



**Monument Builders of North America
Certified Memorialist Recertification Quiz – Open Book
Version 2**

All information below can be found in the 2008 version of the Certification Manual. The Manual may be used in completing the reexamination.

Chapter 1

1. The word "monument" stems from a Latin word which means _____.
2. Throughout history, monument-building abilities have always been limited by these three factors:
 - a. _____
 - b. _____
 - c. _____
3. The most historically enduring metal is _____.

Chapter 2

1. If molten rock is cooled quickly, the grain will be _____.
2. What are the primary materials in granite?

3. Name the three types of rock.
 - a. _____
 - b. _____
 - c. _____

Chapter 3

1. Granite weighs about _____ pounds per cubic foot in the rough state.
2. The number of holes drilled in a stone is determined by the _____ and at least _____ are required for a successful lift.
3. During the sandblasting process, the actual abrasive blasting occurs between _____ psi and _____ psi.

Chapter 4

1. The _____ is probably the most widely used of all symbols because it

2. Name the two purposes of lettering.
 - a. _____
 - b. _____
3. What is IHS the abbreviation for? _____

Chapter 5

1. From where is the word "cemetery" derived? _____
2. Name the Five Orders of Columns and list one characteristic of each.
 - a. _____
 - b. _____
 - c. _____
 - d. _____
 - e. _____
3. What is the one purpose of words? _____

Chapter 6

1. What material makes the best spacers or cushions between the base and the tablet?

2. Why is it important to set a monument at grade level?

3. Give three factors affecting the period of effective use of any poured mass of concrete.
 - a. _____
 - b. _____
 - c. _____

Chapter 7

1. Name two ways you can keep abreast of trends in marketing and merchandising.
 - a. _____
 - b. _____
2. As a rule of thumb, _ deaths occur for each _____ people in a city's population.
3. What is the technical definition of marketing and how does it vary in terms of the monument industry?

Chapter 8

1. True or False: The more broad your monument selection, the faster the selection process is for your customers.
2. Define "layout." _____
3. Briefly describe how your reputation and your personnel can have a direct effect on your monument sales.

Chapter 9

1. Name two approaches to building your advertising budget.
 - a. _____

- b. _____
- 2. To be successful, advertising must _____
- 3. Give some examples of various types of media you can use for adverting.

Chapter 10

- 1. The accounting process attempts to reduce various business transactions to what single common denominator?

- 2. The two most important tools of financial management are:
 - a. _____
 - b. _____
- 3. What is credit? What are some advantages and disadvantages of using credit?

Chapter 11

- 1. Name the three stages of grief and give a brief explanation of each:
 - a. _____
 - b. _____
 - c. _____
- 2. List some suggestions that will help you to listen to and converse with some who is grieving.

- 3. Simply put, grief is _____.