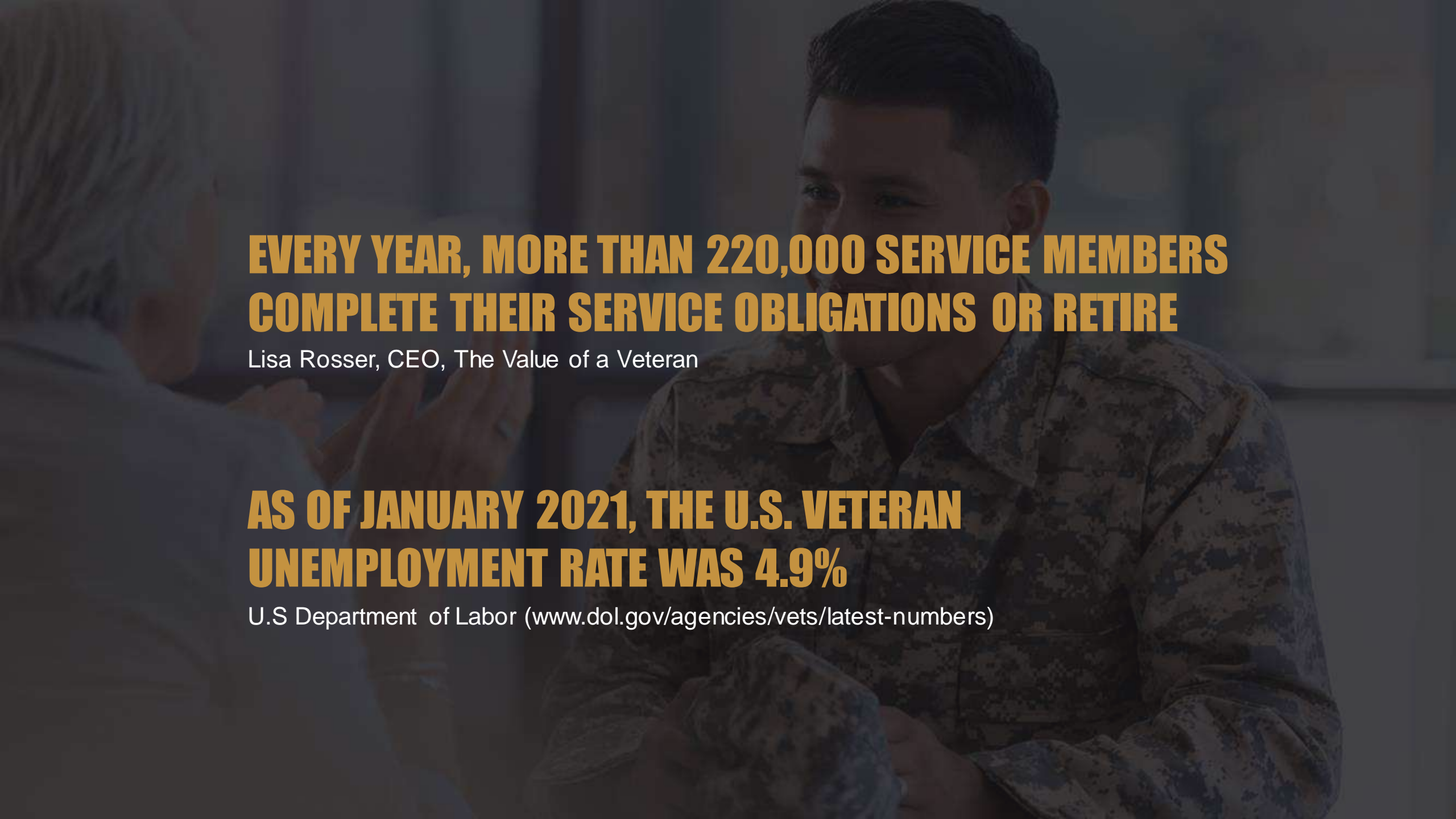




**MILITARY VETERANS IN THE FUNERAL
SERVICE PROFESSION**

APRIL 22, 2021



**EVERY YEAR, MORE THAN 220,000 SERVICE MEMBERS
COMPLETE THEIR SERVICE OBLIGATIONS OR RETIRE**

Lisa Rosser, CEO, The Value of a Veteran

**AS OF JANUARY 2021, THE U.S. VETERAN
UNEMPLOYMENT RATE WAS 4.9%**

U.S Department of Labor (www.dol.gov/agencies/vets/latest-numbers)

WHY CONSIDER A CAREER IN THE FUNERAL SERVICE PROFESSION?



The funeral service profession has several parallels with military service:

- Dedication to and love of serving others (local communities vs. one's country)
- Being a part of something bigger than oneself
- Exuding honor, trust, resiliency, and compassion on the job every day
- Always prepared and motivated to do the right thing
- Mission-focused mindset
- Being there for those in need

HOW DOES THE FUNERAL SERVICE PROFESSION ALIGN WITH MILITARY TRAINING?

