

simpliFi™

OUTER BURIAL CONTAINER

Choices

FUNERAL PROFESSIONAL GUIDE

In three easy steps, you can help your families select the best protection for their loved one.

Outer Burial Container
Presentation Outline

Comments and questions Funeral Professionals should use when meeting with a family to discuss outer burial containers.

1. INTRODUCTION

Let's discuss the Outer Burial Container selection.

To help with this I would like to share this graphic (Outer Burial Container Choices) that along with a short video will help you understand the function of an outer burial container.

The graphic will serve as a guide and reminder of what you will see in the video.

2. PLAY VIDEO

<https://vimeo.com/89843053>

3. QUESTIONS *after family has watched video*

Do you think you would like a protective burial vault or an unlined grave box?

If family's choice is an unlined grave box -

I want to make sure that you understand an unlined grave box is not water resistant. Do you have any questions about the limited protection a grave box offers? Understanding that you selected an unlined grave box, I just need your signature to acknowledge you understand the unlined grave box is not water resistant nor warrantied.

If family's choice is a Burial Vault
Would you like to discuss how we can personalize the vault to make it a Treasured Tribute to your _____?

Which Burial Vault and personalization were you considering?

To our funeral professional partners -

We've created this guide to help you help your families select the best protection for their loved one.

Before you meet with a family -

- Review this guide
- Cue the video: "An Educated Selection: Burial Vaults"
- Have the Outer Burial Container Choices graphic nearby
- Have the acknowledgment form ready

Should you need assistance, a Wilbert Representative is always available to answer your questions.

Wilbert.