

ARRANGER TRAINING: THE ADVANCED COURSE

COURSE CALENDAR

WEEK 1

Date Started: _____

- ☐ **Chapter 1** – Welcome to the Course
- ☐ **Chapter 2** – How to Determine What a Family Is Really Looking For

WEEK 2

Date Started: _____

- ☐ **Chapter 3** – How Can You Advance Your Arrangement Skills?

WEEK 3

Date Started: _____

- ☐ **Chapter 4** – Improving Your Creativity to Meet Each Family's Needs
- ☐ **Chapter 5** – How to Sell Yourself as a Director When They Think They Don't Need You

WEEK 4

Date Started: _____

- ☐ **Chapter 6** – What Cremation Families Really Want From You
- ☐ **Chapter 7** – How Do You Put the Family in Charge?

WEEK 5

Date Started: _____

- ☐ **Chapter 8** – Handling Family Arguments and Succeeding With a Cemetery-Funeral Home Combo
- ☐ **Chapter 9** – How to Use Celebrants, Rapport Building, Receptions & Therapy Dogs

WEEK 6

Date Started: _____

- ☐ **Chapter 10** – How Can You Change as an Arranger?
- ☐ **Chapter 11** – Let's Get Going - Providing Families With What They REALLY Need

Date Completed: _____