

# 2022 CAT/NCCA/SCCA CONVENTION

## SCHEDULE OF EVENTS

"Rockin' Sales on Rocky Top"

### SUNDAY, JULY 24

8:00	1:00	<b>Ed Phillips Memorial Golf Tournament</b> <i>Sponsored by OM Stone</i>	Gatlinburg Golf Course
12:00	3:00	Exhibitor Set-Up	Tennessee Ballroom
2:00	6:30	Registration Open	Tennessee Ballroom - Lobby
2:30	3:30	<b>State Board Meetings:</b>	
		CAT Board Meeting	Gardenview A
		NCCA Board Meeting	Gardenview B
		SCCA Board Meeting	Gardenview C
4:00	4:30	<b>Welcome and Pledge by Nina Perry   Invocation by Fred Berry</b> <i>Stage Sponsor by Argent Trust Company</i>	Tennessee Ballroom
		<b>Comments from Association Presidents - Rene' McGill Schultz - CAT, Trey Monteith - NCCA, and Jason Riggins - SCCA</b>	
4:30	5:00	<b>RICHARD HOUSTON - "Who's Leading Who?"</b>	
5:00	5:30	<b>TODD DASHLEY - "Recruiting and Training Quality Staff"</b>	
6:00	7:30	<b>Opening Reception - Exhibit Hall Open</b> <i>Sponsored by Heritage Family Cemeteries</i>	

### MONDAY, JULY 25

8:00	2:00	Registration Open	Tennessee Ballroom - Lobby
8:00	8:30	<b>Breakfast with Exhibitors</b> <i>Sponsored by ColdSpring</i>	Tennessee Ballroom
8:30	8:45	<b>On Time Drawing and Announcements</b>	
8:45	9:15	<b>RYAN BUMGARNER - "Building Relationships Through Meaningful Cemetery Events"</b>	
9:15	9:45	<b>DEBBIE JOHNSON - "The Importance of Aftercare: Connect with your Community"</b>	
9:45	10:00	Break with Exhibitors <i>Sponsored by Flowers for Cemeteries, Axiom</i>	
10:00	10:30	<b>MARK NORRIS - "Go F.I.S.H."</b>	
10:30	11:30	<b>BRUCE GODDARD - "View from a Hearse"</b>	
11:30	12:30	<b>Lunch with Exhibitors</b> <i>Sponsored by Matthews Memorialization</i>	
12:30	12:45	<b>LEGISLATIVE UPDATE: Tyler Tetrick, Rusty Tysor, Joe Owens</b>	
12:45	1:15	<b>DEBBIE HOLMES - "Argent Trust Presents: Update on new TN Cemetery Trust Laws"</b>	
1:15	1:45	<b>JODIE DUPREE - "Touring the Possibilities"</b>	
1:45	2:00	Supplier Introductions	
2:00	3:00	<b>Annual Business Meetings:</b>	
		CAT Annual Business Meeting	Gardenview A
		NCCA Annual Business Meeting	Gardenview B
		SCCA Annual Business Meeting	Gardenview C

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"Rockin' Sales on Rocky Top"

**TUESDAY, JULY 26**

8:00	12:00	Registration Open	Tennessee Ballroom - Lobby
8:00	8:30	<b>Breakfast with Exhibitors</b> <i>Sponsored by Family Bronze, Express Funeral Funding</i>	Tennessee Ballroom
8:30	8:45	<b>On Time Drawing and Announcements</b>	
8:45	9:15	<b>NINA PERRY</b> - "Look What I Inherited"	
9:15	9:45	<b>ERIC ANDERSON</b> - "Memorialization - More Than Just Names and Dates"	
9:45	10:00	Break with Exhibitors <i>Sponsored by Cemetery Funeral Supply, Wilbert NC</i>	
10:00	10:30	<b>ALLAN LEGARD</b> - "Phone Prospecting: Persistence or Procrastination?"	
10:30	11:00	<b>TAMALA RANDOLPH</b> - "Value Based Selling and Pricing"	
11:00	11:15	Supplier Introductions	
11:15	11:30	<b>Memorial Service</b> Officiated by Dyanne Miller	
11:30	12:30	<b>Lunch with Exhibitors</b> <i>Sponsored by Franklin Memorial Gardens, SCI – Dignity Memorial</i>	
12:30	1:00	<b>TARA BESSLING</b> - "Cemetery Events - The Circle of Life"	
1:00	1:30	<b>BIRD HODGES</b> - "The In's and Out's on Maintaining a Cemetery"	
1:30	2:00	<b>KEVIN ARMISTEAD</b> - Grounds Scheduling	
2:00	2:15	Closing Remarks	
2:15	3:00	Exhibitor Tear Down	
2:15	3:00	<b>New Board Meetings:</b>	
		CAT Board Meeting	Gardenview A
		NCCA Board Meeting	Gardenview B
		SCCA Board Meeting	Gardenview C
6:00	9:00	<b>Presidents' Reception and Banquet</b> - Featuring Jay Eric Band <i>Dinner Sponsor – StoneMor, Presidents' Reception Sponsor – Precoa, Entertainment Sponsor – Park Lawn</i>	Tennessee Ballroom

