



INDIANA FUNERAL DIRECTORS ASSOCIATION

IFDA FIRM MEMBERS ONLY EVENT!

DAY AT THE STATEHOUSE



Monday, February 25, 2019

HOSTED BY BOSE PUBLIC AFFAIRS GROUP

Earn 2 CE Hours at NO cost!





IFDA DAY AT THE STATEHOUSE

200 W Washington St, Indianapolis, IN 46204

This is a great opportunity for the Members of IFDA to get to know our legislators, and more importantly, your local representative.

Contact your legislator today and let him/her know you will be at the Statehouse on **February 25th for lunch and invite them to eat lunch with you and your colleagues!**

****IFDA FIRM MEMBERS ONLY EVENT****

- **THERE IS NO COST TO ATTEND**
- **LUNCH WILL BE PROVIDED**
- **EARN 2 CE'S**

RSVP appreciated

Please register online at <https://www.infda.org/online-registrations> or contact Bailey at 800-458-0746 or bailey@infda.org

IFDA DAY SCHEDULE – 2 CE's

9:30am – 10:00am	Gather in the South Rotunda of the Statehouse
10:00am – 10:30am	Educational session and preparation (update status of our policy priorities)
10:30am – 11:30 am	IFDA Members attend legislative session in balconies or attend committee meetings. IFDA members meet with their legislators.
11:30am – 12:30pm	Lunch
12:45pm – 1:00pm	Photo on Statehouse steps (inside)
1:00pm – 2:00pm	Members attend legislative session in balconies or attend committee meetings. IFDA members meet with their legislators.

INFO AND TIPS

COMFORT AND SECURITY

- Wear business attire (perhaps in layers) and comfortable shoes; we will be standing and walking.
- No pocket knives or weapons. You will walk through a metal detector and security.
- We will walk you through the process. The team from Bose Public Affairs and IFDA staff will support you along each step.

PARKING

- Circle Center Mall Garages near/under the ArtsGarden area is a good place to park, and least expensive. There are many other parking garages closer to the Statehouse, though they will be more expensive.

WHAT TO BRING

- Business cards
- A friendly smile – we hope to take photos

WHAT WE WILL PROVIDE

- Lunch
- Personal guidance through Statehouse and meetings

CELL PHONE CONTACT

- Trent Hahn's cell 317-496-4351

FIND YOUR LEGISLATOR HERE:

