

This year we began to think about ways to introduce ourselves to people before a death in their family occurs. Having an established relationship with a family on some level helps them be more comfortable with us, and many times more at ease in the funeral home itself if they have been there before for some reason other than a funeral.

My wife Elizabeth and I are staunch Second Amendment supporters. Ohio allows its citizens to carry concealed weapons provided they pass a strict background check and take the NRA Basic Pistol Class. The class is 12 hours and includes 2 hours of range time. My wife and I both have CHL's (Concealed Handgun License) and we allow our employees to carry concealed while at work as well. We are firm believers that law-abiding citizens should have every right to bear arms in defense of themselves and their family. Several of our employees wanted to take the class but were uncomfortable with the idea of going out of town to take the class. We decided to host a class at the funeral home taught by an NRA certified instructor. The range qualification would take place at a private range just outside of town. It was originally planned only for employees and their families.

As word spread around that we were hosting a class however, we suddenly found that this was a service that our particular community wanted badly. As of June 30 we have hosted two classes and currently have a waiting list for future classes. The next class scheduled will consist mainly of one family taking the class together. We make no money from the classes but the students do pay the instructor for the class. We provide use of a comfortable conference room at the funeral home and handle scheduling of classes. We make it a point to have either myself or my wife join the class at some point to introduce ourselves and get to talk to them and also join them at the range. We have received lots of positive feedback from the community and from the students as well.