

Dodge

Technical Seminar

Flamingo Hotel & Casino

Las Vegas, NV

November 9 & 10, 2023

Join us in fabulous Las Vegas!

Learn something new or enhance
what you already know about...

- Personalized Embalming
- Restoration of Emaciated Remains
- Proactive vs Reactive Embalming
- What to Use and When To Use It
- Defending the Truth: Embalming,
Media & Bias
- Jaundiced with Advanced
Decomposition Embalming
- and much more



Questions? Call 800-443-6343 and ask for Michelle or email us at Seminars@dodgeco.com

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Breakfast will be available each morning when you arrive at the meeting room.

<u>TIME</u>	<u>THURSDAY</u>	<u>FRIDAY</u>
8:00 AM - 9:00 AM	Breakfast / Registration	Breakfast / Registration
9:00 AM - 10:00 AM	<i>Personalized Embalming</i> Jack Adams, CFSP, MBIE	<i>Proactive vs Reactive Embalming</i> Jack Adams, CFSP, MBIE
10:00 AM - 10:15 AM	Break	Break
10:15 AM - 11:15 AM	<i>We Want The Casket To Stay Open: Restoration of Emaciated Remains</i> Tom Sherman	<i>What To Use and When To Use It</i> Tim Collison, CFSP, MBIE
11:15 AM - 11:30 AM	Break	Break
11:30 AM - 12:30 PM	<i>You Want Me To Do What? You Want Me To Compost Your Aunt Minnie?</i> Tom Buist	<i>Post-Embalming Treatment of an Extremely Jaundiced Body with Dehydration</i> Lincoln Plain
12:30 PM - 1:30 PM	Lunch	Seminar Ends Thank you for coming!
1:30 PM - 2:30 PM	<i>What Would You Do If Presented With This Situation?</i> Tom Buist	
2:30 PM - 2:45 PM	Break	
2:45 PM - 3:45 PM	<i>Defending The Truth: Embalming, Media & Bias</i> Dominic J. Astorino, CFSP	
3:45 PM - 4:00 PM	Break	
4:00 PM - 5:00 PM	<i>Jaundice With Advanced Decomposition Embalming</i> Lincoln Plain	

CEUs: Continuing education credits for licensed funeral directors will be available, pending individual state/province approvals. If you have a question as to whether your state board has accredited our program, please email seminars@dodgeco.com. Due to high-fee filing requirements, we no longer apply for credits from Virginia or Kentucky. We'll be applying for a total of 9 credits - 6 for Thursday & 3 for Friday. The Seminar has been accredited by the Academy of Professional Funeral Service Practice for 9 CEUs.



The Dodge Institute For Advanced Mortuary Studies
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JACK ADAMS, CFSP, MBIE has over 50 years of funeral experience. Jack served as a Dodge sales representative in Illinois since 1989, retiring in 2018, and he still remains active as a part-time Embalming Lab Instructor at Worsham College of Mortuary Science.

Personalized Embalming It is hoped all embalmers practice personalized embalming but in truth, we know there are a lot of cookie-cutter embalmings performed on a daily basis. You ask, what is personalized embalming? It is a process whereby the embalmer takes the entire decedent into consideration, that includes looking at a photo or multiple photos, noting their expression or smile, distinct features and creating an image and memory the family will recognize and appreciate. Through this procedure, the funeral service practitioner employs all his or her skills to present the decedent in a way to allow the family have closure and peace.

Proactive vs Reactive Embalming Without a doubt, proactive embalming is always easier than reactive embalming. Part of your initial embalming analysis should proactively predict some of the challenges the decedent presents you with, and you should take the appropriate steps to address these prior to embalming. That being said, we will never be 100% correct in our analysis and should be prepared to react and have a strategy ready to correct problems as they arise or occur post-embalming. This program will show you skills you can add to your "tool kit" to deal with situations as they arise.



DOMINIC J. ASTORINO, CFSP has over 20 years of experience as a funeral director and embalmer since he began his career in 2003. He has a Bachelor of Science degree in Mortuary Science from Wayne State and will be completing his Masters degree in Forensic Medicine at the University of Florida College of Medicine in 2023. He is an adjunct professor at both Wayne State and Worsham College of Mortuary Science and has been presenting to professional groups and associations since 2018.

