

# Client Stories

## The “K” Family

- At the time of death the family had already decided to purchase a casket through a third party and expressed interest in using a specific funeral home but wanted to stay within their budget.
- Everest contacted the funeral home the family mentioned as well as five other local funeral homes, and reported prices ranging from \$4,575 to \$7,240 for the same services.
- When the family realized that the funeral home they had been interested in using was the most expensive in the area, they asked Everest to negotiate with two other funeral homes to ensure they stayed within their budget.
- The family elected to use a funeral home that agreed to reduce its price to \$3,750; however, the funeral home later refused to receive the casket the family purchased from a third party. The family requested Everest to intervene on their behalf.
- At the last minute the family expressed interest in burying their loved one on their private property. On the family’s behalf, Everest researched local laws regarding family cemeteries and processed the appropriate documentation.
- The family was relieved that they were able to stay within their budget by delegating negotiations to Everest.

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## The “G” Family

- The family wished to have a simple graveside service followed by a memorial service that reflected their loved one’s life-long love for music and the church choir.
- Everest advised the family of the cost savings and options for personalizing a musical tribute by having a memorial service at their church rather than at the funeral home enabling them to stay within their modest budget.
- After the family decided to have the memorial service at the church, Everest helped the family plan and coordinate a service which included their loved one’s favorite songs performed by the church choir.
- Prior to engaging Everest, the client intended to use a funeral home which would have charged \$10,890 for services and merchandise. At the family’s direction, Everest worked directly with this funeral home to select services and merchandise that reduced the total cost to \$7,190.
- Due to their very modest budget, the family ultimately selected a different funeral home which charged \$4,595 for the same service and merchandise. And they were able to have a personalized service that honored a life-long love of music in a unique and meaningful way.

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## The “O” Family

- Prior to contacting Everest, this family had several discussions with a funeral home that had an adjoining cemetery. The family was quoted what they believed were extremely high prices: \$75,000 on a family cemetery plot plus a funeral service package starting at \$15,000.
- The family requested that Everest work directly with the funeral home to select services and merchandise that stayed within their budget. Everest also helped the family evaluate their options and select property in the same cemetery which cost half of what they were first quoted.
- As a result of Everest’s cost comparison and negotiation services, the family chose a different funeral home that was willing to charge \$3,995 for the selected service and merchandise.
- While assisting the family, Everest learned of the deceased’s love of flower gardening and suggested that the family consider distributing packets of favorite flower seeds at the graveside ceremony.
- Not only did the family save a substantial amount of money, but family and friends attending the service were able to leave with a fond and meaningful memory of their loved one.