

OCA Journal

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Publication of the Ohio Cemetery Association

STAYING CONNECTED

An **OCA** Supplier Showcase

hosted by **DAVEY**



Staying Connected: An OCA Supplier Showcase October 7, 1PM – 2PM EDT

Join us on October 7th for an update from the Ohio Cemetery Association's president, Joseph Wilson, a featured supplier showcase and a panel discussion with the OCA board.

Joseph Wilson

- Introduction: OCA Here & Now

Supplier Showcase

- Coldspring (Erin Schwantz-Vogt)

Panel Discussion

- COVID-19 Updates
- Wrapping up 2020
- Key Strategies for 2021
- How Are We Building Supplier Relationships?

Q&A

REGISTER NOW

Do you have questions?

Submit your questions at registration to be addressed during the townhall.

SUBMIT QUESTIONS

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Upcoming Events

Webinar

October 7, 2020, 1 PM



Join Coldspring for the OCA October Webinar!



Erin Schwanitz-Vogt
Director of Sales



Dave England
Regional Sales Manager – Ohio Valley

Please Join Erin and Dave October 7, 2020 at 1 pm for Staying Connected: An OCA Supplier Showcase.

Coldspring is excited to be joining all of you this October for the OCA Webinar. We miss seeing everyone in person, but look forward to connecting with you virtually. During our time with you we will be talking about “Understanding Your Why” and the impact that can make on your organization.

2020 has been a wild ride and we have found ourselves having to grow and change to adapt with the times. During times of stress, reconnecting to your purpose can help you find the strength to power through difficult times, motivate your team, and form deep connections with your customers. Learn about the importance of uncovering your “Why” and how it can help transform your organization.

We will be talking through some practical ways you can turn challenges into opportunities. We hope to see you there!



*Restland Cemetery
Brimfield Township,
Portage County*





To our OCA members who have generously contributed
to supporting our association this year

Lake View Cemetery - Cleveland

McCleskey Construction Company

Miami Memorial Gardens - Covington

Riverview Memory Gardens - Defiance

Tod Homestead Cemetery - Youngstown

Woodland Cemetery - Dayton

Welcome New Board Member

Scott Wright - Calvary Cemetery - Dayton Ohio



Charles Scott Wright is the current Community Outreach Director of Calvary Cemetery, Dayton OH. In his role as Outreach Director he is responsible for representing the cemetery at community functions, such as parish lectures and Hospice events. He also instructs classes for both the University of Dayton and Sinclair Community College's Lifelong learning programs. Additional

responsibilities include: website development/ design, budget planning, event planning and management, advertising, marketing, sales, and assisting Executive Director in policy decision making. Scott is a member of the Catholic Cemetery Conference (CCC) and will graduate from the CCC School of Leadership and Management Excellence in 2020. At the state level, he is a member of the Catholic Cemeteries of Ohio (CCO). Scott has also been published in "Catholic Cemetery" magazine multiple times, and, will complete his requirements for his Certified Catholic Cemetery Executive (CCCE) in 2020.



Prior to coming to work in the cemetery industry, Scott was a Parish Priest for the Archdiocese of Cincinnati, serving as Associate Pastor of multiple parishes, theology teacher at Carroll HS, NFL Catholic Chaplain for the Cincinnati Bengals, and conducted many wedding and funeral celebrations. He is a graduate of Carroll High School (Dayton, OH), Pontifical College Josephinum (B.A. English Literature) and Athenaeum of Ohio (M.Div., Master of Divinity, Theology). Additionally he served in the United States Air Force Reserves as a 2nd Lt. Chaplain Candidate, completing an in residence Clinical Pastoral Education (CPE) at Dwight D. Eisenhower Army Medical Center, Ft. Gordon GA.

Today, Scott is happily married to Kelly and they have a young daughter, Harper. He volunteers for local community theatre groups and has served on the Board of Directors at the Dayton Theatre Guild since 2012.

Scott's term begins in January, 2021.

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Gerardo G. Garcia



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Cemetery Spotlight

Brimfield Township – Restland Cemetery

Restland Cemetery – The beautiful Restland Cemetery is in the heart of Brimfield Township along State Route 43 in Portage County. On September 15, 1829 a ¾ acre plot was deeded to the trustees by Henry Thorndike. In 1881, Dr. A.M. Sherman delivered a speech and stated the plot was already in use as a cemetery when deeded to the trustees. This is now the “Old Section” of Restland and is a resting place for the earliest settlers in Brimfield Township.



