

Number of Plans Sold of Pre-Need Corporations for Third Quarter 2011	Total		Pension		Memorial / Life / Cremation		Education	
	No. of Plans Sold	Plan Value/Contract Price (PM)	No. of Plans Sold	Plan Value/Contract Price (PM)	No. of Plans Sold	Plan Value/Contract Price (PM)	No. of Plans Sold	Plan Value/Contract Price (PM)
<i>July</i>	33,507	1,482.19	984	234.11	32,095	1,195.89	428	52.19
<i>August</i>	35,816	1,444.01	1,098	142.56	34,198	1,244.46	520	56.99
<i>September</i>	36,354	1,413.66	1,198	170.56	34,621	1,178.72	535	64.38
	105,677	4,340	3,280	547.23	100,914	3,619.07	1,483	173.56