



Concorde Investment Services, LLC

01/27/2017  
Page No. 1

# COMMISSION STATEMENT

January 31, 2017

JOSEPH (TERRY) MANN  
219 E. 31st Street

BROKER #: M132  
BRANCH: JOSEPH "TERRY" MANN

Savannah, GA 31401

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<b><u>BROKER TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: MUTUAL FUNDS</u></b>								
01/04/2017	MANN, JASON	ALLIANZ GLOBAL WATER A	0.00	0.67	0.00	0.67	91.0	0.61
01/04/2017	MANN, JASON	ALLIANZ RCM GLOBAL SMALL CAP A	0.00	2.35	0.00	2.35	91.0	2.14
01/04/2017	MANN, JASON	ALLIANZGI FOCUSED GROWTH A	0.00	1.41	0.00	1.41	91.0	1.28
01/10/2017	BAILEY, PATRICIA	AM FUNDS AMCAP A	150.00	7.50	0.00	7.50	91.0	6.83
01/17/2017	COLLINS, REGENA	AM FUNDS AMCAP A	65.00	2.76	0.00	2.76	91.0	2.51
01/17/2017	COLLINS, JAMES	AM FUNDS AMCAP A	60.00	2.55	0.00	2.55	91.0	2.32
01/17/2017	PAI, ANITHA	AM FUNDS AMCAP C	125.00	1.25	0.00	1.25	91.0	1.14
01/17/2017	REARDON, MARK	AM FUNDS AMERICAN BALANCED A	200.00	10.00	0.00	10.00	91.0	9.10
01/17/2017	VERMA, ADI	AM FUNDS BOND FUND OF AMERICA A	200.00	6.00	0.00	6.00	91.0	5.46
01/17/2017	VERMA, ADI	AM FUNDS BOND FUND OF AMERICA A	200.00	6.00	0.00	6.00	91.0	5.46
01/10/2017	BAILEY, PATRICIA	AM FUNDS EUROPACIFIC GROWTH FUND A	150.00	7.50	0.00	7.50	91.0	6.83
01/17/2017	MOORE, MAX	AM FUNDS EUROPACIFIC GROWTH FUND A	100.00	2.75	0.00	2.75	91.0	2.50
01/17/2017	COLLINS, REGENA	AM FUNDS EUROPACIFIC GROWTH FUND A	60.00	2.55	0.00	2.55	91.0	2.32
01/17/2017	COLLINS, JAMES	AM FUNDS EUROPACIFIC GROWTH FUND A	60.00	2.55	0.00	2.55	91.0	2.32
01/17/2017	ARCHER, ISABEL	AM FUNDS EUROPACIFIC GROWTH FUND C	125.00	1.25	0.00	1.25	91.0	1.14
01/17/2017	ARCHER, JACOB	AM FUNDS EUROPACIFIC GROWTH FUND C	900.00	9.00	0.00	9.00	91.0	8.19
01/17/2017	NEUHAUSER, MITCH	AM FUNDS GROWTH FUND OF AMERICA 529	50.00	1.00	0.00	1.00	91.0	0.91
01/20/2017	POHLMANN, STEVEN	AM FUNDS GROWTH FUND OF AMERICA A	50.00	2.13	0.00	2.13	91.0	1.94
01/17/2017	ARCHER, ISABEL	AM FUNDS GROWTH FUND OF AMERICA C	50.00	0.50	0.00	0.50	91.0	0.46
01/17/2017	HEALEY, VAUGHN	AM FUNDS GROWTH PORT C	50.00	0.50	0.00	0.50	91.0	0.46
01/17/2017	HEALEY, ASHLEY	AM FUNDS GROWTH PORT C	50.00	0.50	0.00	0.50	91.0	0.46
01/17/2017	PAI, ANITHA	AM FUNDS NEW ECONOMY C	125.00	1.25	0.00	1.25	91.0	1.14
01/17/2017	COLLINS, REGENA	AM FUNDS NEW PERSPECTIVE A	60.00	2.55	0.00	2.55	91.0	2.32
01/17/2017	COLLINS, JAMES	AM FUNDS NEW PERSPECTIVE A	65.00	2.76	0.00	2.76	91.0	2.51
01/17/2017	ARCHER, ISABEL	AM FUNDS NEW PERSPECTIVE C	125.00	1.25	0.00	1.25	91.0	1.14
01/17/2017	ARCHER, ISABEL	AM FUNDS NEW PERSPECTIVE C	50.00	0.50	0.00	0.50	91.0	0.46

