



**OHIO FUNERAL
DIRECTORS
ASSOCIATION**



LiveOakBank
OFDA AEC 2024 Premier Partner

Group Operations
World of Travel
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Image credits: Casa de Campo Resort Dominican Republic on www.casadecampo.com.do

Sunday · January 28th, 2024 - Saturday · February 3rd, 2024

OFDA Annual Educational Conference Dominican Republic

Five or Six Night Packages Available - Passport Required

Sunday · January 28th	Early Arrivals for Six Night Stay
Monday · January 29th	Flight to the Dominican Republic & Welcome Reception
Tuesday · January 30th	Morning Seminar & Optional Cave Tour
Wednesday · January 31st	Morning Seminar
Thursday · February 1st	Day at Leisure
Friday · February 2nd	Morning Seminar, Optional Catamaran Sail & Private Dinner
Saturday · February 3rd	Flight Home

7,000 Acres of Adventure in La Romana

Casa de Campo Resort & Villas opened in La Romana, almost 50 years ago, as the first resort in the Dominican Republic. The resort has been a favorite luxury destination for discerning travelers and celebrities who relish the private gated community for its safe and exclusive setting.



Casa de Campo Resort & Villas

The standard program is five nights, with an optional pre-night.

When you close your eyes and dream of the perfect Caribbean beach, chances are it looks a lot like the one at Casa de Campo Resort and Villas. That is, crystal-clear turquoise blue water gently lapping on pristine white sand dotted with comfortable chaise loungers with a backdrop of palm-trees softly swaying in the breeze. At the heart of Casa de Campo is Minitas Beach, a private sanctuary that's perfect for soaking up the sun or enjoying sports like snorkeling, kayaking, paddle boating, skeet shooting, horseback riding and golf.

Known as the best golf resort, the three Pete Dye golf courses include Teeth of the Dog, which is the #1 ranked course in the Caribbean. Here all activities are world class: seven outstanding restaurants, a Marina, Equestrian Center featuring Polo, several pools, and three private pristine white sand beaches.

Casa de Campo Resort & Villas is proud to offer three pool areas for guests' enjoyment, each with their own distinctive personality. So, whether you are looking for a vibrant setting for family-fun or a tranquil adult's only experience, there is a pool area to suit. The resort's main pool close to the main lobby and bar area is a sophisticated location amidst lush tropical surroundings with a bounty of loungers and shaded cabana areas – ideal for an afternoon of relaxation and dipping in-and-out to cool down. There is also a pool-side concierge service where you can be served your favorite tropical cocktail while enjoying a good book and the sun's rays.

All rooms feature a private terrace, allowing guests to fully experience the resort's beautiful natural surroundings. Rooms feature contemporary design elements with mahogany wood and native stone. Included with each room is a complimentary four-passenger personal golf cart. Rooms include access to the on-site fitness center and all resort amenities.

Room Selection

Room Category

Elite Room

Room Description

- All rooms are garden/resort view featuring a private terrace/balcony
- Personal golf cart
- High-speed wireless Internet
- Minibar & espresso/coffee maker
- LCD flat-screen television
- In-room safe
- Bathrobes and slippers
- Air-conditioning
- Private and separate bathroom
- Unlimited use of the Fitness Center
- Luxury bath amenities



Breathtaking Replica of a 16th Century Mediterranean Village

Altos de Chavón

Altos de Chavón is a place like no other—a replica 16th century Mediterranean village in the heart of the Dominican countryside. Meticulously designed by Dominican architect, Jose Antonio Caro, and Italian master designer and cinematographer, Roberto Coppa, every detail of Altos de Chavón was handcrafted by local artisans. The village is a cultural center for residents, tourists, and working artists from all over the world. Active studios for artists line the cobblestone streets alongside shops and boutiques showcasing their unique creations.

