



Concorde Investment Services, LLC

02/14/2017
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COMMISSION STATEMENT

February 15, 2017

JEFFREY KAUFMAN
801 Gray Oak Drive

BROKER #: K119
BRANCH: JEFFREY KAUFMAN

Columbia, MO 65201

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
01/25/2017	WRAY, JOANN	AM FUNDS 2030 TARGET DATE-A	1,230.76	12.31	0.00	12.31	90.0	11.08
01/25/2017	WRAY, JOANN	AM FUNDS 2030 TARGET DATE-A	443.14	4.43	0.00	4.43	90.0	3.99
01/25/2017	ZELLMER, AMY	AM FUNDS 2040 TARGET DATE-A	85.40	0.85	0.00	0.85	90.0	0.77
01/25/2017	ZELLMER, AMY	AM FUNDS 2040 TARGET DATE-A	85.40	0.85	0.00	0.85	90.0	0.77
01/25/2017	NOWLIN, STACEY	AM FUNDS 2040 TARGET DATE-A	40.76	0.41	0.00	0.41	90.0	0.37
01/25/2017	NOWLIN, STACEY	AM FUNDS 2040 TARGET DATE-A	40.76	0.41	0.00	0.41	90.0	0.37
01/25/2017	MCKENZIE, JADA	AM FUNDS 2040 TARGET DATE-A	87.94	0.88	0.00	0.88	90.0	0.79
01/25/2017	MCKENZIE, JADA	AM FUNDS 2040 TARGET DATE-A	65.95	0.66	0.00	0.66	90.0	0.59
01/25/2017	HILL, KALIA	AM FUNDS 2045 TARGET DATE-A	84.31	0.84	0.00	0.84	90.0	0.76
01/25/2017	HILL, KALIA	AM FUNDS 2045 TARGET DATE-A	84.31	0.84	0.00	0.84	90.0	0.76
01/25/2017	CRANE, MISTY	AM FUNDS 2045 TARGET DATE-A	28.19	0.28	0.00	0.28	90.0	0.25
01/25/2017	CRANE, MISTY	AM FUNDS 2045 TARGET DATE-A	28.19	0.28	0.00	0.28	90.0	0.25
01/25/2017	PATTY, MINDI	AM FUNDS 2045 TARGET DATE-A	16.50	0.17	0.00	0.17	90.0	0.15
01/25/2017	PATTY, MINDI	AM FUNDS 2045 TARGET DATE-A	16.50	0.17	0.00	0.17	90.0	0.15
01/25/2017	WESTBROOK, AMANDA	AM FUNDS 2055 TARGET DATE-A	76.38	0.76	0.00	0.76	90.0	0.68
01/25/2017	WESTBROOK, AMANDA	AM FUNDS 2055 TARGET DATE-A	76.38	0.76	0.00	0.76	90.0	0.68
01/25/2017	CARSON, MATTHEW	AM FUNDS 2055 TARGET DATE-A	108.06	1.08	0.00	1.08	90.0	0.97
01/25/2017	CARSON, MATTHEW	AM FUNDS 2055 TARGET DATE-A	108.06	1.08	0.00	1.08	90.0	0.97
01/25/2017	PATTISON, CHRISTINE	AM FUNDS AMERICAN BALANCED A	927.37	9.27	0.00	9.27	90.0	8.34
01/25/2017	PATTISON, CHRISTINE	AM FUNDS AMERICAN BALANCED A	278.21	2.78	0.00	2.78	90.0	2.50
01/25/2017	WHEAT, KATHLEEN	AM FUNDS AMERICAN BALANCED A	106.68	1.07	0.00	1.07	90.0	0.96
01/25/2017	WHEAT, KATHLEEN	AM FUNDS AMERICAN BALANCED A	248.92	2.49	0.00	2.49	90.0	2.24
01/25/2017	WIBBENMEYER, BRITTANY	AM FUNDS AMERICAN BALANCED A	72.79	0.73	0.00	0.73	90.0	0.66
01/25/2017	WIBBENMEYER, BRITTANY	AM FUNDS AMERICAN BALANCED A	72.79	0.73	0.00	0.73	90.0	0.66
01/25/2017	PATTISON, CHRISTINE	AM FUNDS AMERICAN MUTUAL A	198.73	1.99	0.00	1.99	90.0	1.79
01/25/2017	PATTISON, CHRISTINE	AM FUNDS AMERICAN MUTUAL A	59.61	0.60	0.00	0.60	90.0	0.54

