UNITED STATES SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C.

FORM 10Q

QUARTERLY REPORT UNDER SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For Quarter Ended March 31, 1995

Commission File Number: 0-9341

SECURITY NATIONAL FINANCIAL CORPORATION Exact Name of Registrant.

(State or other jurisdiction of incorporation or $\begin{array}{ll} \text{(State or other jurisdiction} & \text{IRS Identification} \\ \text{of incorporation or organization)} & \text{Number} \end{array}$

5300 South 360 West, Salt Lake City, Utah (Address of principal executive offices)

84123 (Zip Code)

Registrant's telephone number, including Area Code

(801) 264-1060

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Sections 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

> YES XX NO

Indicate the number of shares outstanding of each of the issuer's classes of common stock, net of treasury stock, as of the close of the period covered by this report.

Class A Common Stock, \$2.00 par value

3,026,391

Title of Class

Number of Shares Outstanding as of March 31, 1995

Class C Common Stock, \$.40 par value

2,250,764

Title of Class

Number of Shares Outstanding as of March 31, 1995

SECURITY NATIONAL FINANCIAL CORPORATION AND SUBSIDIARIES FORM 10Q $\,$

QUARTER ENDED MARCH 31, 1995

TABLE OF CONTENTS

PART I - FINANCIAL INFORMATION

Item 1. Financial Statements

		Page No	
	Consolidated Statements of Earnings - Three months ended March 31, 1995 and 1994	3	
	Consolidated Balance Sheets - March 31, 1995 and December 31, 1994	4-5	
	Consolidated Statements of Cash Flows - Three months ended March 31, 1995 and March 31, 1994	6-7	
Item 2	Management's Discussion and Analysis of Summary of Earnings and Financial Condition	8-14	
	PART II - OTHER INFORMATION		
	Other Information	14	
	Signature Page	15	

SECURITY NATIONAL FINANCIAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF EARNINGS

	Three 1995 (Unaudited)	Months Ended	1994 (Unaudited)
REVENUES:			
Insurance premiums and other considerations Net investment income Realized gains on investments	\$1,493,350 1,679,579		\$1,336,080 948,140
and other assets Mortuary and cemetery sales Mortgage fee income Other	1,514 1,549,320 316,429 106,677		63,126 1,393,929 658,805 21,008
Total Revenues	\$5,146,869		\$4,421,088
BENEFITS AND EXPENSES: Death benefits	\$513,171		\$499,709
Surrenders and other policy benefits	721,212		234,142
Increase in future policy benefits Amortization of deferred	322,432		338,551
policy acquisition costs General and administrative expenses:	229,883		145,850
Commissions Salaries Other	482,213 741,660 1,100,074		320,527 801,986 1,364,193
Interest expense Cost of mortuary and cemetery	219,767		162,667
lots and services	461,145		386,727
Total benefits and expenses	\$4,791,557		\$4,254,352
Earnings before income taxes	\$ 355,312		\$ 166,736
Income tax (expense) benefit	(91,965))	(48,353)
Net earnings	\$ 263,347 =======		\$ 118,383 =======
Net earnings per share	\$0.08 =====		\$0.04 ====
Weighted average outstanding	3 322 310		3 270 800

