



Association of Independent Funeral Professionals

## 2019 AIFP News Update – April

### President's Message

We are quarter of the way through 2019 already! Time certainly does fly in this industry when you are busy helping families through some of the toughest moments of their lives.

As the Founder and President of the Association of Independent Funeral Professionals, I'm very proud to confirm that we are in our third year of operation.

Our conference last year was an amazing success! Thanks to the extraordinary work of our Events Director - Jacqui Chaplin, our Board and some very special Conference Committee helpers we were able to create an event that has been the talk of the independent funeral industry for quite some time!

We had a terrific keynote note speaker and six marvellous session speakers as well as panel discussions with some of the industry's most experienced people.

We covered a lot of ground and explored many thought-provoking topics that are relevant to the important work we all contribute to in this industry. We had over 100 delegates join us during the day and 80 guests for dinner, the profit from the conference has sustained the AIFP's activities over the past year which has been great.

The Board has been continuing our work on our vision and strategy to make the AIFP a leading industry-based, independent, professional association. An association that provides a welcoming and encouraging space for individuals who are currently working, wanting to start work or start building a business in the industry. We feel that we are making progress in this area and look forward to gaining more traction in 2019 as well as welcoming many more members to our group.

We have had some movement in our Board over the last 12 months with both our Secretary and Vice President roles having their incumbents move on for personal reasons. We are pleased to announce now that we have four new individuals joining the board moving forward. Mike Smits in the role

of Vice President, Sarah Aird in the role of Secretary, Mario Anders in the role of Events Director and Renee McKenzie in an Administration role. You'll learn more about them and their various roles in the funeral industry throughout this edition of our newsletter.

Exciting plans are underway as we move towards the creation of our next exciting conference in August! Please connect with us through the [AIFP Facebook](#) and our [website](#) for updates.

If you feel that the Association of Independent Funeral Professionals might be the type of professional association that you would like to be a member of, feel free to give us a call on +61 (0)419584 424 so we can discuss what you do and how we can support you.

We welcome your inquiry and encourage your contact and look forward to speaking with you soon.

President

Carly Dalton

## Meet the 2019 AIFP Board Members

We recently announced the new AIFP board members ... Here's a bit more about them!

### Carly Dalton | President

Carly Dalton was a founding member of the AIFP. She has served as its President since its inception offering her trademark energy and enthusiasm for all things death and funeral care.

Prior to joining the Funeral Industry, Carly worked as a corporate Human Resources executive in the IT, Telco and Education sectors for almost 20 years. She specialised in building, growing and managing businesses across the Asia Pacific region as well as managing large merger and acquisition projects.

Carly believes that her experience in Human Resources has been valuable in starting and growing Greenhaven Funerals, her family-owned funeral home, which is now recognised as a leading, independent provider of funeral care services in Melbourne. It's also an exciting time to be involved in growing the AIFP as a new industry based, professional association for all independent service providers in the death care industry. She's enthusiastic about the future of death care, believing it is ripe for change!

The changing landscape of the industry means that for many consumers they have more choices available to them than ever before. Carly acknowledges it's great to be able to provide support consumers with their choices as well as encouraging current and new providers to the industry.

## Mike Smits | Vice President

Mike Smits has stepped into the role of Vice President for the AIFP. He brings a wealth of entrepreneur and business experience and a passion for making a difference in death and funeral care.

Mike has business interests here in Melbourne as well as overseas. He brings to the board a strategic approach, not just to business, but also how the Association can make a valuable contribution and leave a lasting legacy when it comes to funeral care and collaboration.

Stay tuned for more from Mike.

## Linda Cook | Treasurer

Linda Cook has been the AIFP Treasurer since its formation. She brings years of financial and book keeping experience to her role.

Linda has been working with those businesses servicing the funeral industry since 2012. With her solid experience in finance and book-keeping she has been able to provide them with advice and guidance as they set up and run their own businesses.

She finds the funeral industry fascinating and is excited about the potential the AIFP has as an association to support the independents in being the best they can be.

## Sarah Aird | Secretary

Sarah Aird has stepped up into the role of Secretary for the AIFP. With experience on other boards and with other associations Sarah offers a breath of fresh air and an understanding of the workings of Boards.

I have been a celebrant since 2014, and although I am now a full-time funeral celebrant, marriage celebrant and celebrant trainer, I still maintain my connections to my past life as an administration specialist by providing minute-taking services to four not-for-profit boards. I have

been providing such services to boards for almost 20 years and have a wealth of experience in meeting protocols and governance requirements.

I'm looking forward to assisting the AIFP achieve its short and long-term goals.

