

July 31, 2008

To the members of the 436 Preneed Review Committee:

I understand from Barbara Neumann of Rep. Meadows' office that the Committee voted to retain the 80/20 trusting scheme. What a terrible choice, and how disappointing for you to miss the opportunity to make the most important, substantive change to better protect consumers and preserve funeral business stability.

To those of you who voted against this decision, you have my thanks. I sincerely hope that whatever legislation is drafted will not include this wrongheaded trusting scheme. FCA National and FCA of Greater Kansas City would have to consider publicly campaigning against any bill that does not increase trust deposit requirements.

I appreciate the work everyone has put into this process from all sides. I especially appreciate the support for positive change from AARP, the members of the state board, and many fair-minded, upstanding funeral directors. However, I was disturbed to notice last week that some at the table who are outside the funeral industry seemed all too credulous when the MFDEA made their claims. I was unpleasantly surprised to see that arguments from industry with a clear economic stake in preserving their profitable sales practices seemed to be given more credence by some than the arguments put forward by FCA and AARP, nonprofit organizations with no financial stake in the matter. The state's job is to protect the *consumer*, not facilitate his fleecing by enabling unethical and unsound business practices to continue.

Joshua Slocum
Executive Director
Funeral Consumers Alliance
800-765-0107
www.funerals.org