3,322,310 ======

common shares

3,270,899 ======

SECURITY NATIONAL FINANCIAL CORPORATION AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS

Assets: Investments: Fixed maturity securities held to maturity, at
Investments: Fixed maturity securities
Fixed maturity securities
•
amortized cost \$38,942,780 \$39,397,628
Equity securities available
for sale, at market 4,280,436 4,149,713
Mortgage loans on real estate 16,884,571 14,681,293
Real estate, net of
accumulated depreciation 7,766,019 7,586,650
Policy loans 2,579,160 2,670,989
Other loans 622,055 677,334
Short-term investments 2,695,315 4,013,296
Total insurance
related investments 73,770,336 73,176,903
Restricted assets of
cemeteries and mortuaries 2,581,725 2,482,068
Cash 1,678,623 2,060,876
Receivables:
Trade contracts 5,435,404 4,938,098
Receivable from agents 408,295 463,040
Other 230,078 336,801
Total receivables 6,073,777 5,737,939
Allowance for doubtful
accounts (1,941,853) (1,923,808)
Net receivables 4,131,924 3,814,131
Land and improvements
held for sale 8,138,498 6,920,208
Accrued investment income 1,004,218 996,845
Deferred policy acquisition costs 4,830,618 4,860,865
costs 4,830,618 4,860,865 Property, plant and equipment, net 4,820,543 4,899,873
Cost of insurance acquired 3,431,697 3,488,383
Excess of cost over net assets
of acquired subsidiaries 706,300 718,391
Other 303,728 339,714
T-1-1 41-
Total Assets \$105,398,210 \$103,758,257

See accompanying notes to consolidated financial statements.

SECURITY NATIONAL FINANCIAL CORPORATION AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS (Continued)

	March 31, 1995 (Unaudited)	December 31, 1994
Lighilitics		
Liabilities: Future life, annuity, and		
other benefits	\$62,444,259	\$61,895,251
Bank loans payable	7,278,363	7,440,576
Notes and contracts payable	3,729,140	2,768,546
Estimated future costs of		
pre-need sales	6,299,843	6,284,421
Payable to endowment care		242 222
fund	325,578	319,336
Accounts payable and accrued expenses	1,674,503	1,760,399
Other liabilities	1,310,605	1,438,889
Income taxes	1,963,675	1,872,294
2.1.00.11.0		
Total Liabilities	85,025,966	83,779,712
Stockholders' Equity: Common stock: Class A: \$2 par value, authorized 10,000,000 shares, issued 3,558,40 shares in 1995 and 3,558,406 share in 1994 Class C: \$0.40 par value, authorized 7,500,000 shares, issued 2,275,045 shares in 1995 and 2,275,045 share in 1994 Additional paid-in capital Unrealized appreciation of	7,116,814 8 910,018 7,214,061	7,116,814 910,018 7,214,061
investments Retained earnings	352,142 6,418,041	221,790 6,154,694
Retained earnings	0,410,041	0,134,094
	22,011,076	21,617,377
Treasury stock at cost (532,015 Class A shares and 24,281 Class C shares in 1995; 532,015 Class A shares and 24,281 Class C shares in 1994, held by affiliated companies)	(1,638,832)	(1,638,832)
Net Stockholders' Equity	20,372,244	19,978,545
Het Geockhorder 5 Equity		19,970,343
Total Liabilities and Stockholders' Equity	\$105,398,210 =======	\$103,758,257 ========

See accompanying notes to consolidated financial statements.

SECURITY NATIONAL FINANCIAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS

Three Months Ended March 31, 1995 1994 (Unaudited) (Unaudited)

	(Unaudited)	(Unaudited)		
Cash flows from operating activities:				
Net earnings	\$263,347	\$118,383		
Adjustments to reconcile	4 = 33 / 3	7-27,555		
net earnings to net cash				
provided by operating				
activities:				
Net realized gain on sale				
of investments	(1,514)	(63, 126)		
Depreciation Provision for losses on	164,360	146,306		
accounts and loans				
receivable	8,951	34,366		
Amortization of goodwill		04,000		
premiums, and discount		1,929		
Amortization of cost of	(, ,	,		
insurance acquired	56,686			
Deferred taxes	92,381	48,353		
Policy acquisition costs				
deferred	(199,636)	(170,381)		
Policy acquisition costs		145.050		
amortized Change in assets and liabil	229,883	145,850		
Land and improvements he				
for sale	(1,218,290)	(22,389)		
Future life and other	((, ===,		
benefits	549,008	526,179		
Other operating assets				
and liabilities	(492,018)	346,379		
Net cash (used in) provided by				
operating activities	(585,101)	1,111,849		
3	(,,	, , ,		
Cash flows from investing acti				
Securities held to maturity				
Purchases - fixed maturi		(0.140.000)		
securities Calls and maturities - f	504,416	(2,148,362)		
maturity securities		921,226		
Securities available for sa	le:	321,220		
Sales - equity securitie		17,510		
Net purchases and sales of		,		
short-term investments				
and restricted assets of		(
cemeteries and mortuaries	1,218,324	(1,466,122)		
Mortgage and other loans made	(5,303,376)	(7,973,893)		
Payments received for mortg		(1,913,093)		
and other loans	3,163,993	8,506,785		
Change in policy loans	91,829	, ,		
Purchases of property,				
plant, and equipment	(16,601)	(111,076)		
Purchases of real estate	(254,118)	(1,131,565)		
Not each used in investing				
Net cash used in investing activities	(595,533)	(3,385,497)		
4001710100	(555,555)	(5,555,751)		