NOTES: \* - Indicates adjustment is not included in 1099 Earnings  
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 ^Date - Split Trade - full Investment Amount & Gross Commission displayed

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<b><u>BROKER TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: MUTUAL FUNDS</u></b>								
01/17/2017	ARCHER, JACOB	AM FUNDS NEW PERSPECTIVE C	50.00	0.50	0.00	0.50	91.0	0.46
01/17/2017	PAI, ANITHA	AM FUNDS SMALLCAP WORLD C	125.00	1.25	0.00	1.25	91.0	1.14
01/17/2017	GALLAGHER, MICHAEL	AMERICAN FD GLOBAL GROWTH PORTFOLIO	50.00	1.38	0.00	1.38	91.0	1.26
01/17/2017	NEUHAUSER, MITCHELL	AMERICAN FUNDS GLOBAL GROWTH PF C	50.00	0.50	0.00	0.50	91.0	0.46
01/17/2017	MANI, CHANDRAMOULI	AMERICAN FUNDS GLOBAL GROWTH PF C	400.00	4.00	0.00	4.00	91.0	3.64
01/04/2017	TROWBRIDGE, SCOTT	CALVERT BOND PORT A	0.00	3.19	0.00	3.19	91.0	2.90
01/04/2017	TROWBRIDGE, SCOTT	CALVERT HIGH YIELD BOND C	0.00	30.71	0.00	30.71	91.0	27.95
01/04/2017	GODLESKI, KEVIN	CALVERT ULTRA SHORT INCOME FD CL A	0.00	7.67	0.00	7.67	91.0	6.98
01/20/2017	MOORE, THOMAS	FIDELITY ADV MATERIALS C	250.00	2.50	0.00	2.50	91.0	2.28
01/20/2017	MOORE, THOMAS	FIDELITY ADV MEGA CAP STOCK	250.00	2.50	0.00	2.50	91.0	2.28
01/17/2017	NEUHAUSER, MITCHELL & STAC	FRANKLIN GROWTH OPPORTUNITIES FUND	100.00	1.00	0.00	1.00	91.0	0.91
01/01/2017	MOSS, KAREN	INVESCO BALANCED RISK ALLOCATION A	0.00	2.74	0.00	2.74	91.0	2.49
01/01/2017	DUNLAP, TONY	INVESCO DEVELOPING MKTS C	0.00	3.01	0.00	3.01	91.0	2.74
01/01/2017	DUNLAP, TONY	INVESCO DIVERSIFIED DIVIDEND FD-CL	0.00	41.15	0.00	41.15	91.0	37.45
01/01/2017	HOFFMAN, LISA	INVESCO EQUALLY WEIGHTED S&P 500 A	0.00	4.10	0.00	4.10	91.0	3.73
01/01/2017	MILLER, MEREDITH	INVESCO EQUALLY WEIGHTED S&P 500 A	0.00	0.87	0.00	0.87	91.0	0.79
01/01/2017	KASIAN, JUSTIN PETER	INVESCO EQUALLY-WGHTED S&P 500 FD-C	0.00	14.50	0.00	14.50	91.0	13.20
01/01/2017	KASIAN, JUSTIN PETER	INVESCO INTERNATIONAL CORE EQUITY A	0.00	0.35	0.00	0.35	91.0	0.32
01/01/2017	HOFFMAN, LISA	INVESCO INTERNATIONAL GROWTH A	0.00	0.23	0.00	0.23	91.0	0.21
01/01/2017	MOSS, JANICE	INVESCO MONEY MARKET C	0.00	1.56	0.00	1.56	91.0	1.42
01/01/2017	HRITZ, GAIL	INVESCO MONEY MARKET C	0.00	0.07	0.00	0.07	91.0	0.06
01/01/2017	HOFFMAN, LISA	INVESCO SMALL COMPANIES FD -A	0.00	4.01	0.00	4.01	91.0	3.65
01/03/2017	ZARAPKAR, SAUDAMINI	MFS AGGRESSIVE GROWTH ALLOCATION A	0.00	3.50	0.00	3.50	91.0	3.19
01/03/2017	ZARAPKAR, SAUDAMINI	MFS EMERGING MARKETS EQUITY A	0.00	1.54	0.00	1.54	91.0	1.40
01/03/2017	ZARAPKAR, SAUDAMINI	MFS GLOBAL REAL ESTATE FUND A	0.00	1.10	0.00	1.10	91.0	1.00
01/03/2017	ZARAPKAR, SAUDAMINI	MFS INTERNATIONAL DISCOVERY A	0.00	3.92	0.00	3.92	91.0	3.57
01/03/2017	ZARAPKAR, SAURABH	MFS INTERNATIONAL DIVERSIFICATION A	0.00	1.24	0.00	1.24	91.0	1.13
01/03/2017	ZARAPKAR, SAUDAMINI	MFS MIDCAP GROWTH A	0.00	0.12	0.00	0.12	91.0	0.11
01/03/2017	ZARAPKAR, SAUDAMINI	MFS NEW DISCOVERY A	0.00	3.47	0.00	3.47	91.0	3.16
01/03/2017	ZARAPKAR, SAURABH	MFS NEW DISCOVERY VALUE FUND-A	0.00	1.24	0.00	1.24	91.0	1.13
01/03/2017	GA, UTMA	MFS TECHNOLOGY FUND A	0.00	1.81	0.00	1.81	91.0	1.65
01/03/2017	ZARAPKAR, SAUDAMINI	MFS TECHNOLOGY FUND A	0.00	0.80	0.00	0.80	91.0	0.73
01/03/2017	ZARAPKAR, SAURABH	MFS TECHNOLOGY FUND A	0.00	1.91	0.00	1.91	91.0	1.74

