How to Leverage Your Digital Brand to Altract Quick-Corecting Leads

Luke Frieberg



JANUARY 15-17, 2020 LUXOR LAS VEGAS • LAS VEGAS, NEVADA



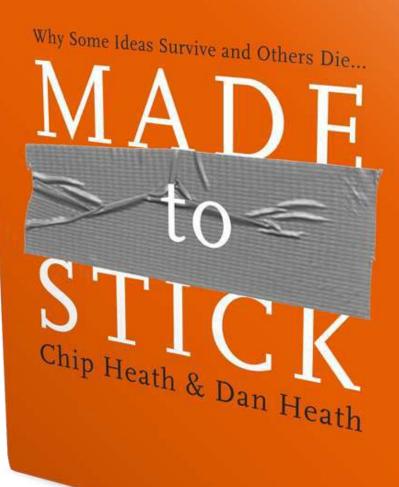


Messaging

Through the eyes of a new visitor



The **Curse of Knowledge**: when we are given knowledge, it is impossible to imagine what it's like to **LACK** that knowledge. - Chip Heath





eFuneral Subscriptions

eFuneral Payout is designed to reward you for your investment today. By signing up for eFuneral Payout you will receive the highest upfront payment today for each pren'eed sold. There are three tiers for eFuneral Payout with the commission potential growing at each subsequent tier. In addition, the growth on the policy will increase with a paid subscription.

ther	Preferred	Preferred +		
Free	\$149	\$299		
forever	per month	per month		
Guaranteed commission as high as	Guaranteed commission as high as	Guaranteed commission as high as		
7.70%	7.70%	7.70%		
of face amount.	of face amount.	of face amount.		
Not eligible for earned commission.	Earned commission as high as 2.1%	Earned commission as high as 6.3%		
	of face amount.	of face amount.		
Potential Commission of 7.70%	Potential Commission of 9.80%	Potential Commission of 14.0%		
Growth rates up to 1.60%	Growth rates up to 1.85%	Growth rates up to 1.85%		
	With added features including:	With added features including:		
	 White-labeled sales platform 	 White-labeled sales platform 		
	 Dynamically priced packages 	 Dynamically priced packages 		
	 Ala Carte Sales 	 Ala Carte Sales 		

All tiers include:

- No Credit Card transaction fees
- eFuneral branded store
- Direct deposit commissions

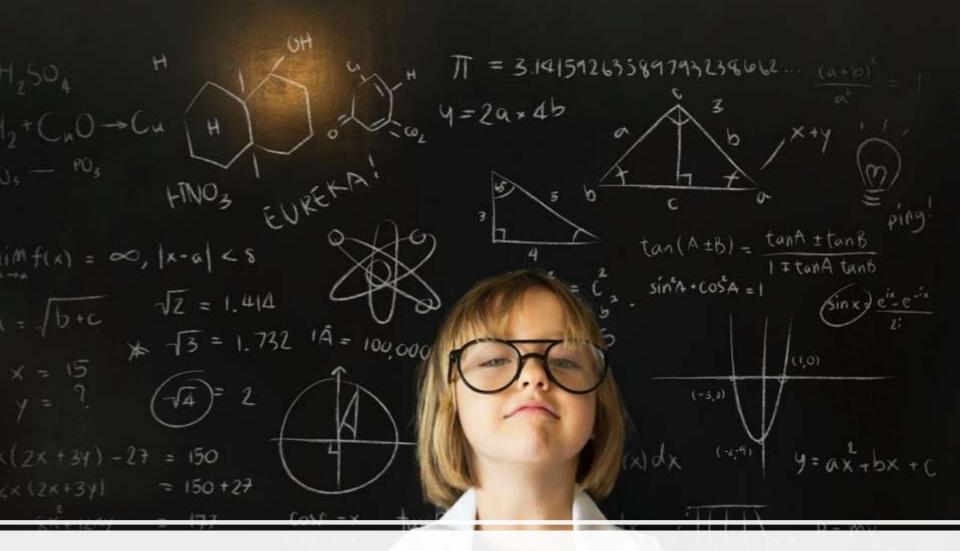
- In person guided sales
- Package Pricing Option
- Dedicated eFuneral Sales Agent



Pricing & Service Tiers

We have options to best suit the needs of any funeral services provider, whether you're the sole proprietor of a single location or part of the management team of a large corporation.