Defending The Truth: Embalming, Media & Bias In an age of YouTube and Instagram, morticians and media bias, where does the funeral profession and the public get their information about embalming? How do we know what is true and what is a biased agenda? This lecture uses well-researched facts, data, and science to address some of the hardest issues our profession faces today and will answer questions such as "is formaldehyde harmful to the embalmer?", "are dead bodies dangerous without embalming?", and "isn't embalming bad for the environment?".



TOM BUIST, MBIE has been a licensed funeral director and embalmer for over 43 years. He has represented Dodge in Michigan since 2006. He has served as Chairman of the North American Division of the British Institute of Embalmers since 2018.

You Want Me To Do What? You Want Me To Compost Your Aunt Minnie? This program represents a unique, if not controversial round-table discussion with PowerPoint presentations on the use of human composting in funeral service.

What Would YOU Do If Presented With This Situation? A unique round-table discussion and examples of actual embalming nightmares. A discussion will be held on how each case was treated and the eventual outcome. Participants will be given an opportunity to share their thoughts on what they would have done.

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TIM COLLISON, CFSP, MBIE is a licensed funeral director and embalmer in Michigan. He represented Dodge in Michigan from 1986-2006. Tim now serves as Chief Operating Officer and Vice President of Sales and Marketing for Dodge. He also is a member of the company's Research and Development Program. He has been a presenter and lecturer to groups of funeral service professionals in the U.S. and abroad for over 30 years.

What To Use and When To Use It Dodge has been asked repeatedly about the differences between like-named products such as Basic Dryene and Penetrating Dryene and their use. This one hour program will provide information on various Dodge products, explaining differences between products, their effect and applications. Through the use of a PowerPoint presentation, products will be shown in use on actual cases, with before and after images, as well as a thorough description of the chemistry that creates the product's effectiveness.



LINCOLN PLAIN earned his Bachelor Degree in Mortuary Science from University of Minnesota in 1994. He also holds a Bachelor of Business Administration and Marketing from the University of Wisconsin. Lincoln is a licensed funeral director and embalmer with over 30 years of experience. He is a member of the North Dakota Funeral Directors Association, the Minnesota Funeral Directors Association as well as a member of the Arrowhead Funeral Directors Association in Minnesota. Lincoln has been a Dodge Sales Representative since 2018.

Jaundice With Advanced Decomposition Embalming This presentation covers embalming of a severely jaundiced body in the presence of advanced decomposition and mummification. Lincoln will cover pre-embalming steps to be taken along with recommended chemical mixtures, as well as a step-by-step process to assure a properly embalmed body through arterial injection, cavity injection and topical preservation.

Post-Embalming Treatment of an Extremely Jaundiced Body with Dehydration This presentation will cover ways to stabilize and preserve tissues that were not sufficiently preserved during normal arterial embalming, and to better prepare the deceased for dressing and cosmetizing. Some of the topics to be covered include:

- Addressing dehydration/mummification
- Skin slip
- Extreme icterus (jaundice)
- Collapsed eyes
- Treatment of weeping fluid, edema, bruising
- Post-embalming steps to facilitate re-hydration of tissues



TOM SHERMAN has 25 years experience working in the funeral industry. He has been a licensed funeral director and embalmer since 2005 and earned a diploma in Mortuary Science from the Commonwealth Institute of Funeral Service Houston in 2013. Tom has been the Dodge Sales Representative for the Central and West Texas area since 2013 and is a contributor of articles for the *Dodge Magazine* on difficult embalming issues.

We Want The Casket To Stay Open: Restoration of Emaciated Remains

In this presentation participants will have an opportunity to focus on emaciated remains which often present challenges for embalmers, even the most skilled embalmers. However, by becoming familiar with different techniques for casketing emaciated bodies, as well as other embalming techniques, you will soon learn that it is possible to keep the casket open for visitation.

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HOTEL RESERVATION & RATE INFORMATION

PLEASE NOTE:

All attendees are responsible for making their own hotel reservations.