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<b><u>BROKER TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: MUTUAL FUNDS</u></b>								
01/03/2017	ZARAPKAR, SAUDAMINI	MFS VALUE A	0.00	0.81	0.00	0.81	91.0	0.74
01/03/2017	ZARAPKAR, SAURABH	MFS VALUE A	0.00	1.83	0.00	1.83	91.0	1.67
01/03/2017	GAMBRELL, PERRY	OPPENHEIMER DISCOVERY C	292.38	2.92	0.00	2.92	91.0	2.66
01/06/2017	HUNSTIGER, SELINA	PIMCO ALL ASSET ALL AUTHORITY FUND	0.00	2.32	0.00	2.32	91.0	2.11
01/06/2017	HUNSTIGER, SELINA	PIMCO ALL ASSET ALL AUTHORITY FUND	0.00	6.02	0.00	6.02	91.0	5.48
01/06/2017	BECKNER, LINSА	PIMCO ALL ASSET ALL AUTHORITY FUND	0.00	1.28	0.00	1.28	91.0	1.16
01/06/2017	BECKNER, LINSА	PIMCO ALL ASSET ALL AUTHORITY FUND	0.00	3.33	0.00	3.33	91.0	3.03
01/06/2017	HUNSTIGER, SELINA	PIMCO FUNDAMENTAL INDEXPLUS AR C	0.00	3.51	0.00	3.51	91.0	3.19
01/06/2017	HUNSTIGER, SELINA	PIMCO FUNDAMENTAL INDEXPLUS AR C	0.00	9.12	0.00	9.12	91.0	8.30
01/06/2017	BECKNER, LINSА	PIMCO INCOME FUND C	0.00	1.14	0.00	1.14	91.0	1.04
01/06/2017	BECKNER, LINSА	PIMCO INCOME FUND C	0.00	2.95	0.00	2.95	91.0	2.68
01/06/2017	BLANCHARD JR, MALCOLM	PIMCO INCOME FUND C	0.00	7.44	0.00	7.44	91.0	6.77
01/06/2017	BLANCHARD JR, MALCOLM	PIMCO INCOME FUND C	0.00	19.35	0.00	19.35	91.0	17.61
01/06/2017	MANN, JASON	PIMCO INTL STOCK PLUS TR STRATEGY A	0.00	2.52	0.00	2.52	91.0	2.29
01/06/2017	BECKNER, LINSА	PIMCO INVESTMENT GRADE CORP BOND C	0.00	5.85	0.00	5.85	91.0	5.32
01/06/2017	BECKNER, LINSА	PIMCO INVESTMENT GRADE CORP BOND C	0.00	15.22	0.00	15.22	91.0	13.85
01/06/2017	MANN, JASON	PIMCO STOCK PLUS FUND A	0.00	2.04	0.00	2.04	91.0	1.86
01/06/2017	BECKNER, LINSА	PIMCO STOCKSPUS C	0.00	0.18	0.00	0.18	91.0	0.16
01/06/2017	BECKNER, LINSА	PIMCO STOCKSPUS C	0.00	0.33	0.00	0.33	91.0	0.30
01/06/2017	BECKNER, LINSА	PIMCO TOTAL RETURN C	0.00	0.20	0.00	0.20	91.0	0.18
01/06/2017	BECKNER, LINSА	PIMCO TOTAL RETURN C	0.00	0.52	0.00	0.52	91.0	0.47
<b>* MUTUAL FUNDS SUBTOTAL *</b>			<b>\$4,637.38</b>	<b>\$316.35</b>	<b>\$0.00</b>	<b>\$316.35</b>		<b>\$287.95</b>
<b><u>PRODUCT CATEGORY: LIFE INSURANCE</u></b>								
01/03/2017	HENDRICKS, WILLIAM	PAC LIFE VUL	75.00	0.75	0.00	0.75	91.0	0.68
01/03/2017	PAI, ANITHA	PAC LIFE VUL	138.17	2.76	0.00	2.76	91.0	2.51
01/03/2017	PAI, ANITHA	PAC LIFE VUL	86.83	1.74	0.00	1.74	91.0	1.58
01/09/2017	PAI, YOGISH	PAC LIFE VUL	700.00	14.00	0.00	14.00	91.0	12.74
01/10/2017	MANN, JOSEPH(TERRY)	PAC LIFE VUL	300.00	6.00	0.00	6.00	91.0	5.46
01/12/2017	GALLAGHER, MICHAEL	PAC LIFE VUL	475.00	9.50	0.00	9.50	91.0	8.65
01/13/2017	DUNLAP, TONY	PAC LIFE VUL	90.00	1.80	0.00	1.80	91.0	1.64
01/13/2017	VERMA, ANAND	PAC LIFE VUL	500.00	10.00	0.00	10.00	91.0	9.10
<b>* LIFE INSURANCE SUBTOTAL *</b>			<b>\$2,365.00</b>	<b>\$46.55</b>	<b>\$0.00</b>	<b>\$46.55</b>		<b>\$42.36</b>