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
01/25/2017	CLASSENS, KRYSTA	AM FUNDS AMERICAN MUTUAL A	63.29	0.63	0.00	0.63	90.0	0.57
01/25/2017	CLASSENS, KRYSTA	AM FUNDS AMERICAN MUTUAL A	23.73	0.24	0.00	0.24	90.0	0.22
01/25/2017	MANGUS, DANIEL	AM FUNDS BALANCED PORT A	320.31	3.20	0.00	3.20	90.0	2.88
01/25/2017	MANGUS, DANIEL	AM FUNDS BALANCED PORT A	320.31	3.20	0.00	3.20	90.0	2.88
01/25/2017	KEATON, LINDSY	AM FUNDS BALANCED PORT A	34.61	0.35	0.00	0.35	90.0	0.32
01/25/2017	KEATON, LINDSY	AM FUNDS BALANCED PORT A	34.61	0.35	0.00	0.35	90.0	0.32
01/25/2017	GODAR, LOUISE	AM FUNDS BALANCED PORT A	65.31	0.65	0.00	0.65	90.0	0.59
01/25/2017	GODAR, LOUISE	AM FUNDS BALANCED PORT A	65.31	0.65	0.00	0.65	90.0	0.59
01/25/2017	GRIFFIN, AMANDA	AM FUNDS BOND FUND OF AMERICA A	18.61	0.19	0.00	0.19	90.0	0.17
01/25/2017	GRIFFIN, AMANDA	AM FUNDS BOND FUND OF AMERICA A	18.61	0.19	0.00	0.19	90.0	0.17
01/25/2017	PATTISON, CHRISTINE	AM FUNDS CAPITAL WORLD GRTH & INC A	198.72	1.99	0.00	1.99	90.0	1.79
01/25/2017	PATTISON, CHRISTINE	AM FUNDS CAPITAL WORLD GRTH & INC A	59.62	0.60	0.00	0.60	90.0	0.54
01/23/2017	CROWLEY, MICHA	AM FUNDS EUROPACIFIC GROWTH FUND A	369.23	7.38	0.00	7.38	90.0	6.64
01/25/2017	CLASSENS, KRYSTA	AM FUNDS EUROPACIFIC GROWTH FUND A	47.46	0.47	0.00	0.47	90.0	0.42
01/25/2017	CLASSENS, KRYSTA	AM FUNDS EUROPACIFIC GROWTH FUND A	17.80	0.18	0.00	0.18	90.0	0.16
02/01/2017	REDDICK, RYAN	AM FUNDS EUROPACIFIC GROWTH FUND A	62.50	1.72	0.00	1.72	90.0	1.55
01/25/2017	MCNERNEY, DAN	AM FUNDS GROWTH AND INCOME A	947.16	9.47	0.00	9.47	90.0	8.52
01/25/2017	MCNERNEY, DAN	AM FUNDS GROWTH AND INCOME A	321.00	3.21	0.00	3.21	90.0	2.89
01/25/2017	BROCKSMITH, RACHEL	AM FUNDS GROWTH AND INCOME A	158.79	1.59	0.00	1.59	90.0	1.43
01/25/2017	BROCKSMITH, RACHEL	AM FUNDS GROWTH AND INCOME A	158.79	1.59	0.00	1.59	90.0	1.43
01/25/2017	AHERN, OLIVIA	AM FUNDS GROWTH AND INCOME A	127.07	1.27	0.00	1.27	90.0	1.14
01/25/2017	AHERN, OLIVIA	AM FUNDS GROWTH AND INCOME A	127.07	1.27	0.00	1.27	90.0	1.14
01/23/2017	CROWLEY, MICHA	AM FUNDS GROWTH FUND OF AMERICA A	738.46	14.77	0.00	14.77	90.0	13.29
01/25/2017	GRIFFIN, AMANDA	AM FUNDS GROWTH FUND OF AMERICA A	37.22	0.37	0.00	0.37	90.0	0.33
01/25/2017	GRIFFIN, AMANDA	AM FUNDS GROWTH FUND OF AMERICA A	37.22	0.37	0.00	0.37	90.0	0.33
01/25/2017	STALEY, JOSELYN	AM FUNDS GROWTH FUND OF AMERICA A	44.75	0.45	0.00	0.45	90.0	0.41
01/25/2017	STALEY, JOSELYN	AM FUNDS GROWTH FUND OF AMERICA A	14.91	0.15	0.00	0.15	90.0	0.14
01/25/2017	CLASSENS, KRYSTA	AM FUNDS GROWTH FUND OF AMERICA A	47.46	0.47	0.00	0.47	90.0	0.42
01/25/2017	CLASSENS, KRYSTA	AM FUNDS GROWTH FUND OF AMERICA A	17.80	0.18	0.00	0.18	90.0	0.16
01/25/2017	MARK, CHRISTOPHER	AM FUNDS GROWTH FUND OF AMERICA A	458.32	22.92	0.00	22.92	90.0	20.63
01/25/2017	COOK, GREG	AM FUNDS GROWTH FUND OF AMERICA A	21.07	0.21	0.00	0.21	90.0	0.19
01/25/2017	COOK, GREG	AM FUNDS GROWTH FUND OF AMERICA A	21.07	0.21	0.00	0.21	90.0	0.19
01/25/2017	GATTORNA, MICHAEL	AM FUNDS GROWTH FUND OF AMERICA A	60.76	0.61	0.00	0.61	90.0	0.55