In 2019, Brimfield Township launched a project to restore or replace markers in the “Old Section” of Restland. Over time the markers in the “Old Section” became worn, broken and illegible. The condition of this section was very upsetting to township trustee Sue Fields and former cemetery sexton Jendy Miller. The cemetery had no records of burials in this section, Jendy and Sue had to research Brimfield’s history to piece together burial records. The research took years leading up to the project launch. Brimfield Township Trustee Sue Fields helped secure a small grant to help pay for the cost of the new markers. The first order of fifteen new markers was delivered in February 2020. As of July 30, 2020, all fifteen markers were set.



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Cemetery Spotlight Restland Cemetery continued from page 6.

Portage Marble and Granite in Kent, Ohio is creating a monument that will commemorate the "Old Section" of Restland. In the future, Brimfield Township cemetery committee would like to have an unveiling of the monument and markers that have been replaced. The cemetery committee will continue to work on restoring the "Old Section" and preserve the history of Brimfield Township's earliest settlers.

Rachelle Stacel
Restland Cemetery Sexton





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St. Stephen's Cemetery - Cremation Garden Phase 1
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Supplier Spotlight

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You can also check us out on Instagram @adamssigns or Facebook at Adams Signs & Graphics.

We look forward to connecting and helping other OCA members!



Articles For Sales Managers & Advisors Asking Questions

Getting Things Done

For the Leader –

Results! That's the role a leader has. The ability to get things done and getting them done within the context of the culture of the organization is critical to the success of the organization. Often times there is a big gap between what people intend to and what actually gets done.

For the Selling Professional –

Keeping motivated and staying on track as a sales professional requires maintaining the right attitude about what we do, why we do it, and what it takes to get it done. Remember it is right thought that brings about right action; and it is right action that brings about right results.

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Articles For Sales Managers & Advisors continued from page 9.

Getting Things Done

A leader's role in a company is about getting things done, driving change, and obtaining results. Yet many times there is a big gap between what one intends to do and what gets done.

Getting things done requires a process, a process that is understood and acted on. As ancient wisdom tells us, "Knowing is not enough – we must do." Leaders are measured in a large part by what they get done and having a process by which to accomplish objectives is essential.

When it come to deciding on a task, project, or needed change that you want to drive, here is a simple process to help you – get it done.

- **What** – Clearly define the objective to be accomplished.
- **Who** – Ensure you have the right people with the right skills assigned to the objective.
- **How** – Clearly define and communicate how the objective is to be accomplished.
- **When** – Have defined timeframes for monitoring and feedback of the process. Set a date of accomplishment.



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Articles For Sales Managers & Advisors continued from page 10.

This is a simple process that works. It is important that you have a process, a way, of getting things done. Thinking the process through, what do we want done, who do I assign it to, and do they have the skills required? Do I have the objective clearly defined so the person or persons involved will know exactly what is expected of them? How will I communicate it initially and what methods will I use to keep the objective in front of them? What milestones need to be put in place to ensure we stay on track and that we finish on time?

*All these are questions if asked, answered, and acted on will help you -
Get Things Done!*

Staying Focused

Thinking about the right things helps your sales efforts stay consistent.

All sales professionals have their ups and downs. They have their highs and lows. For a top performing professional, the goal is to keep the highs and lows as short a cycle as short as possible.

Many times a negative mindset can have a harmful effect on a person's sales efforts. Keeping focused on the right things can have a positive effect on achieving consistent sales performance.

Here are five things to remember to help you stay focused-

Remember your success –

It is important to remember your sales success. Think about the best day, week, or month you have ever had. What were the elements that made those times successful? Remembering them not only will be of great encouragement to you, but it will also remind you of what you did to make those times a success.

Remember the seriousness of our service –

It is a strong personal motivator for you to remember why you do what you do. You have news to good to keep. Remember the families you have serviced and how grateful they were at their time of need, because of your helped them previously.

Feed your mind –

As you ride around in your car listen to positive, motivation, and instructional tapes or CD's. Just as your body requires the right food to functions properly, so does your mind.

Be realistic –

There are things you can control and things you can't. Being realistic and honest with yourself is important in evaluating your goals, efforts, and results.

Be realistic and take personal responsibility for the things you can and should do. And then do them every day!

Article from: Gary O'Sullivan Company



NEW OCA MEMBERS

September, 2020

REGULAR MEMBERS

Chad A. Meadows

Goshen Township – Goshen & Myer Cemeteries

6757 Goshen Road

Goshen, OH 45122 (513) 722-3400

Chad.meadows@goshen-oh.gov

KATIE O'NEILL

Burton Township – Slitor Cemetery

P. O. Box 355

Burton, OH 44021 (440) 834-1500

katie.burtontownship@gmail.com

GARY BOGAN

Ross Township – Grape Grove Cemetery

268 Watkins Road

Jamestown, OH 45335 (937) 675-2257

bogan1865@gmail.com

SUPPLIER MEMBER

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Ohio Cemetery Association

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