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The Foresight Companies,
LLC

Press Release

The Foresight Companies Hires Christopher Farmer

Long time industry legal expert joins funeral and cemetery management and financial consulting firm.

Phoenix, AZ August 18, 2015: Daniel M. Isard, president of The Foresight Companies, LLC announced today that Christopher L. Farmer has joined his company as a financial and business management consultant. “Chris is a man who has used his legal education and experience to develop a key set of resources that can help the funeral and cemetery service community. He understands the holistic business environment that owners of funeral homes, crematories and cemeteries need to focus on to generate a fair profit and be protected from litigation,” Dan Isard said.

“I am excited about joining with Dan Isard and Foresight. I know and respect many of Dan’s staff. I look forward to being on the same team,” Farmer said.

As an attorney, Chris Farmer, has seen funeral, cemetery, and cremation litigation at the highest levels. He has also experienced the internal and transactional side of the business. At the same time as Farmer is starting to work with Foresight, he is also starting his own law firm, The Farmer Firm, and is focused on serving the legal needs of small and mid-sized businesses in the funeral service industry. “Every business in funeral service has the same risks as the biggest consolidators,” Farmer said. “My practice will be dedicated to

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providing those businesses with the quality and knowledgeable legal representation and advice they so badly need.”

The Farmer Firm is a full-service practice providing all manner of legal representation and counseling to businesses in funeral service, including transactional legal representation, focusing on their need to protect what they have built and ensure successful execution of their plans for the future. “In combining my legal experience and knowledge with Foresight, the pre-eminent management and business consulting firm, together we provide a powerful team to businesses needing our help”, Chris added.

After earning an athletic scholarship for his undergraduate studies at Purdue, Farmer attended law school at the University of Houston. After a few years in private practice he went in-house with Service Corporation International and handled its litigation, internationally. “My time at SCI gave me an unparalleled education into the funeral services industry. I learned so much about so many areas of the business, and worked on many different types of matters during my time there.” After leaving SCI, Farmer went back into private practice and represented all sizes of businesses in the funeral service industry in all manner of legal matters all over North America. During this time, he also served as General Counsel for the Cremation Association of North America and the Texas Funeral Directors Association. After a short stint at Carriage Services, Farmer felt the calling to once again be available to serve the entire industry. “Even when I was with Carriage, I kept receiving calls from businesses asking for guidance,” he said. “Unfortunately, at the time, I wasn’t able to help them. I knew there was a real need for these businesses, and I felt that starting my own firm was what I must do. When I was approached by Dan about working together, the path became clear.”

Isard commented about Farmer’s extensive experience, “After reacting to problems at SCI, being proactive with CANA, and his transactional experience at

Carriage, I am confident that Chris understands the needs of protecting and planning the best interest of the business owners. In his work with our firm as a business consultant and the legal work he provides separately via his law firm, our clients will benefit from Farmer's many talents," Isard said.

Farmer can be reached for financial and business management consulting via his Foresight office by calling 602-274-6464. For legal consultation he can be reached at his firm at 713-367-1013 and www.thefarmerfirm.com. "I look forward to reconnecting with old friends and making new ones at the NFDA convention," he said. "Look for me at the Foresight booth #1113."

The Foresight Companies, LLC is the nation's leading financial and management consulting company providing accounting, finance, valuation, operational, HR, marketing, customer survey, merchandising and merger/acquisition guidance to clients throughout North America. Dan Isard and his company have been providing this counsel since 1984 and have served several thousand funeral homes, cemeteries and cremation businesses.

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To interview either Chris Farmer or Dan Isard, please contact Catherine Belliveau at The Foresight Companies 602-274-6464 or Catherine@f4sight.com.