PARTNER \$0 MONTHLY	PREFERRED \$149 MONTHLY	PREFERRED + \$299 MONTHLY
	All Partner Benefits plus	All Preferred Benefits plus
Good Commissions	Best Commissions	Best Commissions with bonus
At-Need Services	At-Need Services	At-Need Services
4% + \$5	3.5% + \$5	3% + \$5
Abandoned Carts	Abandoned Carts	Abandoned Carts
\$20 per lead	\$15 per lead	\$10 per lead
eFuneral Branded Experience	Funeral Home Branded Experience	Funeral Home Branded Experience
4	4	4



Where are you suffering from the Curse of Knowledge?



Offering

Everyone wants to know What's In It For Me? (WIIFM)





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L'Cares				
You are in t	Provide us with a little bit your experience.	t of information so we can customize	set Session	
	First Name	Last Name	A STATE OF A	ALC: NO
	First Name	Lauž Marne		
Plan Your Pa	Email Address			
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		Submit		
Watch Video			1 6	
		Maybe Later	3/	

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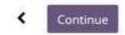
s of Use | Price List





When will you need our services?

- Now: I have lost a loved one
- Imminently: I'm planning for the final stages of life (within 6 months)
- In the future: I'm planning ahead (beyond 6 months)



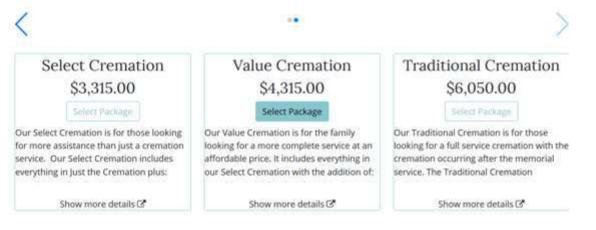


304 15th Street Des Moines, IA 50309



Choose your package

Below you will find our package options that meet your selection.



If you don't see an offering that suits you please contact us and one of our team members will assist you in customizing a solution.







ACME Cares

Select your cremation container







Norwood Rental \$975.00 Show more details





Norfolk \$395.00 Show more details

Selected



Select



First Step \$295.00 Brown Cardboard Show more details Box





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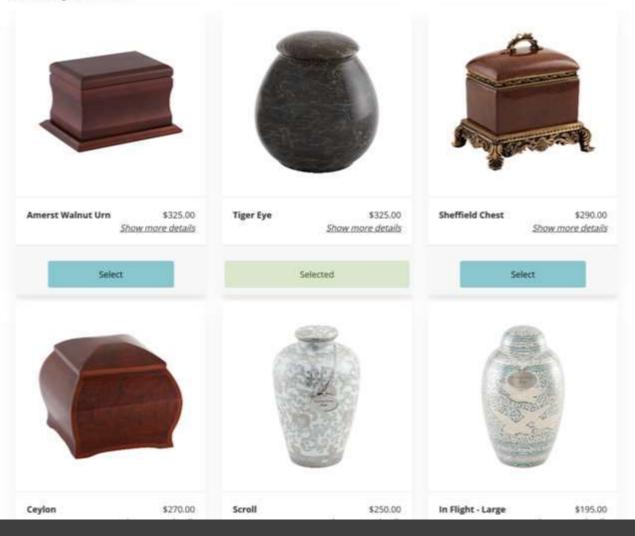
\$95.00





You are in the demo environment. Please do not use any real information. Reset Session

Select your urn





You are in the demo environment. Please do not use any real information. Reset Session

