

Client Stories

and the cost savings they realized with Everest

Peace of mind when needed most.

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The case studies below reflect actual client families. Individual circumstances, customer choice, market forces and other factors do influence prices and potential savings. Results and savings are not guaranteed.

Representative Client Case Studies	Situation	Actions	Results As a result of Everest's cost comparison and negotiation services.	Actual Savings
THE "K" FAMILY	At the time of death, the family had not spoken to a funeral home director, but did express interest in a funeral home that charged \$7,240 for the services they desired.	<p>Everest contacted six funeral homes and reported prices ranging from \$4,575 to \$7,240 for the same services.</p> <p>The family requested that Everest negotiate with two of the six funeral homes, both of which agreed to reduce their price.</p>	The family elected to use a funeral home that was willing to reduce its fee by \$825, resulting in a final cost of \$3,750.	\$3,490
THE "G" FAMILY	Prior to engaging Everest, the client intended to use a funeral home that charged \$10,890 for services and the casket.	Everest negotiated with this funeral home, which agreed to reduce its fee to \$7,190.	The client ultimately elected to use a different funeral home, which charged \$4,595 for the same services and merchandise.	\$6,295
THE "O" FAMILY	Prior to contacting Everest, this family had considered a funeral home that offered an adjoining cemetery, and was quoting extremely high prices: \$75,000 on a family cemetery plot plus a funeral service package starting at \$15,000.	Everest negotiated this funeral home's service charge down to \$5,805 and helped the family locate suitable property in the same cemetery for \$20,000, saving them \$55,000.	The family selected a different funeral home that was willing to charge \$3,995 for the selected services and casket.	\$11,005

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These case studies reflect actual client families and their experience with Everest which may have involved negotiations, alternative choices and/or how to “cost-avoid” unnecessary expenses.

Actual Family Cases	Situation	Actions	Results After Everest researched and compared costs	Actual Savings
THE “M” FAMILY	The family knew they wanted a direct cremation, but before calling Everest they received a price quote from a well-established funeral home in the area. It was \$2,300, which they considered reasonable.	After contacting Everest, they learned of a smaller funeral home nearby that used the same crematorium and charged less than \$1,100 for the same service.	This family realized that funeral homes could offer the same service and professionalism and cost considerably less.	\$1,200 - a 53% savings
THE “B” FAMILY	The family had some preferred locations to discuss with Everest. But wanted to make sure they were not taken advantage of or over-charged.	Everest researched options and compared prices for the family. In particular, the charges for memorial services were very expensive.	Everest found the family several alternatives to holding a memorial service at the funeral home they selected, helping them cost avoid thousands of dollars.	\$4,000 - \$7,000
THE “W” FAMILY	This family planned to purchase a niche for cremated remains and asked Everest to get them some prices at the cemetery they wanted to use.	Everest learned that this cemetery’s prices ranged from \$3,500-\$10,000 for a niche (based on location). And that an in-ground burial of the remains would be less than \$2,000.	The family decided to use their preferred cemetery but with an in-ground burial and niche marker, cost-avoiding thousands of dollars. Without Everest they would not have known to ask about alternatives.	\$1,500 - \$10,000
THE “N” FAMILY	The family knew that they wanted to use the same cemetery where other family members are buried. Before contacting Everest, they called, and were quoted \$18,000 for a double above-ground crypt.	Everest knew this was a very high price and questioned the cemetery service counselor about any “specials” or discounts they could extend to this family.	After negotiations between Everest and the cemetery, the family accepted an offer for the same double above-ground crypt in a different section of the cemetery at a cost of \$7,000.	\$11,000