<http://iga.in.gov/legislative/find-legislators/>

2019 Indiana State Representatives

District	Representative	Party	Residence	Email	District	Representative	Party	Residence	Email
83	Christopher Judy	Rep	Aboite	H83@iga.in.gov	94	Cherrish Pryor	Dem	Indianapolis	H94@iga.in.gov
36	Terri Austin	Dem	Anderson	H36@iga.in.gov	89	Cindy Kirchhofer	Rep	Indianapolis	H89@iga.in.gov
51	Dennis Zent	Rep	Angola	H51@iga.in.gov	100	Dan Forestal	Dem	Indianapolis	H100@iga.in.gov
13	Sharon Negele	Rep	Attica	H13@iga.in.gov	93	David Frizzell	Rep	Indianapolis	H93@iga.in.gov
52	Ben Smaltz	Rep	Auburn	H52@iga.in.gov	86	Edward DeLaney	Dem	Indianapolis	H86@iga.in.gov
66	Terry Goodin	Dem	Austin	H66@iga.in.gov	96	Greg Porter	Dem	Indianapolis	H96@iga.in.gov
55	Cindy Ziemke	Rep	Batesville	H55@iga.in.gov	95	John Bartlett	Dem	Indianapolis	H95@iga.in.gov
65	Christopher May	Rep	Bedford	H65@iga.in.gov	97	Justin Moed	Dem	Indianapolis	H97@iga.in.gov
79	Matthew Lehman	Rep	Berne	H79@iga.in.gov	92	Karlee Macer	Dem	Indianapolis	H92@iga.in.gov
62	Jeff Ellington	Rep	Bloomington	H62@iga.in.gov	90	Mike Speedy	Rep	Indianapolis	H90@iga.in.gov
61	Matt Pierce	Dem	Bloomington	H61@iga.in.gov	91	Robert Behning	Rep	Indianapolis	H91@iga.in.gov
75	Ronald Bacon	Rep	Boonville	H75@iga.in.gov	98	Robin Shackelford	Dem	Indianapolis	H98@iga.in.gov
17	Jack Jordan	Rep	Bremen	H17@iga.in.gov	99	Vanessa Summers	Dem	Indianapolis	H99@iga.in.gov
25	Don Lehe	Rep	Brookston	H25@iga.in.gov	45	Bruce Borders	Rep	Jasonville	H45@iga.in.gov
40	Greg Steuerwald	Rep	Brownsburg	H40@iga.in.gov	63	Shane Lindauer	Rep	Jasper	H63@iga.in.gov
24	Donna Schaibley	Rep	Carmel	H24@iga.in.gov	71	Rita Fleming	Dem	Jeffersonville	H71@iga.in.gov
39	Jerry Torr	Rep	Carmel	H39@iga.in.gov	30	Michael Karickhoff	Rep	Kokomo	H30@iga.in.gov
32	Tony Cook	Rep	Cicero	H32@iga.in.gov	27	Sheila Klinker	Dem	Lafayette	H27@iga.in.gov
59	Ryan Lauer	Rep	Columbus	H59@iga.in.gov	20	Jim Pressel	Rep	LaPorte	H20@iga.in.gov
41	Tim Brown	Rep	Crawfordsville	H41@iga.in.gov	54	Thomas Saunders	Rep	Lewisville	H54@iga.in.gov
15	Chris Chyung	Dem	Dyer	H15@iga.in.gov	28	Jeff Thompson	Rep	Lizton	H28@iga.in.gov
2	Earl Harris, Jr.	Dem	East Chicago	H2@iga.in.gov	23	Ethan Manning	Rep	Macy	H23@iga.in.gov
74	Stephen Bartels	Rep	Eckerty	H74@iga.in.gov	60	Peggy Mayfield	Rep	Martinsville	H60@iga.in.gov
22	Curt Nisly	Rep	Elkhart	H22@iga.in.gov	9	Patricia Boy	Dem	Michigan City	H9@iga.in.gov
48	Douglas Miller	Rep	Elkhart	H48@iga.in.gov	49	Christy Stutzman	Rep	Middlebury	H49@iga.in.gov
78	Holli Sullivan	Rep	Evansville	H78@iga.in.gov	21	Timothy Wesco	Rep	Mishawaka	H21@iga.in.gov
77	Ryan Hatfield	Dem	Evansville	H77@iga.in.gov	76	Wendy McNamara	Rep	Mount Vernon	H76@iga.in.gov
37	Todd Huston	Rep	Fishers	H37@iga.in.gov	34	Sue Errington	Dem	Muncie	H34@iga.in.gov
64	Matt Hostettler	Rep	Fort Branch	H64@iga.in.gov	12	Mara Candelaria Reardon	Dem	Munster	H12@iga.in.gov
84	Bob Morris	Rep	Fort Wayne	H84@iga.in.gov	72	Edward Clere	Rep	New Albany	H72@iga.in.gov
85	Dave Heine	Rep	Fort Wayne	H85@iga.in.gov	29	Chuck Goodrich	Rep	Noblesville	H29@iga.in.gov
81	Martin Carbaugh	Rep	Fort Wayne	H81@iga.in.gov	10	Charles Moseley	Dem	Portage	H10@iga.in.gov
80	Phil GiaQuinta	Dem	Fort Wayne	H80@iga.in.gov	56	Bradford Barrett	Rep	Richmond	H56@iga.in.gov
16	Douglas Gutwein	Rep	Francesville	H16@iga.in.gov	46	Bob Heaton	Rep	Riley	H46@iga.in.gov
38	Heath VanNatter	Rep	Frankfort	H38@iga.in.gov	82	David Abbott	Rep	Rome City	H82@iga.in.gov
47	John Young	Rep	Franklin	H47@iga.in.gov	73	Steve Davisson	Rep	Salem	H73@iga.in.gov
3	Ragen Hatcher	Dem	Gary	H3@iga.in.gov	69	Jim Lucas	Rep	Seymour	H69@iga.in.gov
14	Vernon Smith	Dem	Gary	H14@iga.in.gov	57	Sean Eberhart	Rep	Shelbyville	H57@iga.in.gov
70	Karen Engleman	Rep	Georgetown	H70@iga.in.gov	58	Woody Burton	Rep	Shelbyville	H58@iga.in.gov
5	Dale DeVon	Rep	Granger	H5@iga.in.gov	6	B. Patrick Bauer	Dem	South Bend	H6@iga.in.gov
44	Beau Baird	Rep	Greencastle	H44@iga.in.gov	7	Joe Taylor	Dem	South Bend	H7@iga.in.gov
53	Bob Cherry	Rep	Greenfield	H53@iga.in.gov	8	Ryan Dvorak	Dem	South Bend	H8@iga.in.gov
67	Randy Frye	Rep	Greensburg	H67@iga.in.gov	42	Alan Morrison	Rep	Terre Haute	H42@iga.in.gov
1	Carolyn Jackson	Dem	Hammond	H1@iga.in.gov	43	Tonya Pfaff	Dem	Terre Haute	H43@iga.in.gov
31	Kevin Mahan	Rep	Hartford City	H31@iga.in.gov	4	Edmond Soliday	Rep	Valparaiso	H4@iga.in.gov
19	Lisa Beck	Dem	Hebron	H19@iga.in.gov	68	Randy Lyness	Rep	West Harrison	H68@iga.in.gov
11	Michael Aylesworth	Rep	Hebron	H11@iga.in.gov	26	Chris Campbell	Dem	West Lafayette	H26@iga.in.gov
50	Dan Leonard	Rep	Huntington	H50@iga.in.gov	33	J.D. Prescott	Rep	Winchester	H33@iga.in.gov
88	Brian Bosma	Rep	Indianapolis	H88@iga.in.gov	18	David Wolkins	Rep	Winona Lake	H18@iga.in.gov
87	Carey Hamilton	Dem	Indianapolis	H87@iga.in.gov	35	Melanie Wright	Dem	Yorktown	H35@iga.in.gov

