

**COMMISSION STATEMENT****December 15, 2017**DAVID KERN  
4321 Flagstaff CoveBROKER #: K123  
BRANCH: DAVID KERN

Fort Wayne, IN 46815

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<b><u>DIRECT TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b>								
11/27/2017	KERN, DAVID	AMERITAS LOWLOAD VUL	9,952.07	0.83	0.00	0.83	90.0	0.75
11/27/2017	KERN, BENJAMIN	AMERITAS LOWLOAD VUL	16,661.55	1.38	0.00	1.38	90.0	1.24
12/01/2017	KERN, BRIAN	AMERITAS LOWLOAD VUL	655.97	0.05	0.00	0.05	90.0	0.05
12/04/2017	SCHENKEL, JOHN	AMERITAS LOWLOAD VUL	1,311.56	0.11	0.00	0.11	90.0	0.10
11/30/2017	KERN, DAVID	JNL ELITE ACCESS	18,038.84	3.76	0.00	3.76	90.0	3.38
11/30/2017	KERN, DAVID	JNL ELITE ACCESS	28,608.21	23.84	0.00	23.84	90.0	21.46
11/30/2017	KERN, BENJAMIN	JNL ELITE ACCESS	29,437.11	6.13	0.00	6.13	90.0	5.52
11/30/2017	KERN, BENJAMIN	JNL ELITE ACCESS	124,741.67	103.95	0.00	103.95	90.0	93.56
11/30/2017	LINDQUIST FAMILY TRUST, MICAH	JNL ELITE ACCESS	168,774.49	140.65	0.00	140.65	90.0	126.59
11/30/2017	BUTCHER, JACK	JNL ELITE ACCESS	821,522.74	684.60	0.00	684.60	90.0	616.14
11/30/2017	KERN, BRIAN	JNL ELITE ACCESS	46,914.01	39.10	0.00	39.10	90.0	35.19
11/30/2017	RIEBE, PATRICIA	JNL ELITE ACCESS	172,673.61	143.89	0.00	143.89	90.0	129.50
11/30/2017	SVOBODA, JOYCE	JNL ELITE ACCESS	36,595.29	30.50	0.00	30.50	90.0	27.45
11/30/2017	MILLER, LAVERN	JNL ELITE ACCESS	28,311.29	23.59	0.00	23.59	90.0	21.23
11/30/2017	MILLER, JEAN	JNL ELITE ACCESS	12,315.85	10.26	0.00	10.26	90.0	9.23
11/30/2017	BRIEGEL, WILLIAM	JNL ELITE ACCESS	17,303.22	14.42	0.00	14.42	90.0	12.98
11/30/2017	JOHNSON, JULIE	JNL ELITE ACCESS	16,435.99	13.70	0.00	13.70	90.0	12.33
11/30/2017	FORTNEY, ELIZABETH	JNL ELITE ACCESS	32,841.92	27.37	0.00	27.37	90.0	24.63
11/30/2017	JOHNSON, MARGAUX	JNL ELITE ACCESS	6,411.18	5.34	0.00	5.34	90.0	4.81
11/30/2017	SMITH, STEPHANIE	JNL ELITE ACCESS	20,237.11	16.86	0.00	16.86	90.0	15.17
11/30/2017	FREISTROFFER, HENRY	JNL ELITE ACCESS	7,652.10	6.38	0.00	6.38	90.0	5.74
11/30/2017	COLLENTINE, CARYL	JNL ELITE ACCESS	4,739.00	3.95	0.00	3.95	90.0	3.56
11/30/2017	COLLENTINE, SEAN	JNL ELITE ACCESS	4,750.12	3.96	0.00	3.96	90.0	3.56
11/30/2017	ROY, SHARI	JNL ELITE ACCESS	45,389.33	37.82	0.00	37.82	90.0	34.04
11/30/2017	KERN, LEESA	JNL ELITE ACCESS	40,410.81	33.68	0.00	33.68	90.0	30.31
11/30/2017	CONNER, ANDREW	JNL ELITE ACCESS	7,824.38	6.52	0.00	6.52	90.0	5.87

NOTES: \* - Indicates adjustment is not included in 1099 Earnings

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^Date - Split Trade - full Investment Amount &amp; Gross Commission displayed

