency OVDY1-04_FuneralRuleWhy.pdf
Overhead Transparency OVDY1-05_FuneralRuleHighlights.pdf

Handout Funerals: A Consumers Guide (FTC Publication **)

Handout Paying Final Respects: Your Rights When Buying Funeral Goods & Services (FTC Publication **)

** Available from the Federal Trade Commission in bulk quantities (No Cost - Free Shipping). Can be ordered online.

NOTE: Place adhesive mailing label to the above publications containing the following FCANT information (name, mailing address, local phone, toll free phone, email address, and web site.)

SECTION 5 - HOMEWORK ASSIGNMENT

Class participants are asked to visit one or more funeral homes of their choice, ask for copies of a (1) General Price List and (2) Facts About Funerals (Consumer Brochure Provided by TEXAS FUNERAL SERVICE COMMISSION). Class participants are asked to give a "trip report" of their experiences at the beginning of the second class session.

Overhead Transparency OVDY1-06_Homework.pdf

DAY 2

SECTION 6 - FUNERAL HOME TRIP REPORTS

Trip report from class members, discussion/questions.

Handout Copy of Facts About Funerals (Consumer Brochure Provided by TEXAS FUNERAL SERVICE COMMISSION) for class members not visiting funeral home.

Shopping for funeral by phone.

Handout HNDY2-02_FHPricingPhone.pdf

Conclude section by discussing consumer information available from the Funeral Consumers Alliance and handout hard copies of the FCA (National) Newsletter - Fall 2006 Edition.

Handout Hard copy print of filename "fall06news.pdf" available for download at: <http://www.funerals.org/newsletters/>

SECTION 7 - Traditional Funerals: Most Commonly Selected Services

Overhead Transparency OVDY2-07_ TradFuneralMostCommonServices.pdf

Handout HNDY2-03_ TradFuneralMostCommonServices.pdf

SECTION 8 - CREMATION EXPLAINED

Describe cremation process.

Show & Tell Props

- * Plastic Cremated Remains Container (approx. 4" x 6-1/2" x 8"). I got my 2 units of funeral directors **at no cost** by requesting to buy them as "show & tell" props.

- * "Actual" Cremated Remains (don't ask) - Show only if class questions arise about the physical nature of cremains.

SECTION 9 - THE JOB IS NOT OVER UNTIL THE PAPER WORK IS DONE!!

Discuss paper trail from death to final disposition.

Overhead Transparency OVDY2-08_ JobNotOver.pdf

Handout Combine the following into a single stapled handout

HNDY2-04a_ReportofDeathFormTX.pdf
HNDY2-04b_AuthEmbalmFormTX.pdf
HNDY2-04c_CertificateDeathFormTX.pdf
HNDY2-04d_MedExamCrematePermitFormTX.pdf
HNDY2-04e_BurialTransitPermitFormTX.pdf

Vital Statistics for Death Certificate

Handout HNDY2_05_VitalStatisticsDeathCert.pdf

SECTION 10 - PRE-PAY VS. PRE-PLAN

Discuss pitfalls of pre-pay and advantages of pre-plan.

Overhead Transparency OVDY2-09_ ItsYourMoney.pdf

Discuss Totten Trust option.

Overhead Transparency OVDY2-10_TottenTrustItsStillYourMoney.pdf

Handout HNDY2-06_TottenTrustWebCite.pdf

SECTION 11 - GUARANTEEING YOUR PLANS AND DECISIONS

Discuss the benefits of the following handouts.

Handout HNDY2-07_BodyDispAuthAffidavit.pdf

Handout HNDY2-08_ApptAgentControlDisp.pdf

SECTION 12 - CLOSING

More information Contact the FCA of North Texas (phone, email, and web site info listed on front of FTC publication "Funerals: A Consumer Guide" and/or access the national FCA web site at <http://www.funerals.org>.

Recite to the class from the following:

Handout HNDY2-09_FancyFunerals.pdf

Suggested additional reading: ***Grave Matters*** by Mark Harris.

Handout HNDY2-10_GraveMatters.pdf

Tell your friends about this Richland CC Emeritus Class and remember to:

* Have "The Conversation."

* Shop Before You Drop!

Overhead Transparency OVDY1-01_ShopDrop.pdf