## Mario Anders | Events Director

Mario Anders is the new Events Director for the AIFP. With experience planning and running events for other associations and not for profits. He brings an eye for detail as well as being able to see the big picture.

His career was in Information Technology Management, holding several senior management and board positions, and my specialisation was in Law and Accounting. He was a public speaker on technology matters and also owned several local building companies. Now he is a Success Coach, coaching small to medium sized business owners on achieving their goals. Mario uses all his knowledge learned over the years to help small business grow and make profits without compromising their family relationships.

He holds a number of not-for-profit positions at the moment:

- State Committee Member and Melbourne Events Director for Children's Tumour Foundation
- President of Celebrants Australia Inc
- Treasurer of Eltham & District Winemakers Guild

Mario has been a Celebrant since 2009, performing weddings and naming days most weekends and during the week his is a Funeral Advocate helping families who need to understand what is required when a loved one dies or is diagnosed as terminally ill.

Mario finds funerals rewarding as he gets to help and support families in their time of need. The opportunity he has at this time in his life allows Mario to help others.

## Jacqui Chaplin | Communications Director

Jacqui Chaplin has served the AIFP Board as Secretary, Events Director and is now stepping into the newly established role of AIFP Communications Director.

She has an eclectic career with experience in private, public and not-for-profits across local government, education, community health, recruitment, and executive and corporate coaching. She has been published

internationally and produced and presented a weekly radio program for three years.

Jacqui is a dedicated funeral professional – a celebrant, exclusively, joining the funeral industry in March of 2016. Her commitment and compassion mean a commemoration of a loved one's life that will leave families and friends feeling that little bit better... on what can only be considered to be some of the most difficult days in life.

Jacqui believes in the collaborative power of the independent funeral industry and sees so much potential for the way we can all work together to provide a wide range of services for families who are in the midst of their experiences of the death of a loved one.

## Updates

### The 2019 Annual AIFP Conference | August 10th, 2019

This year's conference theme is all about pursuing passions in death care. This year we are offering a program to engage experienced, new and potential independent funeral professionals and the extensive range of allied services that support the industry in any way shape and form.

**Join us at Rydges on Swanston, 701 Swanston Street, Carlton, Victoria.**

**Make sure you've put the date in your calendar. Saturday 10<sup>th</sup> August 2019**

**8am Registration and the Exhibition Hall**

**9am Conference Day Commences**

**5pm Charity Networking Pre-Dinner Drinks**

**7pm Dinner and Dancing**

Follow the AIFP on [Facebook](#) or make sure you are on our [email list to receive our newsletters](#) and upcoming news and other relevant updates.

You can also visit our [website](#) and sign up for the Newsletter there!

Conference Package for **Members: \$330**

Conference Package for **Non-Members** (inc joining fee to June 30 2020\*): **\$450**

Dinner and Dancing Only: **\$130**

The Conference Package includes:

- - Access to the Exhibition Space
  - All conference sessions
  - Morning Tea, Lunch, Afternoon Tea
  - Pre-Dinner Networking Drinks
  - Three Course Dinner and Drinks and Dancing

Delegates are welcome to bring a family or friends to join them at dinner. Tickets will be made available on Trybooking in the very near future.

For those interested in partnering with the AIFP as conference sponsors please contact Carly Dalton [president@aifp.org.au](mailto:president@aifp.org.au) for more information on available packages.

## Speaking at the 2019 AIFP Conference

This year the AIFP Conference is all about Pursuing Passion – discovering meaningful work in the funeral industry...Conference sessions will be taking a look at how harnessing passion and purpose can reinvigorate you, your practice and provide even better services for those you connect with in your role as an independent funeral professional. Sometimes that will mean focusing on you as an individual – what could be different, what you'd like to see more of in your life at work and at leisure. Sometimes it might mean taking a look at how your business or the business you work operates. Sometimes it might be about taking a look at the professional as a whole... how we can work more purposefully together and better educate the communities with which we live in.

Sessions currently slated are:

### **It's time to change.**

This session will be taking a look at what it might look like moving into the funeral care industry as much as it might be about changing your direction for those already in the industry. We're looking for a speaker who can inspire and engage us around change, it's challenges and what's possible when it comes to pursuing passion.

### **Playing to Your Strengths**

Exploring opportunities to pursue passion based on an understanding of existing passion and interests... as people interested in working in the

industry, as employees, and as employers making the most of your people's passion.

### **Finding Passion and Purpose: A Personal Experience**

This session is an opportunity to hear about finding, losing and rediscovering passion from a personal perspective.

