
SECURITY NATIONAL FINANCIAL CORPORATION AND SUBSIDIARIESFORM 10Q
QUARTER ENDED MARCH 31, 1999
TABLE OF CONTENTS
PART I - FINANCIAL INFORMATION
Item 1 Financial Statements ..... Page No
Consolidated Statements of Earnings Three months ended March 31, 1999 and 1998 ..... 3
Consolidated Balance Sheets - March 31, 1999 and December 31, 1998 ..... 4
Consolidated Statements of Cash Flows -Three months ended March 31, 1999 and 19986
Notes to Consolidated Financial
Statements ..... 7-9
Item 2 Management's Discussion and Analysis. . . . .10-14
Item 3 Quantitative and Qualitative Disclosureof Market Risk.13
PART II - OTHER INFORMATION
Other Information ..... 15-16
Signature Page ..... 17

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SECURITY NATIONAL FINANCIAL CORPORATION
                    AND SUBSIDIARIES
    CONSOLIDATED STATEMENTS OF EARNINGS
                                    (Unaudited)
```

                                    Three Months Ended March 31,
    1999

Revenues:

- -------

Insurance premiums and
other considerations
Net investment income
Net mortuary and cemetery sales Realized gains on investments and other assets
, 416
2,541,565
2,355,618
169,693
3,101, 402 36,920

11,554,614

990, 810
1,213,139
510,348
299, 489
842,179 754,390

1,304,553
296,527
2,426,101
1,554,933
1,790,153
1,943,659
261, 262
736,831
-----------1
$11,508,687$
1,263,270
1,658,126
185,298
670,879
$----------\overline{3}$
$7,193,260$
----------

614,165
$(135,255)$
Income tax (expense) benefit
Minority interest in loss
of subsidiary
45,927

31,119
\$ 89,027
\$ 478, 910
----------
\$0. 11
=====

4,185,555
Net earnings per common share-assuming dilution
$\$ 0.02$
$\$ 0.11$
=====

4,185,555

See accompanying notes to
consolidated financial statements.

## SECURITY NATIONAL FINANCIAL CORPORATION AND SUBSIDIARIES <br> CONSOLIDATED BALANCE SHEETS

