



Institute

Training Division of InSight Books

# Certified Celebrant Training

## Sponsorship Proposal

Proposal for 2017

InSight

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# Celebrant Training

Sponsoring a Celebrant Training provides a wonderful experience and benefit to your members. Firms who offer Celebrants have seen an exponential growth in families interested in having services as well as increased revenue, and satisfied, happy families and attendees.

## What is it?

Celebrant training is an intensive 3-day certification, training people how to provide unique and personalized funerals for families, specializing in those families who do not wish to have a traditional or religious based funeral.

## Who is it for?

Anyone who is interested in becoming a writer, creator and officiant at funeral services. Funeral professionals, clergy/chaplains, bereavement specialists, nurses, teachers, actors, business people all have become Certified Celebrants.

*Note: InSight Institute is approved for funeral service continuing education credit with the APFSP and with each state board that requires CEU's for licensees.*



# How is it Offered?

## Organization/Association/Firm Sponsorship Package

### 1. Schedule a date with InSight Institute

**Requirements:** Must be three days (e.g. Monday - Wednesday, or Friday - Sunday)

### 2. Confirm training schedule

#### First Day\*

Training 3:00 - 6:00

Dinner 6:00 - 7:00

Training 7:00 - 9:00

#### Second Day

Training 8:00 - noon

Lunch 12:00 - 1:00

Training 1:00 - 5:00

#### Third Day

Training 8:00 - noon

*\* Note on the First Day: We usually begin the training at 3:00 to allow participants to travel and save an extra night of lodging. We are flexible on start times if it works better for you to start at 1:00 and finish with dinner at 6:00.*

### 3. Confirm a location

**Requirements:** A room large enough to hold 30 participants and contain a screen, AV cart and podium. The training can be held at a hotel or an association office or school.

*Note: For the convenience of attendees, we usually arrange for a block of rooms at the hotel site of training or a nearby hotel, if the training is being held at an office or school. That is not a requirement.*

### 4. Arrange for meals

**Requirements:** Dinner on the first day, continental breakfast and lunch on the second day, continental breakfast on the third day as well as coffee, break food, sodas, etc. throughout the training.

### 5. Advertise to members

*Note: If you are interested in having a presentation about Celebrants at your convention, associational meeting, or staff training prior to the Celebrant training, contact Glenda Stansbury for topics and costs.*



# Costs and Fees

## What does it Cost?

- \$400 per participant
- Travel, hotel and expenses for two trainers
- Expenses for training site/meals

Minimum guaranteed registration: 12

Maximum registration: 30

## How to Set a Fee for Participants

The organization can set the registration fee for members, non-members, or staff as it sees fit.

*Note: The usual InSight Institute registration fee for 2016 is \$900 per person, so you can use that as a guideline in setting the fee. See [www.insightbooks.com/celebrants/become-a-celebrant](http://www.insightbooks.com/celebrants/become-a-celebrant).*

### 2016 Examples:

NJSFDA Member: \$1400

NJSFDA Non-Member: \$1600

*Price included 3 days of training, meals (2 dinners, lunches, breakfasts and refreshment breaks), hotel (2 nights' accommodations) and complimentary parking.*

CANA Member: \$900

CANA Non-Member: \$1100

*Note: A discount for bundled pricing with the CANA convention available.*

ICCFA Member: \$1100

ICCFA Non-Member: \$1250

*Discounts were available for attending both the Wide World of Sales Conference and Celebrant Training.*



# Add On

## Add a Fourth Day of Training to also offer Public Speaking and Presentation Skills Coaching with Carol Little

Carol will observe the participants as they present their funeral services and use that feedback to improve and enhance their skills

- \$200 per participant
- Travel, hotel and expenses for one trainer
- Expenses for training site/meals

## Who is Carol Little?

Carol Little is a Certified Master Trainer and Facilitator. In her 16+ year career she has trained leaders in the computer, finance, corporate real estate, automotive, funeral, electronics and health care industries, as well as many high-level executives and individuals. She also has four years experience providing public speaking training for InSight Certified Celebrants. Carol excels at helping people move beyond the roadblocks that prevent them from achieving their full potential. Dedicated and hardworking, Little is committed to her client's success. Her passionate and fun style keeps her clients coming back for more.



# Sponsors

Who has sponsored Celebrant training before?



Wouldn't this be a great opportunity for your members or staff?  
Contact Glenda Stansbury at [glenda@insightbooks.com](mailto:glenda@insightbooks.com) or 405.810.9501  
to schedule a 2017 training today!

