



ENVISION

STRATEGIC PARTNERS

Preplanning Training Manual

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The Envision Team & Our Vision

Our Vision

We strive to create a thriving organization that expands from mutually beneficial relationships, helping funeral homes grow in a healthy honest way. We do this by expanding their sales potential and training their leadership team and sales people to become effective in their roles. We hire and attract staff members that share our values and culture. We treat them well and pay them competitively. We show loyalty and support creating an atmosphere of happiness, productivity, love, and commitment. We create a culture that lives its values and shares them with our clients.



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West Foulger has been a leader in the death care industry for over 17 years focusing primarily on preneed funeral sales & marketing. His experience includes working with large corporations including SCI, Stewart Enterprises & Security National Life Insurance Company. His current position as Area Sales Director for Larkin Mortuaries & Cemeteries, a 1,200 case family owned firm, rounds out his experience. His time working with corporate and family owned firms gives him a knowledge of the inner workings of all aspects of the death industry.

Spencer Larkin is an accomplished leader with over 18 years of experience in the death care industry, with both division management and corporate executive level roles. He graduated from the University of Utah Executive MBA program in 2008 and has undergraduate degree in accounting. He has expertise in building a strong team and attracting talent, communications, client relations, teamwork, analytical and problem solving skills, organizational development, training, creativity, public relations, marketing strategy, system development, and overall operations.

Steve Kehl has over 18 years of experience in both the death care and financial service industries, as he has served on the front line, managerial and executive roles. His career in the death care industry began back in 1998 as a cemetery employee at the Larkin Sunset Lawn Cemetery. He is a self-disciplined, results-oriented leader who received his Masters of Business