Flamingo Hotel & Casino, Las Vegas

3555 Las Vegas Boulevard South
Las Vegas, NV 89109

702-733-3111 - <https://www.caesars.com/flamingo-las-vegas>

Set on the famous four corners of Las Vegas Boulevard and Flamingo Road, this Las Vegas hotel combines heart-pounding excitement with hospitality and service that's second to none.

"Run of the House" Room Rates

Tuesday, November 7th - Saturday, November 11th = \$99.00 / night

Check-in: 4:00pm / Check-out: 11:00am

Rates & fees are for single/double occupancy and do not include applicable taxes & fees.

Additional persons will be charged at a rate of \$30.00 per person, per night, with a maximum of four (4) persons per guestroom.

Resort Fees: A daily resort fee of \$30.00 per room, per night (plus tax) will be charged in addition to the room rates listed above. This fee includes:

- Unlimited local phone calls (no long distance or international calls)
- Two (2) guest admissions per day to the Fitness Center (does not include use of the spa)
- In-Room Internet access to include two (2) devices per room, per day

Rates & fees are for single/double occupancy and do not include applicable taxes & fees.

Reservations can be made by calling the hotel directly at (888) 373-9855, referencing our Group Code: "SFTDC3" - Dodge Technical Seminar or by booking online at <https://book.passkey.com/go/SFTDC3>

The cut-off date to make hotel reservations at the group rate is Monday - October 9, 2023.

Please Note: All reservations made via the telephone call center will be assessed a fee of \$15.00 per reservation. This fee will not apply to reservations made via the internet.

All reservations must be guaranteed with a deposit for the first night's guestroom and tax charge. If reservation is guaranteed to a credit card, the first night's guestroom and tax charge, per guestroom, will be billed immediately to the cardholder's account.

Notice of cancellation must be received 72 hours prior to your arrival date in order to receive a full refund of your deposit.

Each guestroom must have at least one (1) registered guest 21 years of age or older.



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EARLY REGISTRATION DEADLINE: October 6, 2023

Thursday **1st Registrant:** _____
Please Print Clearly
Nickname for Badge: _____
(If different than full name)

Friday FD/Emb. Lic. # & State: _____

Both Days Email Address: _____

A seminar confirmation will be e-mailed when registration is received.

Thursday **2nd Registrant:** _____
Please Print Clearly
Nickname for Badge: _____
(If different than full name)

Friday FD/Emb. Lic. # & State: _____

Both Days Email Address: _____

A seminar confirmation will be e-mailed when registration is received.

Firm: _____

Address: _____

City: _____ State/Province: _____ Zip/Postal Code: _____

Phone: _____ Fax: _____

Thursday & Friday
1st Registrant - \$535 / After 10/06/23 - \$585
2nd Registrant - \$485 / After 10/06/23 - \$545
Thursday Only
1st Registrant - \$425 / After 10/06/23 - \$475
2nd Registrant - \$375 / After 10/06/23 - \$425
Friday Only
1st Registrant - \$315 / After 10/06/23 - \$365
2nd Registrant - \$265 / After 10/06/23 - \$315

1st Registrant: \$ _____
2nd Registrant: \$ _____
Additional Registrants: \$ _____
Total: \$ _____

All additional registrants must be from the same organization to get the discounted rate.

STUDENTS:
There is a **\$120 flat-rate registration fee for students*** currently enrolled in mortuary school.

* Please send copy of Student ID with registration form.

Registration Cancellation Policy:
On/before 11/1: 100% registration fee refunded
After 11/1: \$100 cancellation fee will apply
Cancellation must be made in writing via mail, fax or e-mail to any of the addresses listed below.

Method of Payment: Check (U.S. dollars, please ~ made payable to The Dodge Institute)
Charge to my: MasterCard Visa American Express Discover

Credit Card Number: _____ Exp. Date: _____
Security Code: _____ Zip Code for BILLING ADDRESS of credit card: _____
[Discover, Visa & MC is three (3) digits on the back of the card; AMEX is four (4) digits on the front of card]
Name on card: _____ Signature: _____

Mail, fax or email completed registration form and payment using the contact information below.

Did you make a reservation at Flamingo Hotel- Las Vegas?
 Using Dodge Block Outside Dodge Block Staying at another hotel

Do you need a payment receipt e-mailed?
 YES NO



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