

Closing Out 2026 With A Plan For What's Next

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Closing Out The Year With A Plan For What's Next

As we find ourselves in the fourth quarter already, many deathcare firms are turning their attention to 2027. This is the time for setting growth targets, evaluating what worked this year and making sure preneed portfolios are positioned to support what comes next.

Setting an ambitious goal is the easy part. Getting there requires a clear look at your trust's financial health, documentation and preneed operating structure: the foundation everything else is built on.

In the final quarter of the year, we're looking at what it takes to turn strategic ambition in 2027 into a funded reality, and why strong trust administration is the infrastructure that makes growth possible. Keep an eye out for our article in *The Director* (November) for more guidance.

We're also excited to share an update on PRISM, and we hope to see many of you later this month at NFDA in Charlotte, where you can preview the latest and greatest version of PRISM.

As always, thank you for trusting FSI with the programs that support your families and your business.

We look forward to closing out the year on a strong note,



Jack Hirsch
President, Funeral Services, Inc.



Unclaimed Cremated Remains Are The Liability In Your Funeral Home Closet



By Wendy Russell Wiener, WRW Legal

What makes cremated remains “unclaimed”? Nearly every funeral home and many crematories in the U.S. face this problem. Knowing what, and when, cremated remains are considered “unclaimed” can be addressed by your state law. The second step is navigating the unclaimed remains lawfully.

The lawyers of WRW Legal untangle this complex challenge and provide a step-by-step guide to resolve unclaimed cremated remains, while keeping it from becoming a recurring problem in the future.

Keep an eye out for the October issue of Memento Mori for guidance on this important topic.

Prism 2.0: An All-New Design Is Coming



Later this year, we'll roll out PRISM 2.0, an all-new design with more horsepower. PRISM 2.0 is FSI's secure, mobile-friendly platform, rebuilt for ease of use, giving you full control of your trust and sales programs in just a few clicks.

What's coming:

- **24/7 access:** Web eContract entry, day or night
- **Anywhere, any device:** Just an internet connection is needed
- **One consistent experience:** User-friendly on every screen
- **Flexible payments:** One-time or scheduled recurring

Take it for a test drive at the 2026 NFDA International Convention & Expo at Booth 1515.

■ FEATURED INSIGHT/CLIENT STORY

Locking In Future Services For Your Deathcare Firm

The unpredictability of at-need revenue is a reality every funeral home has to plan for. In this article with Memento Mori, FSI EVP of Client Relations Michael Faherty makes the case for treating preneed trust administration as a strategic foundation rather than a compliance afterthought.

With preneed contracts already accounting for a meaningful share of revenue, the firms with the cleanest data and the most consistent processes are the ones best positioned to grow in 2027 and beyond.

[Click Here | Read Full Story](#)

■ CONFERENCE SEASON

Where To Find Us This Fall

We hope to connect with you at the [NFDA International Convention & Expo](#) from October 25-28 in Charlotte, NC.

Visit us at Booth 1515 to test out PRISM 2.0 and meet our team. Stop by our booth or reach out to our team to schedule some time together.





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End the year strong.
Start 2027 prepared.

Contact our team today to review your preneed program's
funding status and readiness heading into next year.

Contact Us Today

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