2019 Indiana State Senators

District	Senator	Party	Residence	Email	District	Senator	Party	Residence	Email
26	Mike Gaskill	Rep	Anderson	Senator.Gaskill@iga.in.gov	30	John Ruckelshaus	Rep	Indianapolis	Senator.Ruckelshaus@iga.in.gov
25	Timothy Lanane	Dem	Anderson	s25@in.gov	35	R. Michael Young	Rep	Indianapolis	avg@iga.in.gov
14	Dennis Kruse	Rep	Auburn	Senator.Kruse@iga.in.gov	48	Mark Messmer	Rep	Indianapolis	Senator.Messmer@iga.in.gov
24	John Crane	Rep	Avon	s24@iga.in.gov	46	Ron Grooms	Rep	Jeffersonville	Senator.Grooms@iga.in.gov
44	Eric Koch	Rep	Bedford	Senator.Koch@iga.in.gov	21	James R. Buck	Rep	Kokomo	Senator.Buck@iga.in.gov
40	Mark Stoops	Dem	Bloomington	s40@iga.in.gov	22	Ronnie Alting	Rep	Lafayette	Senator.Altin@iga.in.gov
9	Ryan Mishler	Rep	Bremen	Senator.Mishler@iga.in.gov	13	Sue Glick	Rep	LaGrange	Senator.Glick@iga.in.gov
27	Jeff Raatz	Rep	Centerville	Senator.Raatz@iga.in.gov	43	Chip Perfect	Rep	Lawrenceburg	Senator.Perfect@iga.in.gov
41	Greg Walker	Rep	Columbus	Senator.Walker@iga.in.gov	7	Brian Buchanan	Rep	Lebanon	Senator.Buchanan@iga.in
23	Phil Boots	Rep	Crawfordsville	Senator.Boots@iga.in.gov	18	Randall Head	Rep	Logansport	Senator.Head@iga.in.gov
2	Lonnie Randolph	Dem	East Chicago	s2@iga.in.gov	6	Rick Niemeyer	Rep	Lowell	Senator.Niemeyer@iga.in.gov
49	Jim Tomes	Rep	Evansville	Senator.Tomes@iga.in.gov	19	Travis Holdman	Rep	Markle	Senator.Holdman@iga.in.gov
50	Vaneta Becker	Rep	Evansville	Senator.Becker@iga.in.gov	37	Rodric Bray	Rep	Martinsville	Senator.Bray@iga.in.gov
16	Justin Busch	Rep	Fort Wayne	Senator.Busch@iga.in.gov	3	Eddie Melton	Dem	Merrillville	s3@iga.in.gov
15	Liz Brown	Rep	Fort Wayne	Senator.Brown@iga.in.gov	8	Mike Bohacek	Rep	Michiana Shores	Senator.Bohacek@iga.in.gov
11	Linda Rogers	Rep	Granger	Senator.Rogers@iga.in.gov	12	Blake Doriot	Rep	New Paris	Senator.Doriot@iga.in.gov
28	Michael Crider	Rep	Greenfield	Senator.Crider@iga.in.gov	20	Victoria Spartz	Rep	Noblesville	Senator.Spartz@iga.in.gov
1	Frank Mrvan	Dem	Hammond	s1@iga.in.gov	42	Jean Leising	Rep	Oldenburg	Senator.Leising@iga.in.gov
17	Andy Zay	Rep	Huntington	Senator.Zay@iga.in.gov	4	Karen Tallian	Dem	Portage	s4@iga.in.gov
32	Aaron Freeman	Rep	Indianapolis	Senator.Freeman@iga.in.gov	47	Erin Houchin	Rep	Salem	Senator.Houchin@iga.in.gov
33	Greg Taylor	Dem	Indianapolis	s33@iga.in.gov	45	Chris Garten	Rep	Scottsburg	Senator.Garten@iga.in.gov
29	J. D. Ford	Dem	Indianapolis	s29@iga.in.gov	10	David L. Niezgodski	Dem	South Bend	s10@in.gov
36	Jack Sandlin	Rep	Indianapolis	Senator.Sandlin@iga.in.gov	38	Jon Ford	Rep	Terre Haute	Senator.Ford@iga.in.gov
31	James W. Merritt	Rep	Indianapolis	Senator.Merritt@iga.in.gov	5	Ed Charbonneau	Rep	Valparaiso	Senator.Charbonneau@iga.in.gov
34	Jean Breaux	Dem	Indianapolis	s34@iga.in.gov	39	Eric Bassler	Rep	Washington	Senator.Bassler@iga.in.gov