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<b><u>DIRECT TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b>								
11/30/2017	CONNER, ANDREW	JNL ELITE ACCESS	9,608.29	8.01	0.00	8.01	90.0	7.21
11/30/2017	HURLEY, JOHN	JNL ELITE ACCESS	17,844.31	14.87	0.00	14.87	90.0	13.38
11/30/2017	DELLINGER, EMMA	JNL ELITE ACCESS	153,076.59	127.56	0.00	127.56	90.0	114.80
11/30/2017	OBERLIN, DOUGLAS	JNL ELITE ACCESS	23,995.87	20.00	0.00	20.00	90.0	18.00
11/30/2017	SIMS, SUSAN	JNL ELITE ACCESS	4,652.78	3.88	0.00	3.88	90.0	3.49
11/30/2017	BLESSING, THOMAS	JNL ELITE ACCESS	70,739.48	58.95	0.00	58.95	90.0	53.06
11/30/2017	AKPABIO, UWEM	JNL ELITE ACCESS	95,273.93	79.39	0.00	79.39	90.0	71.45
11/30/2017	REBMAN, MONA	JNL ELITE ACCESS	6,236.75	5.20	0.00	5.20	90.0	4.68
11/30/2017	FREISTROFFER, HENRY	JNL ELITE ACCESS	7,455.69	6.21	0.00	6.21	90.0	5.59
11/30/2017	ROGERS, JOHN	JNL ELITE ACCESS	12,255.69	10.21	0.00	10.21	90.0	9.19
11/30/2017	ROGERS, ADRIENNE	JNL ELITE ACCESS	12,255.70	10.21	0.00	10.21	90.0	9.19
11/30/2017	ROGERS, ADRIENNE	JNL ELITE ACCESS	173,847.69	144.87	0.00	144.87	90.0	130.38
11/30/2017	WHITELEATHER, TRACY	JNL ELITE ACCESS	115,112.15	95.93	0.00	95.93	90.0	86.34
11/30/2017	WHITELEATHER, KEVIN	JNL ELITE ACCESS	14,499.75	12.08	0.00	12.08	90.0	10.87
11/30/2017	KELTY, SANDRA	JNL ELITE ACCESS	22,747.24	18.96	0.00	18.96	90.0	17.06
11/30/2017	RIEBE, PATRICIA	JNL ELITE ACCESS	6,805.91	5.67	0.00	5.67	90.0	5.10
11/30/2017	KELTY, SUSAN	JNL ELITE ACCESS	416,860.38	347.38	0.00	347.38	90.0	312.64
11/30/2017	HOVERMAN, ANDREA	JNL ELITE ACCESS	10,182.02	8.49	0.00	8.49	90.0	7.64
11/30/2017	HOVERMAN, BRYAN	JNL ELITE ACCESS	12,450.83	10.38	0.00	10.38	90.0	9.34
11/30/2017	FORTNEY, ELIZABETH	JNL ELITE ACCESS	6,811.25	5.68	0.00	5.68	90.0	5.11
12/01/2017	FORTNEY, ELIZABETH	JNL ELITE ACCESS	400.00	5.00	0.00	5.00	90.0	4.50
11/30/2017	KERN, DAVID	JNL ELITE ACCESS W/ LIQUIDITY	39,399.12	32.83	0.00	32.83	90.0	29.55
11/30/2017	WOODHAMS, JACK	JNL ELITE ACCESS W/ LIQUIDITY	40,661.95	33.88	0.00	33.88	90.0	30.49
11/30/2017	JOHNSON, THEODORE	JNL ELITE ACCESS W/ LIQUIDITY	6,325.48	5.27	0.00	5.27	90.0	4.74
11/30/2017	ROY, RICHARD	JNL ELITE ACCESS W/ LIQUIDITY	25,916.85	21.60	0.00	21.60	90.0	19.44
11/30/2017	PAYNE, MARTHA	JNL ELITE ACCESS W/ LIQUIDITY	10,259.72	8.55	0.00	8.55	90.0	7.70
11/30/2017	COLE, NANCY	JNL ELITE ACCESS W/ LIQUIDITY	48,499.39	40.42	0.00	40.42	90.0	36.38
11/30/2017	DETER, MARY	JNL ELITE ACCESS W/ LIQUIDITY	2,519.59	2.10	0.00	2.10	90.0	1.89
11/30/2017	HESTER, LEEANNE	JNL ELITE ACCESS W/ LIQUIDITY	56,476.28	47.06	0.00	47.06	90.0	42.35
11/30/2017	THEXTON, BARBARA	JNL ELITE ACCESS W/ LIQUIDITY	12,973.04	10.81	0.00	10.81	90.0	9.73
11/30/2017	WEIS, KIMBERLY	JNL ELITE ACCESS W/ LIQUIDITY	90,253.95	75.21	0.00	75.21	90.0	67.69
11/30/2017	HURLEY, JOHN	JNL ELITE ACCESS W/ LIQUIDITY	90,253.94	75.21	0.00	75.21	90.0	67.69
11/30/2017	DAVIS, GARY	JNL PERSPECTIVE L	220,472.58	183.73	0.00	183.73	90.0	165.36