Pricing Breakdown - Book Online at worldoftravel.com

Deposit due at booking: \$1000 per person + optional travel protection premium

Final payment/cancellation date: November 1, 2023

5 Night Package

- Double Occupancy Per Person - \$3,099
- Single Occupancy Per Person - \$4,339

6 Night Package

- Double Occupancy Per Person - \$3,499
- Single Occupancy Per Person - \$4,799

Options

- Seminar Fee - \$250 per seminar attendee for three days of meetings
- Cave Tour - \$49 per person
- Catamaran Sail - \$169 per person

Inclusions

- Roundtrip airfare from Columbus, Cincinnati, or Cleveland (business class airfare for an additional cost & based on availability)
- Five or six nights accommodations
- Transfers between airport and resort
- Breakfast daily, welcome cocktail reception, private dinner
- \$50 resort credit per room
- Use of the fitness center
- All hotel taxes, service fees, and portorage

Professional Development

Three funeral service profession experts from Live Oak Bank and Atlantic Cost Life will share content that expands your professional knowledge and provides easily implementable programs and marketing approaches to better assist your families, staff, and community!

Twelve (12) CE hours will include credits from mandatory topics for licensure renewal (pending approval with the State of Ohio Board of Embalmers and Funeral Directors).

Your Speakers:

- Tim Bridgers and Andrew Kennedy, Live Oak Bank & Tom Holland, Atlantic Coast Life Insurance Company

Proposed Educational Topics:

Engage and Empower Your Team

In a market of merging generations, business owners must lead their people. The energized employee who believes in their mission and understands how to achieve it is the one that brings their hearts to work every day. Cash flow, marketing, and financial metrics are crucial in operating a successful business; however, empowering your employees is the fuel that makes your business move. Doug Conant, an American businessman who served as President and CEO of the Campbell Soup Company, said, “To win in the marketplace, you must first win in the workplace.” Tim will provide statistics and directives on how to form a plan that better empowers and engages your employees. This can be the cheapest, and the most productive way to increase call volume, benefit from changing market trends and remain successful for many years to come. You will be challenged to reflect on your business and implement meaningful changes that improve your workplace.

Ethics for Funeral Service Professionals

This fast paced one-hour session covers the basics surrounding Ethics and behaviors for Funeral Service professionals.

Expansion, Debt or Equity / Financing Your Growth

Business owners need to understand the benefits of financing their business growth and how that differs from using equity. Debt financing provides needed capital for businesses to take advantage of acquisition opportunities or other growth strategies without draining the liquidity of the business or giving up ownership. Tim will share the pros and cons and how to evaluate what may be the best decision for your growth.

For funeral home and cemetery owners considering growth, refinance or succession planning for your business, you'll likely need capital to execute your plans. In this session, we will cover the five “C’s of Credit”, financing options, and the loan application process. Understanding the perspective of a lender is a helpful first step when you want to get approved for a loan for your funeral home business. These topics will prepare you for approaching a lender and will pave the way to approval and funding.

Improving the Value of Your Business

Business value is influenced by many factors from market share, future growth potential, operating efficiencies, healthy financial metrics, to business strategy. This session on increasing your business value will be focused on how to improve your business's free cash flow, and what factors play a role in that effort.

Lead Generation for Generations

Best practices for successful sales techniques that increase customer satisfaction, improve persistency of the business, and generate ongoing leads for future contacts with potential customers.

Solving the Demographic Puzzle

Review the current and changing demographic profile of the US population and how the changing demographic profile will change affect their Preneed and Funeral business now and in the future. Attendees, with Mr. Holland's expertise and guidance, will review how to reach out to their target and growing market, along with what marketing efforts will be most effective.

Succession Solved

Understanding your business financials can be the difference between a successful operation and one that struggles from a cash flow, and growth perspective. The ability to identify what each business metric is and how to influence those metrics puts you in the driver's seat to responding to change, acquisition opportunities, marketing opportunities, and the future of selling your business. This session will be geared toward identifying and defining financial metrics and how to position for future succession.

Sunday · January 28th

Early Arrivals for Six Night Stay

Those electing the six night package (optional pre-night) will arrive today.

Monday · January 29th

Flight to the Dominican Republic & Welcome Reception

Fly from Ohio to the Dominican Republic (five night stay). On arrival, you will be met at the airport for your included transfer. After check-in, join OFDA's private cocktail reception.

Included Meals: Breakfast (early arrivals), Welcome Reception

Tuesday · January 30th

Morning Seminar & Optional Cave Tour

For seminar participants, the meeting will be held from 8:30 am to 12:30 pm. The remainder of the afternoon is at your leisure or join an optional Cave Tour (\$49 per person).

Included Meals: Breakfast

Wednesday · January 31st

Morning Seminar

For seminar participants, the meeting will be held from 8:30 am to 12:30 pm. The remainder of the afternoon is at your leisure.