IMPORTANT BILLS TO FOLLOW

HB1100 FUNERAL LICENSEE AND LIFE INSURANCE (CHERRY R)

State Bill Page: [HB1100](http://iga.in.gov/legislative/2019/bills/house/1100) (<http://iga.in.gov/legislative/2019/bills/house/1100>)

HB1178 TOWNSHIP CEMETERY OWNERSHIP AND MAINTENANCE (ZIEMKE C)

Coauthored by Representative Mahan

State Bill Page: [HB1178](http://iga.in.gov/legislative/2019/bills/house/1178) (<http://iga.in.gov/legislative/2019/bills/house/1178>)

HB1269 BOARDS (GUTWEIN D)

State Bill Page: [HB1269](http://iga.in.gov/legislative/2019/bills/house/1269) (<http://iga.in.gov/legislative/2019/bills/house/1269>)

SB381 CEMETERY PERPETUAL CARE FUND DISTRIBUTIONS (KOCH E)

State Bill Page: [SB381](http://iga.in.gov/legislative/2019/bills/senate/381) (<http://iga.in.gov/legislative/2019/bills/senate/381>)

SB492 VETERANS CEMETERY FUNDING (TOMES J)

State Bill Page: [SB492](http://iga.in.gov/legislative/2019/bills/senate/492) (<http://iga.in.gov/legislative/2019/bills/senate/492>)

SB576 REGULATION OF CERTAIN PROFESSIONS AND OCCUPATIONS (MERRITT J)

State Bill Page: [SB576](http://iga.in.gov/legislative/2019/bills/senate/576) (<http://iga.in.gov/legislative/2019/bills/senate/576>)

Five Steps to Productive Legislator Relationships

If you want to wield real influence with lawmakers, you need to do more than build their awareness of your issue or cause. You need to build relationships.

Lawmaker relationships verify and amplify noise that you generate through your online presence and other direct lawmaker communications. Identical constituent communications and online noise can help create awareness, which is a step on the persuasion ladder, but awareness does not equal influence.

Dial down your passion. Based on my interviews with current and former members of Congress whose minds were changed by “ordinary” voters, they don’t respond well to hyper-passionate advocates, particularly during a first encounter

Be vivid. For the purposes of relationship-building, being vivid is about proximity. Incipient relationships require connecting in person. Communicating electronically suffices once the relationship is established, but not when you are attempting to build a relationship with someone you don’t know.

Be seen often. Unless you are lacking rudimentary social skills and are bereft of any emotional intelligence, the more you are seen, the more you are liked, and liking leads to relationships.

Give before asking. Too many sincere, yet naive advocates think that a relationship is developed by asking a lawmaker to vote for or against legislation. Persuasive advocates give something to the lawmaker before asking for a vote. They offer valuable information, access to community leaders or new voters, positive publicity, or perhaps a campaign contribution. As one Michigan restaurant owner and advocate told me, “I would never go into a lawmaker’s office and just ask for things.”

Respect the paths. Be aware of the lawmaker’s vocation, as well as causes he or she supports. Find ways you can also support that cause or a common interest. Also know the member’s political path. As one advocate said, “I knew this lawmaker had a problem with a significant voting block that I had access to. I told him I could help him gain an audience with their leadership.” He provided that connection, and this U.S. senator agreed with the advocate’s request and facilitated future meetings with other important lawmakers.

~ASAE, Amy Showalter is president of the Showalter Group in Cincinnati, Ohio