

Insurance Seminar November 1, 2016 OFDA Headquarters



Ohio Funeral
Directors Association
2501 North Star Rd.
Columbus, OH 43221

Continuing Education Credits for Insurance

Please complete the registration form and return it to the OFDA office, or register online at ofdaonline.org

Seating is limited to 50 participants. Payment-in-full must accompany registration form.

Seminar cancellations must be received by **7:30 AM, October 31, 2016** to receive a full refund.

Insurance Ethics in Client Negotiations (AM session)

**7:00–7:30 AM
Registration**

7:30 AM–12:00 PM

- Developing and maintaining ethical client relationships
- Making ethical judgments



- The cost of unethical relationships

- Professional behavior
- Sources of ethical problems
- Building and improving ethical foundations
- Keys to ethical decision making
- Ethics and technology
- Ethics in the marketplace

The registration fee covers speaker expense, Ohio Department of Insurance fees, continental breakfast, lunch, and breaks.

*This course satisfies the **ETHICS** three hour training requirement set forth by the Ohio Department of Insurance.*

Insurance Funded Funerals (PM session)

12:30 –5:00 PM

- Funeral directors as preneed insurance agents
- Ethical considerations
- Professional responsibilities

- Other insurance issues
- Common sense insurance ethical issues
- Integrity—insurance disclosure issues
- Responding to client questions and concerns about preneed insurance



Register at
ofdaonline.org