CONSOLIDATED STATEMENTS OF CASH FLOWS (Continued)

	Three Months Ended 1995 (Unaudited)	March 31, 1994 (Unaudited)
Cash flows from financing activ Repayment of notes and contracts payable Proceeds from borrowings	ities: (280,566)	(339,948)
on notes and contracts payable	1,078,947	953,820
Net cash provided by financing activities	798,381	613,872
Net decrease in cash	(382,253)	(1,659,776)
Cash at beginning of year	2,060,876	6,831,051
Cash at end of year	\$1,678,623 =======	\$ 5,171,275 ======

SECURITY NATIONAL FINANCIAL CORPORATION AND SUBSIDIARIES Notes to Consolidated Financial Statements March 31, 1995 and 1994 (Unaudited)

1. Basis of Presentation

The accompanying unaudited consolidated financial statements have been prepared in accordance with generally accepted accounting principles for interim financial information and with the instructions to Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. Operating results for the three months ended March 31, 1995, are not necessarily indicative of the results that may be expected for the year ending December 31, 1995. For further information, refer to the consolidated financial statements and footnotes thereto for the year ended December 31, 1994, included in the Company's Annual Report on Form 10-K (file number 0-9341).

2. Notes and Contracts Payable

On February 3, 1995, the Company purchased approximately 100 acres of real property located in San Diego, California, of which approximately 35 acres will be used for the development of a cemetery. In purchasing the property the Company incurred a debt of \$1,062,000. This debt carries an interest rate of 9% per annum and will be paid in twelve monthly installments of \$5,000. Thereafter, equal monthly payments of \$10,000 will be made, however interest shall not accrue on any part of the principal balance until February 3, 1996.

MANAGEMENT'S DISCUSSION AND ANALYSIS OF OPERATIONS Results of Operations

Overview 0

The Company's operations over the last three years generally reflect three trends or events which the Company expects to continue: (i) increased attention to "niche" insurance products, such as the Company's funeral plan policies, (ii) decreased general and administrative costs as a percentage of revenue through efforts to reduce operating costs and through eliminating unnecessary duplication of costs at acquired companies; and (iii) emphasis on high margin cemetery and mortuary business.

The Company maintains a diversified investment portfolio consisting of common stock, preferred stock, municipal bonds, investment grade and non-investment grade bonds, mortgage loans, short term and other securities and investments. The Company's investment goals are to maintain safety and liquidity, enhance principal values and achieve increased rates of return consistent with regulatory restraints. The Company's interest sensitive type products, primarily annuities and interest sensitive whole life, compete with other financial products such as bank certificates of deposit, brokerage sponsored money market funds as well as competing life insurance company products.

First Quarter 1995 Compared to First Quarter 1994

The following schedule summarizes the effect the acquisition of Capital Investors Life Insurance Company had on the consolidated statements of 1995.

