

Pre-Need Funeral Contract

(Pre-Need Discount % to Pre-Need Services %)

Formula

Total Goods & Services – Pre-Need Discount = Contract Price + Pre-Need Services = Total Cash Price

EXAMPLE

Total Goods & Services = \$5,000.00

Intended Pre-Need Services Charge = 10%

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| <p>1. Multiply the Total Goods & Services by the Pre-Need Discount factor associated with the (intended Pre-Need Services Charge) to calculate the Pre-Need Discount.</p> | $\$5,000.00 \times 9.091\% = \454.55 |
| <p>2. Subtract Pre-Need Discount from Total Goods & Services to calculate the Contract Price.</p> | $\$5,000.00 - \$454.55 = \$4,545.45$ |
| <p>3. Multiply the Contract Price by the Pre-Need Services amount.</p> | $\$4,545.45 \times 10\% = \454.55 |
| <p>4. Add Pre-Need Services to the Contract Price to give you the Total Cash Price.</p> | $\$454.55 + \$4,545.45 = \$5,000.00$ |

FOLLOWING IS AN EXAMPLE OF CONTRACT SUMMARY

SUMMARY CHARGES	<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%;">A. Services</td> <td style="width: 10%; text-align: right;">\$ <u>2,500.00</u></td> <td style="width: 40%;">Total Goods and Services</td> <td style="width: 10%; text-align: right;">\$ <u>5,000.00</u></td> </tr> <tr> <td>B. Merchandise</td> <td style="text-align: right;">\$ <u>1,500.00</u></td> <td>Pre-Need Discount</td> <td style="text-align: right;">\$ <u>(454.55)</u></td> </tr> <tr> <td>C. Special Charges</td> <td style="text-align: right;">\$ <u>500.00</u></td> <td>Contract Price</td> <td style="text-align: right;">\$ <u>4,545.45</u></td> </tr> <tr> <td>D. Cash Advances</td> <td style="text-align: right;">\$ <u>500.00</u></td> <td>*Pre-Need Services</td> <td style="text-align: right;">\$ <u>454.55</u></td> </tr> <tr> <td colspan="3"></td> <td style="text-align: right;">TOTAL CASH PRICE \$5,000.00</td> </tr> </table>	A. Services	\$ <u>2,500.00</u>	Total Goods and Services	\$ <u>5,000.00</u>	B. Merchandise	\$ <u>1,500.00</u>	Pre-Need Discount	\$ <u>(454.55)</u>	C. Special Charges	\$ <u>500.00</u>	Contract Price	\$ <u>4,545.45</u>	D. Cash Advances	\$ <u>500.00</u>	*Pre-Need Services	\$ <u>454.55</u>				TOTAL CASH PRICE \$5,000.00
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If you offer a Pre-Need Discount, you must include this in your General Price List and must be available to all.
(Consult your attorney for proper language)

<u>Pre-Need Discount %</u>	<u>Pre-Need Services %</u>
0.99%	1%
1.9607%	2%
2.9125%	3%
3.846%	4%
4.762%	5%
5.6604%	6%
6.542%	7%
7.4074%	8%
8.2569%	9%
9.091%	10%