```
March 31, 1999
(Unaudited)
```

Assets：
Asser

Insurance－related investments：
Fixed maturity securities
held to maturity，at amortized cost \＄42，756，213 \＄44，984，882
Fixed maturity securities available for sale，at market 28，129，196
Equity securities available for sale， at market

5，117，245
13，709， 351
Mortgage loans on real estate
Real estate，net of accumulated depreciation 8，000，755
Policy，student and other loans Short－term investments

11，124， 898

Total insurance－related investments

## Restricted assets of

$$
115,061,417
$$

cemeteries and mortuaries
Cash
Receivables：
Trade contracts
Mortgage loans sold to investors
Receivable from agents
Receivable from officers Other

Total receivables
Allowance for doubtful accounts
Net receivables
Policyholder accounts on deposit with reinsurer
Land and improvements held for sale Accrued investment income Deferred policy acquisition costs Property，plant and equipment，net Cost of insurance acquired Excess of cost over net assets
of acquired subsidiaries Other

Total assets

4，184， 036
4，100，103
3，761，348
20，817， 752
2，251，449
123， 800
954， 473
－－－－－－－－－－－
（1，427，429）
$-----------\quad$
$26,481,393$
8，426，975
8，465，671
1，764，450
10，474，934
10，705，676
10，134， 322
1，387，515
1，414，910 526，918
\＄213，265， 147
＝ニニニニニニニニニニ

# SECURITY NATIONAL FINANCIAL CORPORATION <br> AND SUBSIDIARIES <br> CONSOLIDATED BALANCE SHEETS (Continued) 

| March 31, 1999 |  |
| :---: | :---: |
| (Unaudited) | December 31, |
| 1998 |  |

Liabilities:

- ----------

| Future life, annuity, and other policy benefits | \$134,831,331 | \$134,899,870 |
| :---: | :---: | :---: |
| Unearned premium reserve | 2,294,690 | 2,565,968 |
| Line of credit for financing of mortgage loans | 1,697,213 | 7,577,248 |
| Bank loans payable | 7,420,250 | 11,909,980 |
| Notes and contracts payable | 3,345,573 | 3,399,272 |
| Estimated future costs of pre-need sales | 6,432,457 | 6,376,651 |
| Payable to endowment care fund | 685,912 | 540,504 |
| Accounts payable | 793,391 | 1,321,559 |
| Funds held under reinsurance treaties | 1,405,916 | 1,419,357 |
| Other liabilities and accrued expenses | 3,840,866 | 3,787,385 |
| Income taxes | 5,813,935 | 6,008,537 |
| Total liabilities | 168,561,534 | 179,806,331 |
| Minority interest | 6,473,651 | 6,778,557 |
| Stockholders' Equity: |  |  |
| Common stock: |  |  |
| Class A: \$2 par value, authorized |  |  |
| 10,000,000 shares, issued | , 330 ${ }^{\text {a }}$, 234 ,660 |  |
| shares in 1999 and 1998 | 9,234,660 | 9,234,660 |
| Class C: \$0.20 par value, a 7,500,000 shares, issued shares in 1999 and 1998 | $\begin{aligned} & \text { ized } \\ & , 595 \\ & \text { 1,089, } 319 \end{aligned}$ | 1,089,319 |
| Total common stock | 10,323,979 | 10,323,979 |
| Additional paid-in capital | 9,596,444 | 9,596,444 |
| Accumulated other comprehensive net of deferred taxes | 902,397 | 1,081,113 |
| Retained earnings | 7,563,809 | 7,474,783 |
| Treasury stock at cost $(692,993$ A shares and 59,028 Class C |  |  |
| in 1999 and 1998 | $(1,796,060)$ | $(1,796,060)$ |
| Total stockholders' equity | 26,590,569 | 26,680,259 |
| Total liabilities and |  |  |
| stockholders' equity | \$201, 625,754 | \$213, 265,147 |

See accompanying notes to consolidated financial statements.

## SECURITY NATIONAL FINANCIAL CORPORATION <br> AND SUBSIDIARIES <br> CONSOLIDATED STATEMENTS OF CASH FLOWS <br> (Unaudited)



See accompanying notes to consolidated financial statements.

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SECURITY NATIONAL FINANCIAL CORPORATION AND SUBSIDIARIES
    Notes to Consolidated Financial Statements
                March 31, }199
                    (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 $10-\mathrm{Q}$ 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, 1999, are not necessarily indicative of the results that may be expected for the year ending December 31, 1999. For further information, refer to the consolidated financial statements and footnotes thereto for the year ended December 31, 1998, included in the Company's Annual Report on Form 10-K (file number 0-9341).

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates.

The estimates susceptible to significant change are those used in determining the liability for future policy benefits and claims, those used in determining valuation allowances for mortgage loans on real estate, and those used in determining the estimated future costs for pre-need sales. Although some variability is inherent in these estimates, management believes the amounts provided are adequate.
2. Comprehensive Income

For the three months ended March 31, 1999 and 1998 total comprehensive income (loss) amounted to \$(89,689) and \$568,379, respectively.

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SECURITY NATIONAL FINANCIAL CORPORATION AND SUBSIDIARIES
        Notes to Consolidated Financial Statements
                                    March 31, 1999
                                    (Unaudited)
```


## 3. Capital Stock

In accordance with SFAS 128, the basic and diluted earnings per share amounts were calculated as follows:


There are no dilutive effects on net income for purpose of this calculation.
4. Subsequent Events

The Company's subsidiary, Southern Security received \$719,000 on April 23, 1999 as partial settlement to a lawsuit filed by Southern Security against AEGON US and PFL Life Insurance Company.

# SECURITY NATIONAL FINANCIAL CORPORATION AND SUBSIDIARIES Notes to Consolidated Financial Statements March 31, 1999 (Unaudited) 

```
5. Business Segment
Life
Insurance
        Cemetery/
        Mortuary Mortgage
    For the Three Months Ended
        March 31, 1999
    ---------------------------
    Revenues from external
        customers
        $ 5,609,486
        $ 2,543,302 $ 3,393,470
    Intersegment
        revenues
    Segment profit
        (177,014) 53,326 (136,479)
        Identifiable
        assets
    181,740,571 33,509,562 3,394,944
For the Three Months Ended
    March 31, 1998
-------------------------
    Revenues from external
        customers
    Intersegment
        revenues
    Segment profit
    $ 3,026,623 $ 2,625,997 $ 2,151,521
    261,514
    260,392
    19,662
```