CAREER COMPARISONS – FUNERAL SERVICE PROFESSIONS TO MILITARY ROLES

MILITARY ROLE	FUNERAL SERVICE ROLE	CORE COMPETENCIES
Army/Marine Corps: Mortuary Affairs Officer (specialized training available to all officers)	Funeral Director	Customer service, communication and organization skills. Tech savvy, respectful of rules, understands confidentiality, team player.
Army/Marine Corps: 92M Mortuary Affairs Specialist	Funeral Assistant	Organization, flexibility, understands ID procedures and rules, disciplined.
Navy: Rating HM-Mortuary	Embalmer	Technical skills, understands ID procedures and rules, comfortable with anatomy.
Air Force: Services career field (3F1X) which includes hospitality, retail and mortuary affairs.	Crematory Operator	Follows ID procedures and rules, high ethical and confidentiality standards.
	Cemetery Professional	Strong customer service skills, tech savvy, respectful of rules, organized and disciplined.

There are many values and skills obtained in the military that are desired in the funeral service profession:

- Working as part of a team, yet willing and able to thrive independently
- Being available 24/7/365
- Committed to continual education
- Mission-focused
- Trained to take initiative
- Rapid to adapt
- Held accountable

WHAT ARE THE REWARDS OF A CAREER IN THE FUNERAL SERVICE PROFESSION?



- A meaningful career you can be proud of
- Job security
- Competitive wages and benefits
- A sense of camaraderie and team building
- Scholarships and GI Bill apprenticeships

TRUTHS AND MYTHS ABOUT THE FUNERAL SERVICE PROFESSION



THE FUNERAL PROFESSION IS:

- Family and community-oriented
- An uplifting, rewarding experience
- Team-oriented with good-hearted people

THE FUNERAL PROFESSION IS NOT:

- Always about death
- Dark and gloomy
- Sad

JOBS IN THE FUNERAL SERVICE PROFESSION



FUNERAL DIRECTOR

Oversees the planning, organization, and management of all aspects of funeral services; meets with families of the deceased, makes funeral service and cemetery visit arrangements, orders caskets, arranges wakes and memorial services, and tends to other family requests

FUNERAL ASSISTANT

Assists with the preparation of funeral services and helps during the services

EMBALMER

Responsible for preparing the deceased's body

JOBS IN THE FUNERAL SERVICE PROFESSION



CREMATORY OPERATOR

Provides cremation services for a funeral home or crematorium and ensures the body is treated with respect

CEMETERY PROFESSIONAL

Executes the cemetery's business plan and upholds the cemetery's rules and regulations

CEMETERY GROUNDS CREW

Focuses on the upkeep and maintenance of the cemetery, including cutting the lawn, pruning trees, keeping vegetation trim and even, and planting grass over new grave sites

JOBS IN THE FUNERAL SERVICE PROFESSION



PRE-ARRANGEMENT COUNSELORS


Helps individuals with advance planning for their funeral and burial arrangements; assist clients with decisions regarding the service, helps handle any potential issues with insurance, and fulfills other requests

BUSINESS-TO-BUSINESS SALES

Represents suppliers and manufacturers of funeral service-related goods & services; sells to business owners and operators

FLEET MAINTENANCE STAFF

Maintains the vehicles and equipment necessary for operating a successful funeral service business

A soldier in camouflage gear is shown in profile, looking down at a laptop computer. The soldier is wearing a helmet and has a rifle slung over their shoulder. The background is a rocky, outdoor environment. The text is overlaid on the image in a bold, yellow font.

**80% OF PRIVATE SECTOR JOBS HAVE A CORRELATING
MILITARY ROLE, WHICH MEANS THAT IT'S LIKELY THAT
YOU CAN FIND A WELL-SUITED JOB IN THE FUNERAL
SERVICE PROFESSION**

Visit [JourneyToServe.com](https://www.journeytoserve.com) to see our full career comparison guide

VETERAN SPOTLIGHT

DAISY RIVERA

Midwest Branch Manager of Cemetery Care

U.S. Army Signal Corps Communications Specialist

“The sense of duty and honor that were so ingrained in me in the military are also present in my work in cemetery grounds management. People see that you truly care about them and will see them through this difficult time. I was able to go from being a first responder to a final responder.”





VETERAN SPOTLIGHT

RICHARD HOUSTON

Account Manager at webCemeteries

U.S. Marine Corps Sergeant

“Veterans are very regimented and scheduled, and they understand the value of time. We always show up early, which is a beneficial quality in the funeral profession.”

WAYS TO LEARN MORE ABOUT A CAREER IN FUNERAL SERVICE



- Attend job fairs and recruiting events in your area
- Visit online job board websites (e.g., Indeed.com)
- Get involved with your local VFW and American Legion Posts
- Participate in job shadows or apprenticeships

PLEASE CONTACT US FOR MORE INFORMATION



Presenter Name | Title

Address | Phone

Email | Website

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