Three Months Ended March 31,

	Consolidated 1995 (Unaudited)	Life 1995	(Unaudited)	Consolidated 1994
REVENUES: Insurance premiums and other				
considerations Net investment income Realized gains on	\$1,493,350 1,679,579	•	\$1,260,839 1,202,578	\$1,336,080 948,140
investments and other assets Mortuary and	1,514		1,514	63,126
cemetery sales Mortgage fee income Other	1,549,320 316,429 166,677	 91,534	1,549,320 316,429 15,143	1,393,929 658,805 21,008
Total Revenues	\$5,146,869	\$ 801,046	\$4,345,823	\$4,421,088
BENEFITS AND EXPENSES: Death benefits Surrenders and other	\$513,171	\$ 75,015	438,156	\$499,709
policy benefits Increase in future	721,212	536,919	184,293	234,142
policy benefits Amortization of deferred policy	322,432	(186,370)	508,802	338,551
acquisition costs General and admini- strative expenses:	229,883	56,686	173,197	145,850
Commissions	482,213	32,247	449,966	320,527
Salaries	741,660		741,660	801,986
Other	1,100,074	216,365	883,709	1,364,193
Interest expense Cost of mortuary and cemetery	219,767		219,767	162,667
lots and services	461,145		461,145	386,727
Total benefits				
and expenses	\$4,791,557	\$730,862	\$4,060,695	\$4,254,352
Earnings before				
income taxes	\$ 355,312 =======	\$ 70,184 ======	\$ 285,128 =======	\$ 166,736 ======

The following managements discussion and analysis for the three months ended March 31, 1995 and March 31, 1994, excludes the acquisition of Capital Investors Life Insurance Company.

Total revenues decreased by \$75,265 (1.7%), from \$4,421,088 for the three months ended March 31 1994, to \$4,345,823 for the three months ended March 31, 1995. Contributing to this decrease in total revenues was a \$75,241 decrease in insurance premiums and other considerations, a \$61,612 decrease in net realized gains on investment and other assets and a \$342,376 decrease in mortgage fee income.

Net investment income increased by \$254,438, from \$948,140 for the three months ended March 31, 1994, to \$1,202,578 for the three months ended March 31, 1995. This increase was attributable to the Company's emphasis on investing its cash and short-term investments in higher-yielding long term investments.

Realized gains on investments decreased by \$61,612 from \$63,126 for the three months ended March 31, 1994 to \$1,514 for the three months ended March 31, 1995. This decrease was the result of increased bond redemptions due to lower interest rates and improved performance of the stock market in the first quarter ended March 31, 1994.

Mortuary and cemetery sales increased by \$155,391, from \$1,393,929 for the three months ended March 31, 1994 to \$1,549,320 for the three months ended March 31, 1995. This increase was primarily related to the mortuary portion of the business.

Mortgage fee income decreased \$342,376, from \$658,805 for the three months ended March 31, 1994, to \$316,429 for the three months ended March 31, 1995. This decrease was the result of higher interest rates for the three months ended March 31, 1995, thereby reducing the opportunity for refinancing and loan originations.

Total benefits and expenses were \$4,254,352 for the three months ended March 31, 1994, which is 96% of total revenue of the Company, as compared to \$4,060,695, or 93% of total revenues for the three months ended March 31, 1995. Policy benefits increased by \$58,869, from \$1,072,402 for the three months ended March 31, 1994, to \$1,131,251 for the three months ended March 31, 1995. This increase is primarily due to the maturing of the policies in force.

Amortization of deferred policy acquisition costs has increased by \$27,347, from \$145,850 for the three months ended March 31, 1994, to \$173,197 for the three months ended March 31, 1995. This increase was also due to the maturing of the policies in force.

The decrease in general and administrative expenses resulted from a reduction in operations at Security National Mortgage due to its decreased loan activity.

Interest expense increased by \$57,100, from \$162,667 for the three months ended March 31, 1994, to \$219,767 for the three months ended March 31, 1995. This increase was primarily due to the interest on the debt acquired in the amount of \$2,800,000 for the acquisition of Capital Investors Life Insurance Company, which was completed on December 21, 1994.

