

2022 CAT/NCCA/SCCA Annual Convention and Exhibits

The Park Vista - a DoubleTree by Hilton Hotel - Gatlinburg (705 Cherokee Orchard Rd, Gatlinburg, TN 37738)

THEME: Rockin' Sales on Rocky Top

SUNDAY

July 24th

8:00 1:00 Golf - Gatlinburg Golf Course
 12:00 3:00 Exhibitor Set-Up
 2:00 6:30 Registration Open
 2:30 3:30 State Association Meetings
 4:00 4:30 Welcome and Pledge by Nina Perry | Invocation by Fred Berry
 Comments from Rene', Jason, and Trey - Association Presidents
 4:30 5:00 **Richard Houston - Leadership**
 5:00 5:30 **Todd Dashley - Recruiting, Hiring, Training, & Retaining**
 6:00 7:30 Kickoff Reception

Sponsored by:
 OM Stone

Heritage Family Cemeteries

MONDAY

July 25th

8:00 8:30 Breakfast with Exhibitors
 8:30 8:45 On Time Drawing and Announcements
 8:45 9:15 **Ryan Bumgarner - Community Events**
 9:15 9:45 **Debbie Johnson - Aftercare**
 9:45 10:00 Break with Exhibitors
 10:00 10:30 **Mark Norris - Managing a Stand-Alone Cemetery**
 10:30 11:30 **Bruce Goddard - The Cemetery Presentation**
 11:30 12:30 Lunch with Exhibitors
 12:30 12:45 Legislative Update: Tyler Tetrick, Rusty Tysor, SC???
 12:45 1:15 **Jim Breaux - Argent Trust - Update on new TN cemetery trust law**
 1:15 1:45 **Jodie Dupree - Cemetery Package Selling / Building a Cemetery Tour**
 1:45 2:00 Supplier Introductions
 2:00 3:00 Annual Meetings (In adjoining breakout rooms)

Coldspring

Flowers for Cemeteries

Matthews Memorialization

TUESDAY

July 26th

8:00 8:30 Breakfast with Exhibitors
 8:30 8:45 On Time Drawing and Announcements
 8:45 9:15 **Nina Perry - Cremation Placement**
 9:15 9:45 **Eric Anderson - Memorialization**
 9:45 10:00 Break with Exhibitors
 10:00 10:30 **Allan Legard - Phone Prospecting**
 10:30 11:00 **Tamala Randolph - Value Based Selling and Pricing**
 11:00 11:15 Supplier Introductions
 11:15 11:30 Memorial Service Officiated by Dyanne Miller
 11:30 12:30 Lunch with Exhibitors
 12:30 1:00 **Open - Cemetery Events**
 1:00 1:30 **Bird Hodges - Cemetery Maintenance**
 1:30 2:00 **Kevin Armistead - Grounds Scheduling**
 2:00 2:15 Closing Remarks
 2:15 3:00 Exhibitor Tear Down
 2:15 3:00 New Board Meetings (In adjoining breakout rooms)
 6:00 8:00 President's Reception and Banquet

Family Bronze

Cemetery Funeral Supply

Franklin Memorial Gardens

StoneMor