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<u>BROKER TRANSACTIONS</u>								
PRODUCT CATEGORY: MUTUAL FUNDS								
01/25/2017	GATTORNA, MICHAEL	AM FUNDS GROWTH FUND OF AMERICA A	60.76	0.61	0.00	0.61	90.0	0.55
01/25/2017	MULLENIX, AMANDA	AM FUNDS GROWTH FUND OF AMERICA A	64.39	0.64	0.00	0.64	90.0	0.58
01/25/2017	MULLENIX, AMANDA	AM FUNDS GROWTH FUND OF AMERICA A	64.39	0.64	0.00	0.64	90.0	0.58
01/25/2017	DAVIDSON, DANIELLE	AM FUNDS GROWTH FUND OF AMERICA A	19.02	0.19	0.00	0.19	90.0	0.17
01/25/2017	DAVIDSON, DANIELLE	AM FUNDS GROWTH FUND OF AMERICA A	19.02	0.19	0.00	0.19	90.0	0.17
01/25/2017	KISER, ANDREA	AM FUNDS GROWTH FUND OF AMERICA A	58.01	0.58	0.00	0.58	90.0	0.52
01/25/2017	KISER, ANDREA	AM FUNDS GROWTH FUND OF AMERICA A	58.01	0.58	0.00	0.58	90.0	0.52
02/01/2017	REDDICK, RYAN	AM FUNDS GROWTH FUND OF AMERICA A	62.50	1.72	0.00	1.72	90.0	1.55
02/01/2017	BAUER, MATTHEW	AM FUNDS GROWTH FUND OF AMERICA A	55.56	2.08	0.00	2.08	90.0	1.87
02/01/2017	SUMMERS, AARON	AM FUNDS GROWTH FUND OF AMERICA A	53.56	2.01	0.00	2.01	90.0	1.81
02/01/2017	EICHHOLZ, JARED	AM FUNDS GROWTH FUND OF AMERICA A	117.75	4.42	0.00	4.42	90.0	3.98
02/01/2017	JOHNSON, MARK	AM FUNDS GROWTH FUND OF AMERICA A	45.00	1.69	0.00	1.69	90.0	1.52
01/30/2017	KAUFMAN, COOPER	AM FUNDS GROWTH FUND OF AMERICA C	175.00	1.75	0.00	1.75	90.0	1.58
01/25/2017	DILLON, EMMA	AM FUNDS ICA A	24.84	0.25	0.00	0.25	90.0	0.23
01/25/2017	DILLON, EMMA	AM FUNDS ICA A	18.63	0.19	0.00	0.19	90.0	0.17
01/25/2017	OPPLAND, ZACHARY	AM FUNDS ICA A	221.40	2.21	0.00	2.21	90.0	1.99
01/25/2017	OPPLAND, ZACHARY	AM FUNDS ICA A	73.80	0.74	0.00	0.74	90.0	0.67
02/01/2017	WINFREY, LARRY	AM FUNDS ICA A	200.00	7.50	0.00	7.50	90.0	6.75
02/01/2017	BAUER, MATTHEW	AM FUNDS ICA A	53.92	2.02	0.00	2.02	90.0	1.82
02/01/2017	SUMMERS, AARON	AM FUNDS ICA A	53.56	2.01	0.00	2.01	90.0	1.81
02/01/2017	EICHHOLZ, JARED	AM FUNDS ICA A	117.76	4.42	0.00	4.42	90.0	3.98
01/25/2017	REEDY, REBECCA	AM FUNDS INCOME PORTFOLIO A	37.20	0.37	0.00	0.37	90.0	0.33
01/25/2017	REEDY, REBECCA	AM FUNDS INCOME PORTFOLIO A	37.20	0.37	0.00	0.37	90.0	0.33
01/23/2017	CROWLEY, MICHA	AM FUNDS NEW ECONOMY A	369.23	7.38	0.00	7.38	90.0	6.64
01/25/2017	STALEY, JOSELYN	AM FUNDS NEW ECONOMY A	43.43	0.43	0.00	0.43	90.0	0.39
01/25/2017	STALEY, JOSELYN	AM FUNDS NEW ECONOMY A	14.48	0.14	0.00	0.14	90.0	0.13
01/25/2017	NIELSEN, BRENDA	AM FUNDS NEW ECONOMY A	53.08	0.53	0.00	0.53	90.0	0.48
01/25/2017	NIELSEN, BRENDA	AM FUNDS NEW ECONOMY A	31.85	0.32	0.00	0.32	90.0	0.29
02/01/2017	REDDICK, RYAN	AM FUNDS NEW ECONOMY A	62.50	1.72	0.00	1.72	90.0	1.55
02/01/2017	BAUER, MATTHEW	AM FUNDS NEW ECONOMY A	53.93	2.02	0.00	2.02	90.0	1.82
01/25/2017	GRIFFIN, AMANDA	AM FUNDS NEW PERSPECTIVE A	37.22	0.37	0.00	0.37	90.0	0.33
01/25/2017	GRIFFIN, AMANDA	AM FUNDS NEW PERSPECTIVE A	37.21	0.37	0.00	0.37	90.0	0.33
01/25/2017	STALEY, JOSELYN	AM FUNDS NEW PERSPECTIVE A	43.44	0.43	0.00	0.43	90.0	0.39