Cost of mortuary and cemetery lots and services increased by \$74,418, from \$386,727 for the three months ended March 31, 1994, to \$461,145 for the three months ended March 31, 1995. The increase of goods and services sold is consistent with the increase in sales at the cemeteries and mortuaries.

First Quarter 1994 Compared to First Quarter 1993

The Company's total revenues increased by \$161,000 (4.0%), from \$4,260,000 for the three months ended March 31, 1993 to \$4,421,000 for the three months ended March 31, 1994. Contributing to this increase in total revenues was a \$49,000 increase in premiums from \$1,158,000 in the first quarter of 1993 to \$1,207,000 in the first quarter of 1994. This increase was attributable to an increase in renewal premiums.

Investment income decreased by \$17,000, from \$965,000 in the first quarter of 1993 to \$948,000 in the first quarter of 1994. This decrease was due to a higher percentage of invested assets in short term investments in the current three month period, yielding a lower rate of interest. In the comparative three month period, 17% of the invested assets were in short term investments whereas in the current three month period 28% of the invested assets were in short term investments.

Mortuary and cemetery income decreased by \$204,000, from \$1,599,000 in the first quarter of 1993 to \$1,394,000 in the first quarter of 1994. This decrease was primarily related to a \$100,000 reduction in preneed sales at Holladay Memorial Cottonwood Foundation. The revenue of Bonneville Limousine, which is part of the operations of Deseret Mortuary, decreased by \$120,000. This higher level of revenues in the first quarter of 1993 was due to the increase limousine services resulting from the NBA Allstar Game, which was held in Salt Lake City during the first quarter of 1993.

Realized gains on investments decreased by \$230,000, from \$293,000 in the first quarter of 1993 to \$63,000 in the first quarter of 1994. The 1993 amount included the results of a favorable settlement of a lawsuit brought in 1988 by the Metropolitan Water District against the Company to condemn 6.6 acres of land at Mountain View Cemetery. On February 19, 1993, an agreement was reached wherein the land was sold to Metropolitan Water District for \$300,000. The net gain on the sale of the land, after deducting the original cost of the land and the costs of litigation, was approximately \$184,000.

Other revenues increased by \$581,000, from \$98,000 in the first quarter of 1993 to \$680,000 in the first quarter of 1994. This increase was primarily due to \$643,000 in additional revenues that were generated by Security National Mortgage Company, which was formed on July 1, 1993, as a wholly-owned subsidiary of the Company for the purpose of originating and refinancing mortgage loans.

Total benefits and expenses were \$4,254,000 for the three month period ended March 31, 1994, which constituted 96.2% of total revenue of the Company, as compared to \$3,802,000, or 89.2% of total revenue for the three month period ended March 31, 1993. Death and other policy benefits decreased by \$166,000, from \$1,238,000 for the first quarter of 1993 to \$1,072,000 for the first quarter of 1994. This decrease was primarily due to a reduction in the rate of interest being credited to annuity and other interest sensitive reserves during the current three month period.

General and administrative expenses increased \$747,000 from \$1,740,000 in the first quarter of 1993 to \$2,487,000 in the first quarter of 1994. This increase is due to the additional costs associated with the operations of Camelback Sunset Funeral Home, which was acquired on January 10, 1994, and Security National Mortgage Company, which was formed on July 1, 1993.

Interest expense increased by \$15,000, from \$147,000 in the first quarter of 1993 to \$163,000 in the first quarter of 1994. This additional increase in expense was the result of the \$1,500,000 in additional debt financing by the Company as of February 12, 1993 to acquire Pinehill Business Park and \$940,000 in additional debt in connection with the acquisition of Camelback Funeral Home. Cost of mortuary and cemetery lots and services decreased by \$140,000 from \$527,000 in the first quarter of 1993 to \$387,000 in the first quarter of 1994. This decrease was due to a reduction in pre-need sales during the current three month period.

