

The 1st annual Ohio Cemetery Association Mid Year Conference & Awards Spectacular was held at the Embassy Suites Hotel on Feb 17-19 2011 in Columbus, Ohio.

We started the conference on Thursday evening with a wonderful reception with all the suppliers & members coming together for a great evening of fellowship with plenty of food & adult beverages.

On Friday we started with a breakfast your way in the hotel before getting started with seven great speakers & seven need to know topics to educate us on things that we all need to learn about in order to run our cemeteries every day. We had three breaks with our suppliers including a great lunch. At 3pm we had our 1st business meeting of our new association. We opened it up for questions/ comments & found that we have done an outstanding job informing everyone about our new organization. We then adjourned until the dinner & reception later that evening.

Saturday started out with a great speakers on wrongful burial/ interment verification & John Ohnstad from Matthews International gave us 45 great ideas in 40 minutes. After lunch we moved into a round table discussion on sales related topics like "Referrals," & "Future Cemetery Sales & Follow ups" " Art of Closing/ Sharing Techniques & processes of closing Pre Need Sales " Everyone was very opened & shared a lot of secrets that you would not hear anywhere else. Later that evening we had our Banquet & Awards Spectacular along with some great entertainment .

Over 60 people attended the awards The Banquet & we gave out some amazing awards to our top sales producers in 2010. Category Award Winner and Rookie plaques were provided by Matthews International.

After the awards we had a Caricature artist come in and did some great caricatures of anyone who was brave enough to have him draw them. We also had a Tarot card reader tell us what was in our future if you were brave enough for have your cards read.

Overall... we had a great turn out with over 24 cemeteries & 75 members attending the 1st annual OCA convention. There were 12 suppliers displaying their products and services.

Take a minute to look at some of the photos taken during this event.

Respectfully submitted by

Mark Funke,
OCA Board Member & Top Photographer