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
01/25/2017	STALEY, JOSELYN	AM FUNDS NEW PERSPECTIVE A	14.48	0.14	0.00	0.14	90.0	0.13
01/25/2017	COOK, GREG	AM FUNDS NEW PERSPECTIVE A	21.07	0.21	0.00	0.21	90.0	0.19
01/25/2017	COOK, GREG	AM FUNDS NEW PERSPECTIVE A	21.07	0.21	0.00	0.21	90.0	0.19
01/25/2017	GATTORNA, MICHAEL	AM FUNDS NEW PERSPECTIVE A	58.97	0.59	0.00	0.59	90.0	0.53
01/25/2017	GATTORNA, MICHAEL	AM FUNDS NEW PERSPECTIVE A	58.97	0.59	0.00	0.59	90.0	0.53
01/25/2017	STAES, SAMUEL	AM FUNDS NEW PERSPECTIVE A	33.60	0.34	0.00	0.34	90.0	0.31
01/25/2017	STAES, SAMUEL	AM FUNDS NEW PERSPECTIVE A	16.80	0.17	0.00	0.17	90.0	0.15
01/30/2017	KAUFMAN, COOPER	AM FUNDS NEW PERSPECTIVE C	175.00	1.75	0.00	1.75	90.0	1.58
01/23/2017	CROWLEY, MICHA	AM FUNDS NEW WORLD A	369.24	7.38	0.00	7.38	90.0	6.64
01/25/2017	GATTORNA, MICHAEL	AM FUNDS NEW WORLD A	58.97	0.59	0.00	0.59	90.0	0.53
01/25/2017	GATTORNA, MICHAEL	AM FUNDS NEW WORLD A	58.97	0.59	0.00	0.59	90.0	0.53
01/30/2017	KAUFMAN, COOPER	AM FUNDS NEW WORLD C	175.00	1.75	0.00	1.75	90.0	1.58
01/25/2017	REDDICK, RYAN	AM FUNDS SMALLCAP WORLD A	205.70	2.06	0.00	2.06	90.0	1.85
01/25/2017	REDDICK, RYAN	AM FUNDS SMALLCAP WORLD A	205.70	2.06	0.00	2.06	90.0	1.85
01/25/2017	SEYER, MARY	AM FUNDS SMALLCAP WORLD A	319.36	3.19	0.00	3.19	90.0	2.87
01/25/2017	SEYER, MARY	AM FUNDS SMALLCAP WORLD A	95.81	0.96	0.00	0.96	90.0	0.86
01/25/2017	COOK, GREG	AM FUNDS SMALLCAP WORLD A	28.10	0.28	0.00	0.28	90.0	0.25
01/25/2017	COOK, GREG	AM FUNDS SMALLCAP WORLD A	28.10	0.28	0.00	0.28	90.0	0.25
01/25/2017	DAVIDSON, DANIELLE	AM FUNDS SMALLCAP WORLD A	19.01	0.19	0.00	0.19	90.0	0.17
01/25/2017	DAVIDSON, DANIELLE	AM FUNDS SMALLCAP WORLD A	19.01	0.19	0.00	0.19	90.0	0.17
01/25/2017	STAES, SAMUEL	AM FUNDS SMALLCAP WORLD A	33.60	0.34	0.00	0.34	90.0	0.31
01/25/2017	STAES, SAMUEL	AM FUNDS SMALLCAP WORLD A	16.80	0.17	0.00	0.17	90.0	0.15
02/01/2017	REDDICK, RYAN	AM FUNDS SMALLCAP WORLD A	62.50	1.72	0.00	1.72	90.0	1.55
01/30/2017	KAUFMAN, COOPER	AM FUNDS SMALLCAP WORLD C	175.00	1.75	0.00	1.75	90.0	1.58
01/25/2017	GRIFFIN, AMANDA	AM FUNDS WASHINGTON MUTUAL INVESTOR	31.02	0.31	0.00	0.31	90.0	0.28
01/25/2017	GRIFFIN, AMANDA	AM FUNDS WASHINGTON MUTUAL INVESTOR	31.01	0.31	0.00	0.31	90.0	0.28
/ /	KAUFMAN, JEFFREY	FIDELITY ADV CANADA	0.00	0.05	0.00	0.05	90.0	0.05
/ /	KAUFMAN, JEFFREY	FIDELITY ADV EMERGING EMEA	0.00	0.05	0.00	0.05	90.0	0.05
/ /	KAUFMAN, JEFFREY	FIDELITY ADV GLOBAL CAP APP T	0.00	1.87	0.00	1.87	90.0	1.68
/ /	KAUFMAN, JEFFREY	FIDELITY ADV GLOBAL COMMODITY STK	0.00	0.05	0.00	0.05	90.0	0.05
/ /	CROWLEY, MICHA	FIDELITY ADV GLOBAL COMMODITY STOCK	0.00	0.99	0.00	0.99	90.0	0.89
/ /	ANDING, MARY DIANE	FIDELITY ADV GLOBAL COMMODITY STOCK	0.00	7.51	0.00	7.51	90.0	6.76
/ /	KAUFMAN, JEFFREY	FIDELITY ADV GOLD	0.00	0.06	0.00	0.06	90.0	0.05