Liquidity and Capital Resources

The Company's life insurance subsidiary and cemetery and mortuary subsidiaries realize cash flow from premiums, contract payments and sales on personal services rendered for cemetery and mortuary business from interest and dividends on invested assets, and from the proceeds from the maturity of held to maturity investment, or sale of other investments. The Company considers these sources of cash flow to be adequate to fund future policyholder and cemetery and mortuary liabilities which generally are long-term and adequate to pay current policyholder claims, annuity payments, expenses on the issuance of new policies and the maintenance of existing policies.

The Company attempts to match the duration of invested assets with its policyholder and cemetery and mortuary liabilities. The Company may sell investments other than those held to maturity in the portfolio to help in this timing, however to date that has not been necessary. The Company purchases short-term investments on a temporary basis to meet the expectations of short-term requirements of the Company's products. The Company's investment philosophy is intended to provide a rate of return which will persist during the expected duration of policyholder and cemetery and mortuary liabilities regardless of future interest rate movements.

The Company's investment policy is to invest predominately in fixed maturity securities in accordance with the requirements and laws governing the life insurance subsidiary. Bonds owned by the insurance subsidiary amounted to \$38,942,780, at amortized cost as of March 31, 1995. Generally all bonds owned by life insurance companies are rated by the National Association of Insurance Commissioners (NAIC). Under this rating system, there are six categories used for rating bonds. At March 31, 1995, 2.4% (\$1,801,000) and at March 31, 1994, 1.5% (\$739,000) of the Company's total invested assets were invested in bonds in rating categories three through six which are considered non-investment grade.

The Company's interest sensitive type products, primarily annuities and interest sensitive whole life, compete with other financial products such as bank certificates of deposit, brokerage sponsored money market funds as well as competing life insurance company products. Based on preliminary

information, the Company plans to hold its fixed income securities, including high-yield securities, in its portfolio to maturity. Business conditions, however, may develop in the future which may indicate a need for a higher level of liquidity in the investment portfolio. In that event the Company believes it could sell cash equivalents in investment grade securities before liquidating high-yield securities.

Lapse rates measure the amount of insurance terminated during a particular period. The Company's lapse rate for life insurance in 1994 was 8%, as compared to a rate of 9% in 1993. The Company's primary needs for liquidity are for debt service, maintenance of statutory capital and surplus for its life insurance subsidiary and administrative expenses and cost of cemetery and mortuary services to be rendered.

On February 12, 1993, Security National Life Insurance Company entered into a purchase and sale agreement for the Pinehill Business Park located in Murray, Utah. The purchase price was \$2,150,000 with debt financing of \$1,500,000 through a local bank. As of March 31, 1995, about 95% of the available space was occupied.

On July 31, 1993, the Company contributed assets of approximately \$268,000 to its new wholly-owned subsidiary, Security National Mortgage Company. Security National Mortgage Company operates in two principal markets: refinancing of mortgage loans and origination of mortgage loans. These loans are sold on the secondary market to investors with servicing obligations released. Security National Life Insurance Company intends to act as a warehouse lender for the mortgage loans. By becoming a warehouse lender, Security National Life Insurance Company can obtain a long term interest rate on its assets without committing the funds for a long period of time.

On January 10, 1994, the Company acquired Sunset Funeral Home, Inc. ("Sunset"), which owns and operates a mortuary in Phoenix, Arizona, known as Camelback Sunset Funeral Home. As consideration for the purchase, the Company paid \$140,000 in cash, issued 25,000 shares of Class A Common Stock, assumed an existing debt of \$588,000, and entered into an agreement to pay the seller the sum of \$3,500 in monthly installments during his lifetime up to a maximum of \$560,000. In the event of the death of the seller prior to the payment of \$560,000, the remaining unpaid balance of such amount would be paid to his daughter.

