



Speakers Bureau Biography



Name: Jeffrey A. Hodes

Company/Firm Name: Cemetery Management Solutions

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Speaking Topics

My presentations are tailored to the group to whom I am speaking.

My general topics are:

- Cemetery Sales
- Is a Pre-Need presentation still important in a web based universe?
- Is Natural Burial an alternative?
- Starting a Natural Cemetery, where are the landmines?
- Keeping the Cemetery Relevant in your Community
- Protecting your Cemetery's most valuable asset, its grounds
- So are you thinking of opening a Natural Burial Ground? (For Funeral Homes the variation is "What does Natural Burial do for your business?")
- Maintaining your asset: Are your cemetery grounds operations staying current in the existing environment?

Areas of Expertise

Cemetery Operations and Sales

Developing a Natural Burial Cemetery

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PROFESSIONAL EXPERIENCE

President, Cemetery Management Solutions Inc. Herndon, VA 2008 – Present

Director, Catholic Cemeteries of the Archdiocese of Washington

Assistant Regional VP, Service Corporation International Northern Va.

Northern Regional VP of Operations, Stewart Enterprises Bethesda, Md.

Area Manager , Service Corporation International

VP of Operations, Jefferson Memorial Park Pittsburgh, Pa.

EDUCATION & CERTIFICATIONS

- Certified Cemetery Executive – CCE
- Certified Cemetery Supplier Executive – CSE
- Master's Degree, Biology – Youngstown State University
- Bachelor's Degree, Biology – Westminster College

INDUSTRY CONTRIBUTIONS

- Western Pennsylvania Cemetery Association | First Vice President
- Alabama Perpetual Care Cemetery Association | President
- Sales and Marketing Executives, Birmingham, AL | First Vice President
- Southern Cemetery Association | Board of Directors
- Kentucky Cemetery Association | Board of Directors
- Pennsylvania Cemetery and Funeral Association | Board of Directors
- Virginia Cemetery Association | President
- IMSA (International Memorialization Supply Association) President

Do Your Speaking Engagements Include Certified Continuing Education Credits?

Yes – I have been certified by State Funeral Directors in VA and NC talking about Natural Burial Funerals

Speaker Fees*

Speaker requires conference registration plus travel costs to be paid/reimbursed

**Speaker fees are determined by the individual speakers and will be negotiated directly with the conference organizer. IMSA does not participate in nor does it profit from speaker fees.*

This speaker is willing to travel:

Anywhere in the U.S.

Speaker commits to responding to requests within 3 business days.