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
/ /	ANDING, MARY DIANE	FIDELITY ADV GOLD C	0.00	7.34	0.00	7.34	90.0	6.61
/ /	WILMSMEYER, CHRISTA	FIDELITY ADV GOLD C	0.00	0.70	0.00	0.70	90.0	0.63
/ /	GRIFFITH, CHERYL	FIDELITY ADV GOVERNMENT INC	0.00	0.11	0.00	0.11	90.0	0.10
/ /	HALL, ELLEN	FIDELITY ADV GROWTH OPP	0.00	8.63	0.00	8.63	90.0	7.77
/ /	ELLIOTT, TIMOTHY	FIDELITY ADV GROWTH OPP	0.00	1.04	0.00	1.04	90.0	0.94
/ /	KAUFMAN, JEFFREY	FIDELITY ADV GROWTH OPP	0.00	6.67	0.00	6.67	90.0	6.00
/ /	ANDING, MARY DIANE	FIDELITY ADV HEALTH CARE C	0.00	13.52	0.00	13.52	90.0	12.17
/ /	RICHARDSON, BOBBY	FIDELITY ADV HEALTH CARE T	0.00	2.24	0.00	2.24	90.0	2.02
/ /	ANDING, MARY DIANE	FIDELITY ADV INFLATION PROTECTED BD	0.00	41.01	0.00	41.01	90.0	36.91
/ /	CROWLEY, MICHA	FIDELITY ADV INT'L REAL ESTATE C	0.00	1.36	0.00	1.36	90.0	1.22
/ /	ANDING, MARY DIANE	FIDELITY ADV INT'L REAL ESTATE C	0.00	18.20	0.00	18.20	90.0	16.38
/ /	CROWLEY, MICHA	FIDELITY ADV INTERNATIONAL GROWTH C	0.00	3.56	0.00	3.56	90.0	3.20
/ /	GRIFFITH, CHERYL	FIDELITY ADV INTL SM CAP CL T	0.00	3.95	0.00	3.95	90.0	3.56
/ /	RICHARDSON, BOBBY	FIDELITY ADV INTL SM CAP CL T	0.00	1.12	0.00	1.12	90.0	1.01
/ /	GRIFFITH, CHERYL	FIDELITY ADV LARGE CAP	0.00	5.80	0.00	5.80	90.0	5.22
/ /	WILMSMEYER, CHRISTA	FIDELITY ADV LEVERAGED CO STOCK C	0.00	7.77	0.00	7.77	90.0	6.99
/ /	HALL, ELLEN	FIDELITY ADV LEVERAGED CO STOCK-CL	0.00	2.64	0.00	2.64	90.0	2.38
/ /	RICHARDSON, BOBBY	FIDELITY ADV LEVERAGED CO STOCK-CL	0.00	13.56	0.00	13.56	90.0	12.20
/ /	WILMSMEYER, CHRISTA	FIDELITY ADV MATERIALS C	0.00	4.20	0.00	4.20	90.0	3.78
/ /	GRIFFITH, CHERYL	FIDELITY ADV OVERSEAS	0.00	1.03	0.00	1.03	90.0	0.93
/ /	CROWLEY, MICHA	FIDELITY ADV REAL ESTATE C	0.00	2.78	0.00	2.78	90.0	2.50
/ /	ANDING, MARY DIANE	FIDELITY ADV REAL ESTATE C	0.00	54.11	0.00	54.11	90.0	48.70
/ /	RICHARDSON, BOBBY	FIDELITY ADV REAL ESTATE-CL T	0.00	6.22	0.00	6.22	90.0	5.60
/ /	GRIFFITH, CHERYL	FIDELITY ADV SMALL CAP	0.00	1.18	0.00	1.18	90.0	1.06
/ /	KAUFMAN, JEFFREY	FIDELITY ADV SMALL CAP GROWTH C	0.00	0.60	0.00	0.60	90.0	0.54
/ /	CROWLEY, MICHA	FIDELITY ADV SMALL CAP GROWTH C	0.00	4.97	0.00	4.97	90.0	4.47
/ /	GRIFFITH, CHERYL	FIDELITY ADV STOCK SELECTOR ALL CAP	0.00	9.67	0.00	9.67	90.0	8.70
/ /	KAUFMAN, JEFFREY	FIDELITY ADV STOCK SELECTOR ALL CAP	0.00	2.06	0.00	2.06	90.0	1.85
/ /	ANDING, MARY DIANE	FIDELITY ADV STRATEGIC REAL RETURN	0.00	40.99	0.00	40.99	90.0	36.89
/ /	RICHARDSON, BOBBY	FIDELITY ADV TELECOMMUNICATIONS-CL	0.00	3.16	0.00	3.16	90.0	2.84
/ /	ANDING, MARY DIANE	FIDELITY ADV UTILITIES C	0.00	55.41	0.00	55.41	90.0	49.87
/ /	WILMSMEYER, CHRISTA	FIDELITY ADV UTILITIES C	0.00	8.52	0.00	8.52	90.0	7.67
/ /	RICHARDSON, BOBBY	FIDELITY ADV UTILITIES-CL T	0.00	1.21	0.00	1.21	90.0	1.09