### **It's A Man's World...**

In this session there'll be an exploration of the shifting gender dynamics in the independent funeral industry hearing from both sides of the aisle!

### **Self-Care in the Pursuit of Passion**

Always a hot topic in an industry working where we come face to face with death and dying daily as well as the gamut of emotions experienced by those who are grieving. Well being and self-care are of critical importance in the pursuit of passion in funeral care.

### **Lifting the Lid on the Funeral Industry**

Making a return to this year's conference is the power of the panel. During this interactive session we'll be hearing from a range of industry players about how they found themselves pursuing their passion in the funeral industry.

So, if you, someone you know or someone you've heard about fits the bill to reconnect, reinvigorate or inspire others to find renewed purpose or better connections and professional relationships expressions of interest are currently being taken by Mario M Anders, AIFP Events Director on 0418 564 852 or at [events@aifp.org.au](mailto:events@aifp.org.au)

### **Contribute to the AIFP Newsletter**

Members are invited to submit articles for publication in our Newsletter please email your ideas or article to Jacqui Chaplin, Communications Director [comms@aifp.org.au](mailto:comms@aifp.org.au) for consideration. There are so many people doing such great things in death education and death care that we are sure there are many articles just waiting to be written and shared. They might be articles you've published through your work in the industry or articles that you would recommend as great reading... or it might be books or podcasts that you think are worth sharing.

## AGM and Fees Update

The Annual General Meeting for the AIFP was held at 6.30pm on Wednesday 27 March 2019 at the Rosstown Hotel in Carnegie.

The key outcomes from the meeting involved some amendments relating to member rights being embedded officially in the constitution and changes to the fees and membership structure.

As at April 1<sup>st</sup>, 2019 all memberships to the Association will be individual memberships at a flat rate per person of \$150 per annum, payable each year on July 1<sup>st</sup>.

Minutes are available on request. Please contact Sarah Aird, Secretary, [secretary@aifp.org.au](mailto:secretary@aifp.org.au)

## Coal Face Conversations | Working on the Coal Face | April 24th, 2019

On our Facebook page we recently shared a great article about those working in the funeral industry in Ottawa Canada and what they were doing to take care of themselves. So, for those of us at the coal face of death care in Melbourne who would like the opportunity to meet with empathetic ears of those who walk the same path... the Association would like to kick off with an informal meeting at our Hub – The Rosstown Hotel, Carnegie – for available and interested people to come along and explore some options about how these conversation could occur regularly and what that might look like.

So, if you want to be part of the conversation come along on

6pm - Wednesday April 24 2019 – Front Bar Booths Rosstown Hotel, Carnegie.

**Members FREE Non-Members \$10**

**RSVP** Jacqui Chaplin – [comms@aifp.org.au](mailto:comms@aifp.org.au) by Monday 22 April 2019.

## Networking Drinks | May 29th, 2019

There are so many fabulous people working directly and as allied partners in the independent funeral professional space. To that end, we'd like to invite you to save the dates for some upcoming Networking Opportunities. To start with we are focussed on working out what suits you best and what

can reasonably be achieved with the people who are currently involved in making the AIFP happen. With a few more hands on deck we could be doing lots more to bring the association to life. So we're making the most of social media to advertise and collect RSVPs for our forthcoming networking opportunities. If you are on social media please use the events posted to let us know whether you will or will not be able to join us at any given event.

**Wednesday May 29<sup>th</sup> 2019 6.30-8pm**  
**The Front Bar at the Rosstown Hotel,**  
**1084 Dandenong Rd, Carnegie VIC 3163.**

Please put this in your diary today and whether you want to chat over a drink or go on to have dinner with someone you've got chatting to is up to you! But we'd love to see you there and hear about what's going on in your world and what the Association – perhaps with your help – could be doing better or differently!

**Members FREE Non-Members \$10**

## Upcoming Events

### Coal Face Conversations

6pm                      Wednesday April 24<sup>th</sup>, 2019  
Front Bar, Rosstown Hotel, Carnegie 3163  
Non-Members \$10                      **Members Free**

### Networking Drinks

6.30-8pm              Wednesday May 29<sup>th</sup>, 2019  
Front Bar, Rosstown Hotel, Carnegie 3163  
Non-Members \$10                      **Members Free**

### Conference

Saturday August 10<sup>th</sup>, 2019 8am-11pm Rydges on Swanston, Carlton

## Classifieds

Want to sell something or find something? Our Classifieds might be just the place! Please contact Jacqui Chaplin, Communications Director on +61 (0)412 741 531 for other advertising options or email [comms@aifp.org.au](mailto:comms@aifp.org.au)