

July 2022



## **Congratulations to our Second-Career Scholarship Recipients!**

The Board of Trustees of the Selected Educational Trust is proud to announce the recipients of the Selected Educational Trust 2022 Spring Cycle Second-Career Scholarship Program. Since this program was launched in 2010, the Trust has awarded 53 scholarships, totaling more than \$75,000 in tuition scholarships awarded to students pursuing mortuary sciences as a second career.

Scholarships awarded this cycle include two sponsored by Gunderson Funeral Home, the Mark L. Justen Memorial Scholarship, and the Michael R. St. Pierre memorial Scholarship. The Board of Trustees faced the arduous task of choosing the recipients out of the more than 20 applicants, and Selected member firm Flanner Buchanan stepped up to add a fifth scholarship.

The recipients are:

- Nia Collins attending Pittsburgh Institute of Mortuary Science, Pittsburgh PA
- Luke Foreman, attending Dallas Institute of Funeral Service, Dallas, TX, awarded the Michael R. St. Pierre Memorial Scholarship
- Kami Gremillion attending Cypress College, Cypress CA
- Courtney Richards attending American Academy McAllister Institute of Funeral Service, New York, NY
- Christopher Wagner attending American Academy McAllister Institute of Funeral Service, New York, NY, awarded the Mark L. Justen Memorial Scholarship

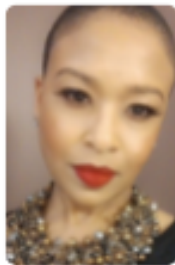
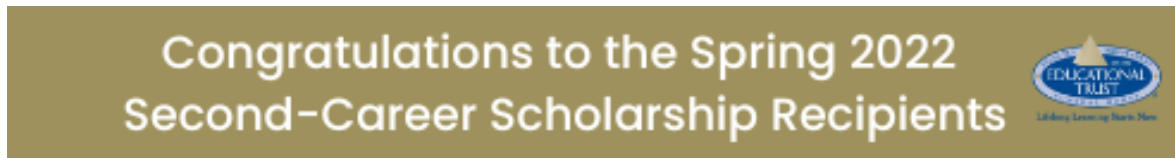
"We often hear personal stories of students that have felt drawn to this profession for much of their lives, and are finally able to take the steps to make it a reality," said Stefanie Favia, Senior Director of Development with the Trust. "The Trust created this scholarship program specifically for these individuals, making sacrifices and taking risks toward a better future for themselves and the profession."

When asked what this scholarship meant to her, Nia Collins shared that this scholarship will take her one step closer to being able to "make a difference in the community by providing insight, comfort and compassion." Commitment to community is a value shared by recipient Courtney Richards. "I have a very strong desire to continue educating my community more on the different forms of memorialization."

Recipient Kami Gremillion is focused on her goals for the future. "My goal, through the funeral service education I am receiving, is to learn the skills necessary to comfort and help families

navigate the storm that follows the death of a loved one. This is an extremely important task/gift, not to be taken lightly, and my motivation to pursue this path toward a more fulfilling life's work.”

Second-Career Scholarships are awarded by the Selected Educational Trust to individuals who have chosen funeral service later in their career journey and currently are attending mortuary school. Applications opening soon for the Fall 2022 Scholarship Cycle and will be due by October 31. Visit [selectedtrust.org/second-career-scholarship](https://selectedtrust.org/second-career-scholarship) for more information, or contact [info@selectedtrust.org](mailto:info@selectedtrust.org).



Nia Collins



Luke Foreman



Kami Gremillion



Courtney Richards



Christopher Wagner

## Spotlight on Institute Instructor Julie Burn

We at the Institute are excited to share with you this month's installment of our newest monthly feature, the Instructor Spotlight, featuring Julie Burn. We took a moment to chat with Julie about her course, *Mastering the Inquiry Phone Call*. Throughout the month of July, we will share highlights from our interview with her on our social media. Follow us on Facebook and LinkedIn to catch every installment.