Your Selections

Below is a summary of the services you have selected. Please make any changes to your selections now before hitting continue. Making changes later in the process will require you to start over from the beginning,

Total	\$4,791.00
Professional Services	select a different package
Basic Services	\$1,750.00
Memorial Service	\$450.00
Crematory Fee	\$300.00
Private Family Viewing	\$275.00
Visitation before Service	\$250.00
Preparation of body	\$100.00
Refrigeration	\$50.00
Transportation	select a different package
Transfer	\$250.00
Service Vehicle	\$150.00
Cremation Container	change
Norfolk	\$395.00
Um	change
Tiger Eye	\$325.00
Additional Items	change
Tribute Video	\$250.00
Acknowledgement Cards (per 100)	\$100.00
Prayer Cards (per 50)	\$100.00
Funeral Total	
Subtotal	\$4,745.00
Sales Tax	\$46.00
Total Amount	\$4,791.00

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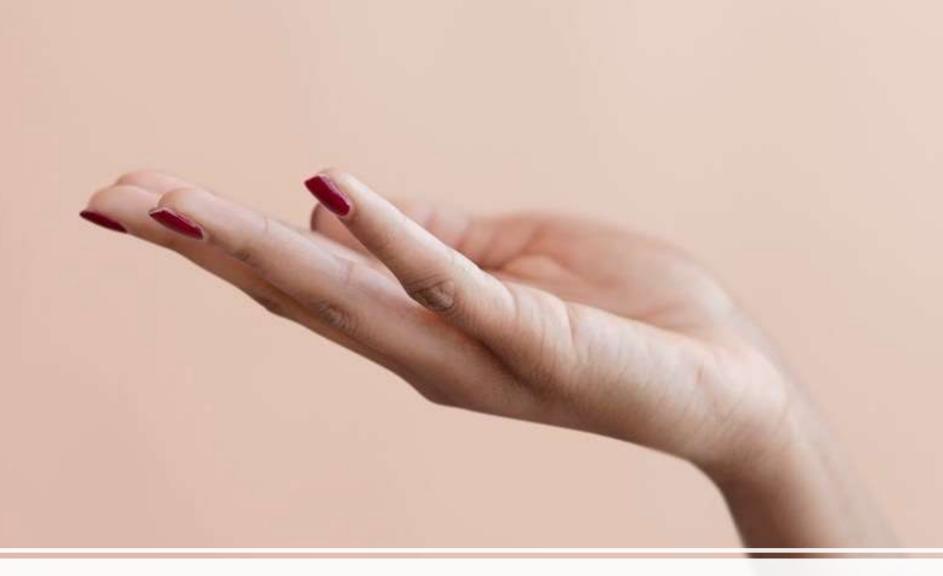
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Title		First Name		Middle Nar	ne	Last Name	i i	
Address Line 1	ľ							
• Address Line	e 2 (Optio	onal)			State		Zip Code	
Email					Phone Number Format:	(123) 456-7890		
Social Security	Number	0 0	Gender			Birthday		

S (515) 305-2500 Pri

Title First Name	Middle	Name	Last Name		
- John			Smith		
Address Line 1					
304 15th St					
• Address Line 2 (Optional)					
City		State	Zip Co	ode	
Des Moines		IA	- 503	12	
Email		Phone Number Format: (12	3) 456-7890		
Partner@efuneral.com		(515) 305-2700			
Social Security Number 😦 🛷	Gender		Birthday		
*********	Female		08/01/2016		

(515) 305-2500
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Giving something of value is a deposit in the trust bank



Are you asking for engagement prior to providing value?

Your Contact Information	
I am planning for" Myself	
Your Name"	
Your Email*	
Your Phone'	
Personal Information	
First Name*	
Last Name*	
Address	
City	
State/Province	
Postal Code	
Country	
Place of Birth	
Date of Birth	
Gender	
Please Select	



Closing

You have the lead. Now the important part.





Submitting





What happens when someone tries to reach you online?