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<b><u>BROKER TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u></b>								
12/31/2016	GODLESKI, KEVIN	ASCENSUS 529 TRAILS	0.00	13.86	0.00	13.86	91.0	12.61
* MUTUAL FUND 12B1 TRAILS SUBTOTAL *			\$0.00	\$13.86	\$0.00	\$13.86		\$12.61
<b><u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u></b>								
01/17/2017	PAI, ANITHA	PAC LIFE PORTFOLIOS	0.00	10.00	0.00	10.00	91.0	9.10
01/20/2017	KRAUS, JOHN	PAC LIFE VALUE	0.00	66.99	0.00	66.99	91.0	60.96
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *			\$0.00	\$76.99	\$0.00	\$76.99		\$70.06
*** BROKER TRANSACTIONS TOTAL ***			\$7,002.38	\$453.75	\$0.00	\$453.75		\$412.98

**ADJUSTMENTS**

01/31/2017	*AUDIT FEE: BRANCH EXAM	0.00						-1,521.17
	*** ADJUSTMENTS TOTAL ***	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$-1,521.17

**BROKER COMMISSION TOTALS**

Broker Transactions	\$412.98
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$-1,521.17
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

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THERE WILL BE NO CHECK THIS PERIOD

Balance Forward	\$-1,108.19
Year-to-date Gross	\$6,605.49
Year-to-date Earnings	\$6,069.37

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