Why should you register your team for her course? According to Julie, it's chock-full of actionable takeaways. "Students will receive examples of exploratory questions that they can ask the caller, which is going to help them uncover the caller's needs. They'll also receive way in which they can build value in using their funeral establishment and lastly, they will receive a sample phone caller guide which they can customize for their own firm."



**Summer Buy 2 Get 1 Special!** Register yourself or anyone on your staff team for any 2

courses, and get a third free, courtesy of [ASD](#). Plus, Selected members are eligible for \$100 c full-price per person. Email [institute@selectedtrust.org](mailto:institute@selectedtrust.org) to secure a coupon code for these special offers.

The fall session begins September 6. Register now for any of these courses.

- *Financing Fundamentals: Business Growth and Acquisition*, taught by Tim Bridgers
- *Gaining Respect and Building Trust*, taught by Rachel Gunderso
- *Guiding Families Toward Meaning and Healing*, taught by Becky Lomaka
- **NEW:** *Life Hacks for Everyday Life*, taught by Lacy Robinson
- *Mastering the Inquiry Phone Call*, taught by Julie Burn

**NEW:** Want to get a feel for the course format? [Register for a free sample](#) of “Understanding the New Funeral Consumer.”

The Institute’s self-paced online courses feature a flexible and convenient format and a roster of well-respected instructors from across the funeral service profession. Work independently online to complete lessons and assignments and to interact with instructors, wherever and whenever fits your schedule, all while earning up to 8.0 hours of continuing education.

Space is limited, [register your staff today](#). Contact Stefanie Favia to learn more.



## The Silent Auction Is Almost Here

Get your bidding paddle ready, because we’ve already collected some fabulous items for this year’s auction. Join in on the fun and donate a spectacular gift to the Selected Educational Trust’s 2022 Silent Auction. Donor names are featured in all promotions for this event being held during Selected’s Annual Meeting in Washington, DC, September 21-24.

### What we’re looking for:

- Electronics (Smart Watch, iPad, Headphones)
- Fine Jewelry, Handbags, accessories
- Tickets to Sporting Events
- Professional Services
- Gift Certificates for Fine Dining Experiences
- Family-fun Experiences (Disney, River Boat Rides, Outdoor Fun)

Donating an item couldn’t be simpler! Just [submit an Item Contribution Form](#) and email a photo of your item to [Deb McReynolds](#).

Stay tuned later this summer to learn more about the auction items and how to participate in the auction virtually!

## Be An Ambassador Envoy

Make a gift to the Trust in honor of this year’s Ambassador of the Year Award recipients and be recognized as an Ambassador Envoy to show your support of these outstanding professionals.





Donate Now

**By the Numbers**



**\$150,000**

### By the Numbers

In the last 12 years, the Trust has awarded over \$150,000 in scholarships to tuition scholarships for mortuary science students, Institute registrations, and tuition toward Selected programs and meetings. Every little bit helps us administer and award the funds that are directly developing the future leaders of funeral service. Click the button below to donate today!



### Don't Miss a Thing

Make sure to follow the Trust on [Facebook](#) and [LinkedIn](#) to be in the know on every fresh job posting, scholarship opportunity, and announcement. As a bonus, hear the personal stories of our donors and scholarship recipients.

## Make Your Giving Count

Supporting the Trust is an investment in the future of independent funeral service and lifelong learning. Contributions are tax-deductible.

### Make a Gift

### Thank You to Our Donors

**June 1 - 30, 2022**

Baue Family Charitable Fund, Lisa Baue, Saint Charles, MO

Busch Funeral and Crematory Services, James H. Busch, Cleveland, OH (*In memory of Wayne Clock and Louis Jones*)

Flanner Buchanan, Tony Lloyd, Indianapolis, IN (*Ambassador Envoy in honor of 2022 Ambassador Awardees*)



Gunderson Funeral Home, Matt and Rachel Gunderson, Madison, WI

Keohane Funeral Home, John E. Keohane, Quincy, MA (*In memory of Wayne Clock*)

Lensing Funeral & Cremation Service, Michael Lensing, Iowa City, IA

*Make your gift in memory or in celebration of a loved one, family member, colleague or friend  
For more information on ways to give, contact Stefanie.*

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