Included Meals: Breakfast

Thursday · February 1st

Day at Leisure

Today, enjoy a full day at leisure to explore Casa de Campo's many amenities.

Included Meals: Breakfast

Friday · February 2nd

Morning Seminar, Optional Catamaran Sail & Private Dinner

For seminar participants, the meeting will be held from 8:30 am to 12:30 pm. The remainder of the afternoon is at your leisure or join an optional catamaran sail (\$169 per person). This evening, join OFDA's private dinner.

Included Meals: Breakfast, Dinner

Saturday · February 3rd

Flight Home

After check-out, transfer to the airport for your flight home. *Included Meals: Breakfast*

Terms and Conditions

Deposit and Final Payment

A deposit of \$1000 per person + travel protection premium is due upon booking and to secure your reservation. Final payment is due on or before November 1, 2023.

Travel Protection

Travel Protection is optional and available for individuals. Two types of travel protection are available: Worldwide Travel Protector (WTP) and Worldwide Travel Protector with Cancel for Any Reason (CFAR). WTP covers up to 100% of the prepaid, nonrefundable trip cost for a covered medical cancellation; CFAR will provide a 75% refund for any reason OR a 100% refund for a covered medical reason. All travel protection premiums are non-refundable and must be confirmed at the time of registration and first deposit.

Note: World of Travel will not make any representations about what conditions or occurrences the Travel Insured policy will cover, which will be provided to each participant. It is the traveler's responsibility to review the full plan details ("Plan Document"). If you purchase the optional protection plan, the premium is nonrefundable. Should you have any questions regarding coverage in the Travel Insured policy, please call Travel Insured at 800-243-3174 and reference Group Deluxe Protection Plan #49517 for clarification.

Cancellation Penalties with Travel Insured

Should it become necessary for you to cancel or interrupt your trip due to a covered reason as stated in the protection plan, a claim will be filed with Travel Insured International. All cancellations must be received in writing. Cancellations made before November 1, 2023 are subjected to a cancellation administrative fee of \$100 per person and/or protection plan premium.

Cancellation Penalties without or Not Covered by Travel Insured

All cancellations must be received in writing. Cancellations made before November 1, 2023 are subject to a cancellation handling fee of \$100 per person. Cancellations made after November 1, 2023 are non-refundable.

Travel/Health Policy

It is required that persons needing assistance be accompanied by a companion who is capable and totally responsible for providing that assistance. Neither World of Travel nor its suppliers may assist with medications, wheelchairs, or physically lift persons on to transportation vehicles. Travelers having special needs must notify World of Travel when they make their reservations. Please note that the Americans With Disabilities Act does not apply outside the United States.

Not Included in Your Travel Package

- Meals Not Included on Itinerary
- Alcoholic Beverages
- Optional Tours
- Incidentals at Hotels
- Items and Services of a Personal Nature
- Optional Travel Protection

Fuel Surcharges

The transportation industry may impose a fuel or baggage surcharge prior to the departure. Since these are not included in the original pricing, these will be billed additionally to you in the event surcharges are imposed. We certainly hope this will not occur, but want you to be aware of the possibility.

Liability/Responsibility

World of Travel (WOT)/OFDA acts only as an agent for tour members in making arrangements of accommodations, meals, excursions, sightseeing, transportation and other services. WOT/OFDA will not be held liable for any claims for errors or default by the Vendors, Suppliers or Contractors (VSC). WOT/OFDA are not responsible to any person or entity for any damage or injury arising out of the conduct or failure to act of any of the VSC. Any costs involved in delays due to "Acts of God" or weather will be the responsibility of the individual passenger, not the VSC. WOT/OFDA are not responsible for any loss or damages of personal property or for injuries, expenses, or damages whatsoever incurred or claimed by participants including but not limited to losses due to "Acts of God." WOT/OFDA reserves the right to make changes in the itinerary or cancel a tour at its discretion and a refund of money paid will release WOT/OFDA from any further obligation. WOT/OFDA reserves the right to refuse passage to any participant if it is deemed that the person's health is such that it would create a problem in how the tour is conducted.

COVID-19

Current regulations do not require a negative COVID-19 test for travel to/from the Dominican Republic, though this is subject to change.