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DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
/ /	RICHARDSON, BOBBY	FIDELITY ADV VALUE LENDERS-CL T	0.00	2.47	0.00	2.47	90.0	2.22
/ /	KAUFMAN, JEFFREY	FIDELITY ADVISOR MATERIALS FUND-CLA	0.00	0.07	0.00	0.07	90.0	0.06
/ /	WILMSMEYER, CHRISTA	FIDELITY ADVISORS 31618H424	0.00	5.31	0.00	5.31	90.0	4.78
/ /	HALL, ELLEN	FIDELITY ADVISORS 31618H440	0.00	1.11	0.00	1.11	90.0	1.00
/ /	GRIFFITH, CHERYL	FIDELITY BALANCED T	0.00	0.51	0.00	0.51	90.0	0.46
/ /	GRIFFITH, CHERYL	FIDELITY BALANCED T	0.00	13.55	0.00	13.55	90.0	12.20
/ /	KAUFMAN, JEFFREY	FIDELITY BALANCED T	0.00	4.12	0.00	4.12	90.0	3.71
/ /	ANDING, MARY DIANE	FIDELITY CANADA C	0.00	9.00	0.00	9.00	90.0	8.10
/ /	RICHARDSON, BOBBY	FIDELITY COMM EQUIPMENT T	0.00	5.33	0.00	5.33	90.0	4.80
02/01/2017	HALL, ELLEN	FIDELITY COMM EQUIPMENT T	0.00	1.62	0.00	1.62	90.0	1.46
/ /	ANDING, MARY DIANE	FIDELITY EMERGING EMEA C	0.00	8.63	0.00	8.63	90.0	7.77
/ /	RICHARDSON, BOBBY	FIDELITY EMERGING MKTS T	0.00	2.30	0.00	2.30	90.0	2.07
/ /	CROWLEY, MICHA	FIDELITY ENERGY C	0.00	1.03	0.00	1.03	90.0	0.93
/ /	ANDING, MARY DIANE	FIDELITY ENERGY C	0.00	8.30	0.00	8.30	90.0	7.47
/ /	RICHARDSON, BOBBY	FIDELITY ENERGY T	0.00	2.98	0.00	2.98	90.0	2.68
/ /	KAUFMAN, JEFFREY	FIDELITY ENERGY T	0.00	0.05	0.00	0.05	90.0	0.05
/ /	GRIFFITH, CHERYL	FIDELITY EQUITY VALUE	0.00	9.54	0.00	9.54	90.0	8.59
/ /	CROWLEY, MICHA	FIDELITY FINANCIAL SERVICES C	0.00	3.28	0.00	3.28	90.0	2.95
/ /	ANDING, MARY DIANE	FIDELITY FINANCIAL SERVICES C	0.00	11.78	0.00	11.78	90.0	10.60
/ /	RICHARDSON, BOBBY	FIDELITY FINANCIAL SERVICES T	0.00	0.75	0.00	0.75	90.0	0.68
/ /	KAUFMAN, JEFFREY	FIDELITY FINANCIAL SERVICES T	0.00	0.05	0.00	0.05	90.0	0.05
/ /	KAUFMAN, JEFFREY	FIDELITY HIGH INCOME T	0.00	1.57	0.00	1.57	90.0	1.41
/ /	KAUFMAN, JEFFREY	FIDELITY HIGH INCOME T	0.00	1.41	0.00	1.41	90.0	1.27
/ /	CROWLEY, MICHA	FIDELITY LATIN AMERICA C	0.00	0.99	0.00	0.99	90.0	0.89
/ /	ANDING, MARY DIANE	FIDELITY LATIN AMERICA C	0.00	5.39	0.00	5.39	90.0	4.85
/ /	KAUFMAN, JEFFREY	FIDELITY MIDCAP C	0.00	0.47	0.00	0.47	90.0	0.42
/ /	GRIFFITH, CHERYL	FIDELITY MIDCAP T	0.00	8.21	0.00	8.21	90.0	7.39
/ /	CROWLEY, MICHA	FIDELITY STOCK SELECTOR ALLCAP C	0.00	8.96	0.00	8.96	90.0	8.06
/ /	ANDING, MARY DIANE	FIDELITY STRATEGIC DIV & INCOME C	0.00	54.39	0.00	54.39	90.0	48.95
/ /	KAUFMAN, JEFFREY	FIDLEITY ADV INTL REAL ESTATE	0.00	0.06	0.00	0.06	90.0	0.05
/ /	KAUFMAN, JEFFREY	FIDLEITY ADVISOR LATIN AMERICA FUND	0.00	0.05	0.00	0.05	90.0	0.05
/ /	RICHARDSON, BOBBY	FIDLEITY ADVISOR JAPAN-CL T	0.00	0.70	0.00	0.70	90.0	0.63
/ /	MCS DESIGN TEAM	HARTFORD BALANCED C	0.00	15.38	0.00	15.38	90.0	13.84

