

# 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%

- |  |  |
|--|--|
| <p>1. Multiply the <b>Total Goods &amp; Services</b> 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 <b>Pre-Need Discount</b> from Total Goods &amp; Services to calculate the Contract Price.</p>   | $\$5,000.00 - \$454.55 = \$4,545.45$   |
| <p>3. Multiply the <b>Contract Price</b> 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 <b>Total Cash Price</b>.</p>   | $\$454.55 + \$4,545.45 = \$5,000.00$   |

### FOLLOWING IS AN EXAMPLE OF CONTRACT SUMMARY

<b>SUMMARY CHARGES</b>	<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></td> <td></td> <td style="text-align: right;"><b>TOTAL CASH PRICE</b></td> <td style="text-align: right;"><b>\$5,000.00</b></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>			<b>TOTAL CASH PRICE</b>	<b>\$5,000.00</b>
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>																		
		<b>TOTAL CASH PRICE</b>	<b>\$5,000.00</b>																		

#### Pre-Need Discount %

0.99%  
1.9607%  
2.9125%  
3.846%  
4.762%  
5.6604%  
6.542%  
7.4074%  
8.2569%  
9.091%

#### Pre-Need Services %

1%  
2%  
3%  
4%  
5%  
6%  
7%  
8%  
9%  
10%