## 5. Business Segment



For the Three Months Ended March 31, 1999

Revenues from external
Intersegment
\$ 8,356
-
\$ 11,554, 614
45,927
201, 625, 754

957, $851 \quad(1,440,538)$

For the Three Months Ended March 31, 1998

| Revenues from external |  |  |  |
| :--- | :---: | :---: | :---: |
| customers | $\$ 3,284$ | $\$$ | -- |
| Intersegment revenues | 189,049 | $(522,630)$ | $--807,425$ |
| Segment profit | 72,597 | -- | 614,165 |

Item 2. Management's Discussion and Analysis

## Overview

The Company's operations over the last several 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 and interest sensitive products; (ii) emphasis on cemetery and mortuary business; and (iii) capitalizing on the strong economy in the western United States by originating and refinancing mortgage loans.

On December 17, 1998, the Company purchased all of the outstanding shares of common stock of Consolidare Enterprises, Inc., ("Consolidare") for a total cost of $\$ 12,248,194$. Consolidare owns approximately $57.4 \%$ of the outstanding shares of common stock of Southern Security Life Insurance Company and all of the outstanding shares of stock of Insuradyne Corp.

The purchase of Consolidare, including its subsidiaries was accounted for using the purchase method of accounting. Thus the results of operations of the Company for the three months ended March 31, 1998 do not include the results of Consolidare. In the Management's Discussion and Analysis of the Results of Operations the results of Consolidare for the three months ended March 31, 1999 have been excluded. See table "Consolidated Statements of Earnings without Consolidare and Subsidiaries" at the end of Management's Discussion and Analysis which shows the effect of excluding the results of Consolidare for the three months ended March 31, 1999, including Consolidare total revenues increased by $\$ 3,748,000$, or $48.0 \%$ to $\$ 11,555,000$ for the three months ended March 31, 1999, from $\$ 7,807,000$ for the three months ended March 31, 1998 and total expenses increased by $\$ 4,316,000$, or $60.0 \%$ to $\$ 11,509,000$ for the three months ended March 31, 1999, from $\$ 7,193,000$ for the three months ended March 31, 1998. The results for Consolidare for the three months ended March 31, 1999 are not necessarily indicative of the results that may be expected for the year ending December 31,

1999, since the Company has not yet realized many of the reduced costs of consolidation of administrative functions and the implementation of new computer systems.

Results of Operations
First Quarter of 1999 Compared to First Quarter of 1998
Total revenues increased by $\$ 1,286,000$, or $16.5 \%$, to $\$ 9,093,000$ for the three months ended March 31, 1999, from \$7,807,000 for the three months ended March 31, 1998. Contributing to this increase in total revenues was a \$1,197,000 increase in mortgage fee income, a $\$ 134,000$ increase in realized gains on investments and a \$40,000 increase in insurance premiums and other considerations. These increases were partially offset by a $\$ 13,000$ decrease in net investment income and an $\$ 83,000$ decrease in net mortuary and cemetery sales.

Insurance premiums and other considerations increased by $\$ 40,000$, or $2.6 \%$, to $\$ 1,598,000$ for the three months ended March 31, 1999, from $\$ 1,558,000$ for the comparable period in 1998. This increase was primarily due to an increase in new business.

Net investment income decreased by $\$ 13,000$, or $.7 \%$, to $\$ 1,831,000$ for the three months ended March 31, 1999, from \$1,844,000 for the comparable period in 1998. This decrease was attributable to a lower yield on the Company's investments.

Net mortuary and cemetery sales decreased by $\$ 83,000$, or $3.4 \%$, to $\$ 2,356,000$ for the three months ended March 31, 1999, from $\$ 2,439,000$ for the comparable period in 1998 . This decrease was the result of a reduction in pre-need and at-need sales.

Mortgage fee income increased by $\$ 1,197,000$, or $62.9 \%$, to $\$ 3,101,000$ for the three months ended March 31, 1999, from \$1,904,000 for the comparable period in 1998. This increase was primarily attributable to more loan originations during the first quarter of 1999 due to the expansion of business activities in new geographic markets.

Total benefits and expenses were $\$ 9,024,000$, or $99.2 \%$ of total revenues for the three months ended March 31 1999, as compared to $\$ 7,193,000$, or $92.1 \%$ of total revenues for the comparable period in 1998.