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DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
/ /	MCS DESIGN TEAM	HARTFORD DIVIDEND & GROWTH C	0.00	16.87	0.00	16.87	90.0	15.18
* MUTUAL FUNDS SUBTOTAL *			\$14,501.55	\$758.97	\$0.00	\$758.97		\$683.13
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
01/31/2017	PAGE, BRIAN	JNL ELITE ACCESS W/ LIQUIDITY	11,534.20	9.61	0.00	9.61	90.0	8.65
01/31/2017	ANDING, MARY DIANE	JNL PERSPECTIVE II 04/14	111,687.93	46.54	0.00	46.54	90.0	41.89
01/31/2017	STEWART, SHEILA	JNL PERSPECTIVE II 04/14	226,591.37	94.41	0.00	94.41	90.0	84.97
01/31/2017	DEAN GUIER INC	JNL PERSPECTIVE II 04/14	185,620.99	77.34	0.00	77.34	90.0	69.61
01/31/2017	GUIER, CARROL	JNL PERSPECTIVE II 04/14	22,018.37	9.17	0.00	9.17	90.0	8.25
01/31/2017	ANDING, MARY DIANE	JNL PERSPECTIVE II 05/05	70,445.20	29.35	0.00	29.35	90.0	26.42
01/31/2017	CALLIS, CHARLES	JNL PERSPECTIVE II 05/05	26,819.78	11.17	0.00	11.17	90.0	10.05
01/31/2017	OWEN, ERNEST	JNL PERSPECTIVE II 05/05	140,899.54	58.71	0.00	58.71	90.0	52.84
01/31/2017	OSSMAN, ED	JNL PERSPECTIVE II 05/05	53,925.21	22.47	0.00	22.47	90.0	20.22
01/31/2017	OSSMAN, EDWARD	JNL PERSPECTIVE II 05/05	25,071.73	10.45	0.00	10.45	90.0	9.41
01/31/2017	OSSMAN, EDWARD	JNL PERSPECTIVE II 05/05	145,392.37	60.58	0.00	60.58	90.0	54.52
01/31/2017	MARK, RICHARD GEORGE	JNL PERSPECTIVE II 05/05	86,308.44	35.96	0.00	35.96	90.0	32.36
01/31/2017	LANGE, ARLEN	JNL PERSPECTIVE II 05/05	121,132.17	50.47	0.00	50.47	90.0	45.42
01/31/2017	MCBRIDE, KENNETH	JNL PERSPECTIVE II 05/05	297,128.61	123.80	0.00	123.80	90.0	111.42
01/31/2017	ANDING, MARY DIANE	JNL PERSPECTIVE II 05/05	256,365.89	106.82	0.00	106.82	90.0	96.14
01/25/2017	SWAIN, DOROLENE	PAC LIFE VALUE	0.00	42.71	0.00	42.71	90.0	38.44
01/30/2017	ANDERSON, CHERRI	SBL ADVISORDESIGNS VA	26,908.00	22.41	0.00	22.41	90.0	20.17
01/30/2017	SCOFIELD, ROBERT	SBL ADVISORDESIGNS VA	10,474.16	8.73	0.00	8.73	90.0	7.86
01/30/2017	KLANG, MARCHEA	SBL ADVISORDESIGNS VA	106,821.80	89.02	0.00	89.02	90.0	80.12
01/30/2017	DOWNS, JAMES	SBL ADVISORDESIGNS VA	37,791.24	31.47	0.00	31.47	90.0	28.32
01/30/2017	KLANG, MARCHEA	SBL ADVISORDESIGNS VA	93,157.37	77.64	0.00	77.64	90.0	69.88
01/30/2017	BENNETT, MILDRED	SBL ADVISORDESIGNS VA	89,252.26	74.38	0.00	74.38	90.0	66.94
01/30/2017	LEE, HOWARD	SBL SECUREDESIGNS VA	239,415.79	49.89	0.00	49.89	90.0	44.90
* VARIABLE ANNUITIES SUBTOTAL *			\$2,384,762.42	\$1,143.10	\$0.00	\$1,143.10		\$1,028.80
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
01/28/2017	MCBRIDE, VIRGINIA CAROLY	ING LANDMARK	0.00	33.62	0.00	33.62	90.0	30.26
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *			\$0.00	\$33.62	\$0.00	\$33.62		\$30.26
*** BROKER TRANSACTIONS TOTAL ***			\$2,399,263.97	\$1,935.69	\$0.00	\$1,935.69		\$1,742.19