On December 21, 1994, the Company purchased all of the outstanding shares of common stock of Capital Investors Life Insurance Company ("Capital Investors Life") from Suncoast Financial Corporation ("Suncoast Financial"). As consideration for the purchase of the shares, the Company paid \$5,231,000 in cash, issued 40,000 shares of its Class A Common Stock, and entered into a profit sharing agreement providing for 33-1/3% of the profits from new post-closing sales of existing Capital Investors Life plans of insurance to be paid as earned. An aggregate of \$2,700,000 of the cash consideration was borrowed by the Company from Key Bank, Crossroads Office, Salt Lake City, Utah, and is payable by the Company in accordance with the terms of a Promissory Note dated December 16, 1994, bearing interest at one-half percent per annum above the bank's prime rate, and payable in monthly payments in the amount of \$36,420, with the unpaid principal balance, together with accrued interest and other charges, due and payable on December 16, 1999. The remainder of the purchase price came from the Company's internal funds.

On February 3, 1995, the Company purchased approximately 100 acres of real property (the "Property") located in San Diego, California, approximately 35 acres of which will be used for the development of a cemetery. The purchase price of the property was \$1,162,000, \$100,000 of which was paid in cash and the balance of \$1,062,000, together with interest thereon at the rate of nine percent (9%) per annum, will be paid in 12 monthly payments of \$5,000, thereafter in equal monthly payments of \$10,000; however, interest shall not accrue on any part of the principal balance until February 3, 1996, and a principal payment of \$100,000 is to be made 15 days after the date the California Cemetery Board approves the Company's application for Certificate of Authority, or February 3, 1996, whichever occurs first.

The Company has invested and deferred approximately \$1,013,000 in option fees and costs of various regulatory studies, including environmental, water, and archaeological studies. The Company is seeking approval from the federal government and the California Cemetery Board to operate a cemetery. The development of the cemetery will be financed internally as well as through a private offering. Initial development of 35 acres to operate as a cemetery would cost approximately \$500,000.

On March 8, 1995, the Company was issued 97,800 shares of common stock of Greer-Wilson Funeral Home, Inc. ("Greer-Wilson"), representing 97.8% of the total issued and outstanding shares of common stock of Greer-Wilson after the issuance of such shares. In consideration for the purchase of such shares, the Company agreed to contribute \$430,000 to Greer-Wilson for the payment of its accounts payable, or to assume payment of the accounts payable, and to pay or refinance Greer-Wilson's existing mortgage loan indebtedness; and to pay the former President and his wife \$6,000 per month over a ten year period for providing consulting services. The Company also loaned the former President and his wife the sum of \$200,000 to be paid on March 8, 2005, together with interest thereon at the rate of seven percent (7%) per annum. This obligation is collateralized by a pledge of 2,200 shares of the Company's common stock that is currently owned by Mr. Greer.

At March 31, 1995, \$8,724,052 of the Company's consolidated stockholders' equity represents the statutory stockholders' equity of the Company's insurance subsidiary Security National Life. Security National is restricted to the amount of dividends it may pay depending upon its earnings and surplus. Generally, Security National's excess surplus as calculated under the Utah Insurance Code, is not restricted except for prior notification to the Department of Insurance if the dividend exceeded the preceding year's earnings.

Part II Other Information:

Item 1. NONE

Item 2. NONE

Item 3. NONE

Item 4. NONE

Item 5. NONE

Item 6. The Company filed reports on Form 8-K with the Securities and Exchange Commission on February 24, 1995 and March 31, 1995, respectively. The reports supplied information under Section 2 therefore, capitioned "Acquisition or Disposition of Assets," which were related to the acquisition of Capital Investors Life Insurance Company.

SIGNATURES

Pursuant to the requirements of the Securities and Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

REGISTRANT SECURITY NATIONAL FINANCIAL CORPORATION Registrant

DATED: May 13, 1995 By: Scott M. Quist

First Vice President, General Counsel, Treasurer and Principal

Accounting Officer

DATED: May 13, 1995 By: George R. Quist

President