Death benefits, surrenders and other policy benefits and increase in future policy benefits increased by $\$ 222,000$, or $14.2 \%$, to $\$ 1,786,000$ for the three months ended March 31, 1999, from $\$ 1,564,000$ for the comparable period in 1998. This increase was primarily the result of accumulative interest on policyholder funds and an increase in death claims.

Amortization of deferred policy acquisition costs and cost of insurance acquired decreased by $\$ 4,000$, or $1.3 \%$, to $\$ 293,000$, for the three months ended March 31, 1999, from \$297,000 for the comparable period in 1998. This decrease was in line with the actuarial assumptions.

General and administrative expenses increased by $\$ 1,471,000$ or $32.9 \%$, to $\$ 5,947,000$ for the three months ended March 31, 1999, from $\$ 4,476,000$ for the comparable period in 1998. This increase primarily resulted from an increase in commissions and other expenses due to additional mortgage loan originations having been made by the Company's mortgage subsidiary during the first quarter of 1999 due to the expansion of its business activities in new geographic markets.

Interest expense increased by $\$ 76,000$, or $41.0 \%$, to $\$ 261,000$ for the three months ended March 31, 1999, from $\$ 185,000$ for the comparable period in 1998. This increase was primarily due to the additional bank borrowings required for the acquisition of Consolidare.

Cost of goods and services sold of the mortuaries and cemeteries increased by $\$ 66,000$, or $9.8 \%$, to $\$ 737,000$ for the three months ended March 31, 1999, from $\$ 671,000$ for the comparable period in 1998. This increase was primarily related to an increase in merchandise product prices.

## 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 investments, or sale of other investments. The mortgage subsidiary realizes cash flow from fees generated by originating and refinancing mortgage loans and interest earned on mortgages sold to investors. 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, the maintenance of existing policies, debt service, and operating expenses.

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 predominantly in fixed maturity securities, mortgage loans, and warehouse mortgage loans on a short-term basis before selling the loans to investors in accordance with the requirements and laws governing the life insurance subsidiaries. Bonds owned by the life insurance subsidiaries amounted to \$70,857,000 as of March 31, 1999 compared to $\$ 73,598,000$ as of December 31, 1998. This represents $61 \%$ and $61 \%$ of the total insurance-related investments as of March 31, 1999 and December 31, 1998, respectively. Generally, all bonds owned by the life insurance subsidiaries are rated by the National Association of Insurance Commissioners. Under this rating system, there are six categories used for rating bonds. At March 31, 1999, .65\% ( $\$ 460,000$ ) and at December 31, 1998, . $63 \%$ ( $\$ 460,000$ ) of the Company's total investment in bonds were invested in bonds in rating categories three through six, which are considered non-investment grade.

The Company has classified certain of its fixed income securities, including high-yield securities, in its portfolio as available for sale, with the remainder classified as held to maturity. However, in accordance with Company policy, any such securities purchased in the future will be classified as held 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 short-term investment grade securities before liquidating higher-yielding longer term securities.

The Company is subject to risk based capital guidelines established by statutory regulators requiring minimum capital levels based on the perceived risk of assets, liabilities, disintermediation, and business risk. At March 31, 1999 and December 31, 1998, the life insurance subsidiary exceeded the regulatory criteria.

The Company's total capitalization of stockholders' equity and bank debt and notes payable was $\$ 37,356,000$ as of March 31, 1999 as compared to $\$ 41,990,000$ as of December 31, 1998. Stockholders' equity as a percent of capitalization increased to $71 \%$ as of March 31, 1999 from 64\% as of December 31, 1998.

Lapse rates measure the amount of insurance terminated during a particular period. The Company's lapse rate for life insurance in 1998 was $6.0 \%$ as compared to a rate of $11.7 \%$ for 1997. The 1999 lapse rate is approximately the same as 1998.

At March 31, 1999, \$20,243,000 of the Company's consolidated stockholders' equity represents the statutory stockholders' equity of the Company's life insurance subsidiaries. The life insurance subsidiary cannot pay a dividend to its parent company without the approval of insurance regulatory authorities.

Year 2000 Issues

The Company is aware of the issues associated with the programming code in existing computer systems as the millennium (Year 2000) approaches. The Year 2000 problem is pervasive and complex as virtually every computer operation will be affected in some way by the rollover of the two digit year value to 00 . The issue is whether computer systems will properly recognize date sensitive information when the year changes to 2000. Systems that do not properly recognize such information could generate erroneous data or cause a system to fail.