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<b><u>DIRECT TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b>								
11/30/2017	KELTY, RICHARD	JNL PERSPECTIVE L	711,692.27	593.08	0.00	593.08	90.0	533.77
11/30/2017	SOLLOWAY, WILLIAM	JNL PERSPECTIVE L	128,915.30	107.43	0.00	107.43	90.0	96.69
11/30/2017	BUTCHER, JACK	JNL PERSPECTIVE L	372,570.49	310.48	0.00	310.48	90.0	279.43
11/30/2017	DETER, MARY	JNL PERSPECTIVE L	50,577.92	42.15	0.00	42.15	90.0	37.94
11/30/2017	CROWLEY, HELEN	JNL PERSPECTIVE L	43,133.04	35.94	0.00	35.94	90.0	32.35
11/30/2017	FREISTROFFER, HENRY	JNL PERSPECTIVE L	213,256.76	177.71	0.00	177.71	90.0	159.94
11/30/2017	BOHNKE, LON	JNL PERSPECTIVE L	61,967.89	51.64	0.00	51.64	90.0	46.48
11/30/2017	ROGERS, ADRIENNE	JNL PERSPECTIVE L	52,604.26	43.84	0.00	43.84	90.0	39.46
11/30/2017	ROGERS, JOHN	JNL PERSPECTIVE L	52,242.64	43.54	0.00	43.54	90.0	39.19
11/30/2017	BUTCHER, JACK	JOHN HANCOCK VISION	165,497.99	158.60	0.00	158.60	90.0	142.74
11/30/2017	WEST, JOLAN	JOHN HANCOCK VISION	126,123.60	120.87	0.00	120.87	90.0	108.78
/ /	MARATHON LABELS 401K	NWL FLEX ADVANTAGE	311,042.28	63.91	0.00	63.91	90.0	57.52
/ /	NEW HAVEN PRINT &	NWL FLEX ADVANTAGE	875,400.03	215.85	0.00	215.85	90.0	194.27
/ /	MARATHON LABELS 401K	NWL POOLED FXD	51,944.65	10.67	0.00	10.67	90.0	9.60
/ /	NEW HAVEN PRINT &	NWL POOLED FXD	3,176.67	0.78	0.00	0.78	90.0	0.70
11/20/2017	HELMBERGER, GENEVIEVE	SAMMONS	0.00	5.92	0.00	5.92	90.0	5.33
11/28/2017	KERN, DAVID	SAMMONS	0.00	12.15	0.00	12.15	90.0	10.94
<b>* VARIABLE ANNUITIES SUBTOTAL *</b>			<b>\$6,777,779.40</b>	<b>\$4,912.80</b>	<b>\$0.00</b>	<b>\$4,912.80</b>		<b>\$4,421.55</b>
<b><u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u></b>								
12/01/2017	VAN DRUNEN, CATHERINE	AM FUNDS CAPITAL INCOME BUILDER C	0.00	3.29	0.00	3.29	90.0	2.96
12/01/2017	VAN DRUNEN, CATHERINE	AM FUNDS CAPITAL WORLD GRTH & INC C	0.00	2.69	0.00	2.69	90.0	2.42
12/01/2017	VAN DRUNEN, CATHERINE	AM FUNDS EUROPACIFIC GROWTH FUND C	0.00	2.46	0.00	2.46	90.0	2.21
12/01/2017	VAN DRUNEN, CATHERINE	AM FUNDS INCOME FUND OF AMERICA C	0.00	1.81	0.00	1.81	90.0	1.63
12/01/2017	VAN DRUNEN, CATHERINE	AM FUNDS SHORT TERM BND FUND OF AM	0.00	4.01	0.00	4.01	90.0	3.61
<b>* MUTUAL FUND 12B1 TRAILS SUBTOTAL *</b>			<b>\$0.00</b>	<b>\$14.26</b>	<b>\$0.00</b>	<b>\$14.26</b>		<b>\$12.83</b>
<b>*** DIRECT TRANSACTIONS TOTAL ***</b>			<b>\$6,777,779.40</b>	<b>\$4,927.06</b>	<b>\$0.00</b>	<b>\$4,927.06</b>		<b>\$4,434.38</b>

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<b><u>ADJUSTMENTS</u></b>								
12/15/2017		*E & O INSURANCE: CURRENT MONTH INS	0.00					-300.00
12/15/2017		*TECHNOLOGY: ADMIN - LEESA KERN	0.00					-130.00
12/15/2017		*TECHNOLOGY: CURRENT MONTH BASIC	0.00					-180.00
<b>*** ADJUSTMENTS TOTAL ***</b>			<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>		<b>\$-610.00</b>

**BROKER COMMISSION TOTALS**

Broker Transactions	\$4,434.38
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$-610.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

<b>Check Amount</b>	<b>\$3,824.38</b>
<b>Year-to-date Gross</b>	<b>\$108,340.56</b>
<b>Year-to-date Earnings</b>	<b>\$97,544.60</b>

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