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<u>SPLIT TRANSACTIONS</u>								
<u>BROKER: JEFF/JASON KAUFMAN/KEMBLE #349</u>								
01/25/2017	WAHLIG, KACEY	AM FUNDS AMERICAN BALANCED A	28.59	0.16	0.00	0.16	90.0	0.14
01/25/2017	WAHLIG, KACEY	AM FUNDS AMERICAN BALANCED A	28.59	0.16	0.00	0.16	90.0	0.14
01/25/2017	WAMPLER, JESSICA	AM FUNDS AMERICAN BALANCED A	28.59	0.16	0.00	0.16	90.0	0.14
01/25/2017	WAMPLER, JESSICA	AM FUNDS AMERICAN BALANCED A	28.60	0.16	0.00	0.16	90.0	0.14
01/30/2017	GUIER, LUCCA	AM FUNDS GROWTH FUND OF AMERICA 529	750.00	20.62	0.00	20.62	90.0	18.56
01/23/2017	BROWN, CODY	AM FUNDS GROWTH FUND OF AMERICA A	1,548.40	42.58	0.00	42.58	90.0	38.32
01/25/2017	EISELE, HAMILTON	AM FUNDS GROWTH FUND OF AMERICA A	22.80	0.13	0.00	0.13	90.0	0.12
01/25/2017	EISELE, HAMILTON	AM FUNDS GROWTH FUND OF AMERICA A	17.10	0.09	0.00	0.09	90.0	0.08
01/25/2017	DOOLEY, BRUCE	AM FUNDS GROWTH FUND OF AMERICA A	76.99	0.42	0.00	0.42	90.0	0.38
01/25/2017	DOOLEY, BRUCE	AM FUNDS GROWTH FUND OF AMERICA A	76.99	0.42	0.00	0.42	90.0	0.38
01/25/2017	BONHAM, NICOLE	AM FUNDS GROWTH FUND OF AMERICA A	11.30	0.06	0.00	0.06	90.0	0.05
01/25/2017	BONHAM, NICOLE	AM FUNDS GROWTH FUND OF AMERICA A	11.30	0.06	0.00	0.06	90.0	0.05
01/25/2017	SPEIGLE, SARAH	AM FUNDS GROWTH FUND OF AMERICA A	3.00	0.02	0.00	0.02	90.0	0.02
01/25/2017	SPEIGLE, SARAH	AM FUNDS GROWTH FUND OF AMERICA A	3.00	0.02	0.00	0.02	90.0	0.02
01/25/2017	MCMILLIAN, KATY	AM FUNDS GROWTH FUND OF AMERICA A	98.14	0.54	0.00	0.54	90.0	0.49
01/25/2017	MCMILLIAN, KATY	AM FUNDS GROWTH FUND OF AMERICA A	98.14	0.54	0.00	0.54	90.0	0.49
01/25/2017	LUKIC, MIROSLAV	AM FUNDS GROWTH FUND OF AMERICA A	25.43	0.14	0.00	0.14	90.0	0.13
01/25/2017	LUKIC, MIROSLAV	AM FUNDS GROWTH FUND OF AMERICA A	25.42	0.14	0.00	0.14	90.0	0.13
01/30/2017	BROWN, CODY	AM FUNDS GROWTH FUND OF AMERICA A	100.00	2.75	0.00	2.75	90.0	2.48
01/25/2017	ZELLMER, RIANNON	AM FUNDS ICA A	12.15	0.07	0.00	0.07	90.0	0.06
01/25/2017	ZELLMER, RIANNON	AM FUNDS ICA A	12.15	0.07	0.00	0.07	90.0	0.06
01/25/2017	WAHLIG, KACEY	AM FUNDS ICA A	28.60	0.16	0.00	0.16	90.0	0.14
01/25/2017	WAHLIG, KACEY	AM FUNDS ICA A	28.60	0.16	0.00	0.16	90.0	0.14
01/25/2017	HELMANDOLLAR, OLIVIA	AM FUNDS ICA A	18.54	0.10	0.00	0.10	90.0	0.09
01/25/2017	HELMANDOLLAR, OLIVIA	AM FUNDS ICA A	18.54	0.10	0.00	0.10	90.0	0.09
01/25/2017	EISELE, HAMILTON	AM FUNDS NEW WORLD A	22.80	0.13	0.00	0.13	90.0	0.12
01/25/2017	EISELE, HAMILTON	AM FUNDS NEW WORLD A	17.10	0.09	0.00	0.09	90.0	0.08
01/25/2017	WAMPLER, JESSICA	AM FUNDS SMALLCAP WORLD A	28.60	0.16	0.00	0.16	90.0	0.14
01/25/2017	WAMPLER, JESSICA	AM FUNDS SMALLCAP WORLD A	28.59	0.16	0.00	0.16	90.0	0.14
01/25/2017	HELMANDOLLAR, OLIVIA	AM FUNDS SMALLCAP WORLD A	18.54	0.10	0.00	0.10	90.0	0.09
01/25/2017	HELMANDOLLAR, OLIVIA	AM FUNDS SMALLCAP WORLD A	18.54	0.10	0.00	0.10	90.0	0.09
01/25/2017	LUKIC, MIROSLAV	AM FUNDS SMALLCAP WORLD A	25.42	0.14	0.00	0.14	90.0	0.13
01/25/2017	LUKIC, MIROSLAV	AM FUNDS SMALLCAP WORLD A	25.43	0.14	0.00	0.14	90.0	0.13

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<u>SPLIT TRANSACTIONS</u>								
<u>BROKER: JEFF/JASON KAUFMAN/KEMBLE #349</u>								
01/30/2017	GUIER, LUCCA	AM FUNDS SMALLCAP WORLD-529A	250.00	6.87	0.00	6.87	90.0	6.18
* JEFF/JASON KAUFMAN/KEMBLE SUBTOTAL *			\$3,535.98	\$77.72	\$0.00	\$77.72		\$69.94
*** SPLIT TRANSACTIONS TOTAL ***			\$3,535.98	\$77.72	\$0.00	\$77.72		\$69.94

<u>VERRIDE TRANSACTIONS</u>								
<u>BROKER: JASON KEMBLE #348</u>								
01/24/2017	DANIELS, CLINTON	AM FUNDS GROWTH FUND OF AMERICA A	200.00	10.00	0.00	10.00	90.0	4.00
01/24/2017	DANIELS, CLINTON	AM FUNDS SMALLCAP WORLD A	200.00	10.00	0.00	10.00	90.0	4.00
* JASON KEMBLE SUBTOTAL *			\$400.00	\$20.00	\$0.00	\$20.00		\$8.00
*** OVERRIDE TRANSACTIONS TOTAL ***			\$400.00	\$20.00	\$0.00	\$20.00		\$8.00

<u>ADJUSTMENTS</u>								
02/15/2017		*E & O INSURANCE: CURRENT MONTH INS	0.00					-300.00
02/15/2017		*TECHNOLOGY: ADMIN - KIM KAUFMAN	0.00					-100.00
02/15/2017		*TECHNOLOGY: CURRENT MONTH TECH	0.00					-275.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$-675.00

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BROKER COMMISSION TOTALS

Broker Transactions	\$1,742.19
Split Transactions	\$69.94
Override Transactions	\$8.00
Adjustments	\$-675.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$1,145.13
Year-to-date Gross	\$10,459.37
Year-to-date Earnings	\$11,811.85