The Company's insurance operations have two different administrative systems for its insurance operations. The system used for Security National Life Insurance Company was converted to a Year 2000 compliant version in the fourth quarter of 1998. The Company expended approximately $\$ 52,000$ for the conversion to this latest version. As part of the acquisition of Southern Security Life Insurance Company ("Southern Security"), the Company purchased a new system which is Year 2000 compliant. The Company successfully converted Southern Security's existing system to the new system on January 1, 1999. The Company paid in 1998 approximately $\$ 1$ million for this new system.

The Company's mortgage subsidiary uses a Year 2000 compliant system. The Company's mortuary and cemetery operations converted to the latest version for Year 2000 software during March 1999. The Company's general accounting and payroll systems were converted to Year 2000 versions during March 1999. The cost for these conversions were not significant to consolidated net income.

The anticipated future costs of addressing potential Year 2000 problems are not currently expected to have a material adverse impact on the Company's financial position, results of operations or cash flows in future periods. However, if the Company, its customers or vendors are unable to resolve such processing issues in a timely manner, it could result in a material financial risk. Management believes that manual policy and claims administration could be performed in the unlikely event that one or more of its systems did not function.

The Company has tested each personal computer being used for Year 2000 compliance and has installed or replaced the necessary software to meet compliance. The Company is monitoring the progress of third party vendors which the Company relies upon, such as software suppliers, telephone equipment and communication suppliers, electricity suppliers, natural gas suppliers, banks, brokers, U.S. Postal Service and express mail services. The Company is not aware of any of its suppliers that will not be Year 2000 compliant and will continue to monitor and make the necessary contingency plans where needed. The Company is aware of the risks associated with any of its internal systems or those of its suppliers that are not Year 2000 compliant.

Item 3. Quantitative and Qualitative Disclosure of Market Risk

There have been no significant changes since the annual report Form 10-K filed for the year ended December 31, 1998.

## SECURITY NATIONAL FINANCIAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF EARNINGS <br> Without Consolidare and Subsidiaries For the Three Months Ended March 31, 1999 and 1998 (Unaudited)

| REVENUES: | 1999 | 1998 | $\begin{gathered} \text { Consolidare } \\ \text { and } \\ \text { Subsidiaries } \\ 1999 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| Insurance premiums |  |  |  |
| and other considerations | \$3, 349,416 | \$1, 558, 065 | \$1, 751, 040 |
| Net investment income | 2,541,565 | 1,844,154 | 710,754 |
| Net mortuary and cemetery income | 2,355,618 | 2,439, 292 | -- |
| Realized gains on investments and other assets | 169,693 | 36,046 | -- |
| Mortgage fee income | 3,101,402 | 1,903,946 | -- |
| Other | 36,920 | 25,922 | -- |
| Total Revenues | 11,554,614 | 7,807,425 | 2,461,794 |
| BENEFITS AND EXPENSES: |  |  |  |
| Death benefits | 990, 810 | 510, 348 | 284,159 |
| Surrenders and other |  |  |  |
| Increase in future policy benefits | 842,179 | 754,390 | 127,104 |
| Amortization of deferred policy acquisition costs and cost of insurance acquired | 1,304,553 | 296, 527 | 1,012,001 |
| General and administrative expenses: |  |  |  |
| Commissions | 2,426,101 | 1,554,933 | 53,168 |
| Salaries | 1,790,153 | 1,263, 270 | 106,400 |
| Other | 1,943,659 | 1,658, 126 | 52,851 |
| Interest expense | 261, 262 | 185, 298 | -- |
| Cost of mortuaries and cemeteries goods and services sold | 736,831 | 670,879 | -- |
| Total benefits and expenses | 11,508,687 | 7,193,260 | 2,484,314 |
| Earnings before income taxes | 45,927 | 614,165 | $(22,520)$ |
| Income tax (expense) benefit | 11,981 | $(135,255)$ | 47,981 |
| Minority interest in loss |  |  |  |
| of subsidiary | 31,119 | -- | 31,119 |
| Net earnings | \$ 89,027 | \$ 478,910 | \$ 56,580 |

## SECURITY NATIONAL FINANCIAL CORPORATION AND SUBSIDIARIES <br> CONSOLIDATED STATEMENTS OF EARNINGS <br> Without Consolidare and Subsidiaries <br> For the Three Months Ended March 31, 1999 and 1998 <br> (Unaudited)



## Part II Other Information:

Item 1. Legal Proceedings
NONE
Item 2. Changes in Securities
NONE
Item 3. Defaults Upon Senior Securities
NONE

Item 4. Submission of Matters to a Vote of Security Holders
NONE

Item 5. Other Information

NONE

Item 6. Exhibits and Reports on Form 8-K
(a) Exhibits
3. A. Articles of Restatement of Articles of Incorporation (8)
B. Bylaws (1)
4. A. Specimen Class A Stock Certificate (1)
B. Specimen Class C Stock Certificate (1)
C. Specimen Preferred Stock Certificate and Certificate of Designation of Preferred Stock (1)
10. A. Restated and Amended Employee Stock Ownership Plan and Trust Agreement (1)
B. Deferred Compensation Agreement with George R. Quist (2)
C. 1993 Stock Option Plan (3)
D. Promissory Note with Key Bank of Utah (4)
E. Loan and Security Agreement with Key Bank of Utah (4)
F. General Pledge Agreement with Key Bank of Utah (4)
G. Note Secured by Purchase Price Deed of Trust and Assignment of Rents with the Carter Family Trust and the Leonard M. Smith Family Trust (5)
H. Deed of Trust and Assignment of Rents with the Carter Family Trust and the Leonard M. Smith Family Trust (5)
I. Promissory Note with Page and Patricia Greer (6)
J. Pledge Agreement with Page and Patricia Greer (6)
K. Promissory Note with Civil Service Employees Insurance Company (7)
L. Deferred Compensation Agreement with William C. Sargent (8)
M. Employment Agreement with Scott M. Quist. (8)
N. Acquisition Agreement with Consolidare Enterprises, Inc., and certain shareholders of Consolidare. (9)
0. Agreement and Plan of Merger between Consolidare Enterprises, Inc., and SSLIC Holding Company. (10)
P. Administrative Services Agreement with Southern Security Life Insurance Company. (11)
Q. Promissory Note with George R. Quist. (12)
(1) Incorporated by reference from Registration Statement on Form S-1, as filed on June 29, 1987.
(2) Incorporated by reference from Annual Report on Form 10-K, as filed on March 31, 1989.
(3) Incorporated by reference from Annual Report on Form 10-K, as filed on March 31, 1994.
(4) Incorporated by reference from Report on Form 8-K, as filed on February 24, 1995.
(5) Incorporated by reference from Annual Report on Form 10K, as filed on March 31, 1995.
(6) Incorporated by reference from Report on Form $8-\mathrm{K}$, as filed on May 1, 1995.
(7) Incorporated by reference from Report on Form 8-K, as filed on January 16, 1996.
(8) Incorporated by reference from Annual Report on Form 10-K, as filed on March 31, 1998.
(9) Incorporated by reference from Report on Form 8-K, as filed on May 11, 1998.
(10) Incorporated by reference from Report on Form 8-K, as filed on January 4, 1999.
(11) Incorporated by reference from Report on Form 8-K, as filed on March 4, 1999.
(12) Incorporated by reference from Annual Report on Form $10-\mathrm{K}$, as filed on April 14, 1999.
27. Financial Data Schedule
(b) Reports on Form 8-K:

On January 4, 1998, the Company filed a report on Form 8-K regarding the acquisition of Consolidare Enterprises, Inc.

On March 5, 1999, the Company filed a report on Form 8-K/A-1 regarding the acquisition of Consolidare Enterprises, Inc.

Pursuant to the requirements of the Securities 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


3-MOS
DEC-31-1998
MAR-31-1999
28,129, 196
27,635,196
28,129,196
5,117,245
13,709,351
8,000,755
115, 061, 417
4,100,103
0
10,474,934
201,625, 754
1,408,663
2,294,690
1, 915, 048
131,507, 620
3,345,573
0
0
10,323,979
16,266,590
$201,625,754$

$$
3,349,416
$$

2,541,565
169, 693 5,493,940 2,203,949
0
0
45,927
$(11,981)$
89, 027
$0^{0}$
0
0
89, 027
. 02
.02

0
0
0
${ }_{0}^{0}$
0

