



Concorde Investment Services, LLC
COMMISSION STATEMENT
February 15, 2017

02/14/2017
 Page No. 1

JOSEPH MICHALETZ
 41474 Judson Bottom Road

 North Mankato, MI 56003-

BROKER #: M138
 BRANCH: DISCIPLINE ADVISORS,

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: PRIVATE PLACEMENT</u>								
01/18/2017	ROTSKOFF TRUST, KENNETH	SEALEY STRATEGIC EQUITY PARTNERS LP	50,000.00	3,500.00	0.00	3,500.00	93.0	3,255.00
01/23/2017	POLZIN, RICHARD	SEALEY STRATEGIC EQUITY PARTNERS LP	60,000.00	4,200.00	0.00	4,200.00	93.0	3,906.00
* PRIVATE PLACEMENT SUBTOTAL *			\$110,000.00	\$7,700.00	\$0.00	\$7,700.00		\$7,161.00
<u>PRODUCT CATEGORY: OIL & GAS</u>								
01/26/2017	BOHLENDER, RODNEY	RESOURCE ROYALTY BLAINE FISHER	400,000.00	24,000.00	0.00	24,000.00	93.0	22,320.00
02/07/2017	THOM FAM FOUNDATION	RESOURCE ROYALTY BLAINE FISHER	100,000.00	6,000.00	0.00	6,000.00	93.0	5,580.00
02/07/2017	DUNLAP, JOHN	RESOURCE ROYALTY BLAINE FISHER	100,000.00	6,000.00	0.00	6,000.00	93.0	5,580.00
02/07/2017	BOYUM TRUST, LEE	RESOURCE ROYALTY BLAINE FISHER	200,000.00	12,000.00	0.00	12,000.00	93.0	11,160.00
02/08/2017	DORN TRUST, RITA	RESOURCE ROYALTY BLAINE FISHER	200,000.00	12,000.00	0.00	12,000.00	93.0	11,160.00
02/08/2017	WINGERT, CHARLES	RESOURCE ROYALTY BLAINE FISHER	100,000.00	6,000.00	0.00	6,000.00	93.0	5,580.00
02/09/2017	HYLEN, DARRELL	RESOURCE ROYALTY BLAINE FISHER	50,000.00	3,000.00	0.00	3,000.00	93.0	2,790.00
02/10/2017	MARTIN, TERRY L	RESOURCE ROYALTY BLAINE FISHER	335,000.00	20,100.00	0.00	20,100.00	93.0	18,693.00
02/13/2017	BIRKHOLZ, DOUGLAS	RESOURCE ROYALTY BLAINE FISHER	50,000.00	3,000.00	0.00	3,000.00	93.0	2,790.00
02/13/2017	LELAND, CRAIG	RESOURCE ROYALTY BLAINE FISHER	50,000.00	3,000.00	0.00	3,000.00	93.0	2,790.00
12/21/2016	MICHALETZ, CHRISTINE	US ENERGY ROYALTY EXCHANGE I	100,000.00	-6,000.00	0.00	-6,000.00	93.0	-5,580.00
* OIL & GAS SUBTOTAL *			\$1,685,000.00	\$89,100.00	\$0.00	\$89,100.00		\$82,863.00
<u>PRODUCT CATEGORY: 1031 EXCHANGE</u>								
09/14/2016	WEIBLE IRREV TRUST, ARDIS	STARBOARD DIAGONAL DST	400,000.00	24,000.00	0.00	24,000.00	93.0	22,320.00
12/22/2016	ROBINSON TRUST, MARILYN	STARBOARD MESA RIDGE DST	150,000.00	9,000.00	0.00	9,000.00	93.0	8,370.00
* 1031 EXCHANGE SUBTOTAL *			\$550,000.00	\$33,000.00	\$0.00	\$33,000.00		\$30,690.00
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
01/09/2017	ROSE, DUANE	AB MUNICIPAL INCOME MN A	0.00	36.38	0.00	36.38	93.0	33.83
01/18/2017	SMITH-GROVER, SUSAN	BLK MOD 13-16 AGE BASED C	25.00	0.25	0.00	0.25	93.0	0.23
01/31/2017	DORN, RITA	DELAWARE LIMITED- TERM DIVERSIFIED	-9,095.96	22.00	22.00	0.00	93.0	0.00
02/06/2017	DORN, RITA	GPB AUTOMOTIVE PORTFOLIO LP	34,000.00	0.00	0.00	0.00	93.0	0.00

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
/ /	WHITNEY, STANLEY	HARTFORD GROWTH OPP A	0.00	29.22	0.00	29.22	93.0	27.17
/ /	BOUDREAU, WILLIAM	JH FREEDOM LIFESTYLE GRW 529 PF C2	0.00	11.03	0.00	11.03	93.0	10.26
/ /	KOCON, ANTHONY	JH FREEDOM LIFESTYLE GRW 529 PF C2	0.00	0.78	0.00	0.78	93.0	0.73
/ /	KOCON, ANTHONY	JH FREEDOM LIFESTYLE GRW 529 PF C2	0.00	3.14	0.00	3.14	93.0	2.92
/ /	BOUDREAU, WILLIAM	JH FREEDOM LIFESTYLE GRW 529 PF C2	0.00	5.42	0.00	5.42	93.0	5.04
02/01/2017	BOUDREAU, WILLIAM	JH FREEDOM LIFESTYLE GRW 529 PF C2	100.00	1.00	0.00	1.00	93.0	0.93
02/01/2017	BOUDREAU, WILLIAM	JH FREEDOM LIFESTYLE GRW 529 PF C2	100.00	1.00	0.00	1.00	93.0	0.93
02/01/2017	BOUDREAU, WILLIAM	JH FREEDOM LIFESTYLE GRW 529 PF C2	100.00	1.00	0.00	1.00	93.0	0.93
02/01/2017	BOUDREAU, WILLIAM	JH FREEDOM LIFESTYLE GRW 529 PF C2	100.00	1.00	0.00	1.00	93.0	0.93
01/27/2017	SCHLOMANN, DAVID	MFS GROWTH ALLOCATION C	-15,022.00	22.00	22.00	0.00	93.0	0.00
02/08/2017	ESLINGER, DOUGLAS	THE OSTERWEIS STRATEGIC INCOME FUND	-2,022.00	22.00	22.00	0.00	93.0	0.00
01/12/2017	WETZELL, BRADY	TRANSAMERICA AA GROWTH C	1,000.00	10.00	0.00	10.00	93.0	9.30
01/13/2017	WETZELL, BRADY	TRANSAMERICA AA GROWTH C	-1,000.00	-10.00	0.00	-10.00	93.0	-9.30
01/23/2017	HANSGEN, DIANE	TRANSAMERICA AA GROWTH C	231.00	2.31	0.00	2.31	93.0	2.15
01/23/2017	HANSGEN, DIANE	TRANSAMERICA AA GROWTH C	1,166.66	11.67	0.00	11.67	93.0	10.85
02/02/2017	GARTNER, MARK	TRANSAMERICA AA GROWTH C	0.00	5.25	0.00	5.25	93.0	4.88
02/02/2017	IRELAND, MARIE	TRANSAMERICA AA GROWTH C	0.00	46.59	0.00	46.59	93.0	43.33
02/02/2017	IRELAND, DANIEL	TRANSAMERICA AA GROWTH C	0.00	40.54	0.00	40.54	93.0	37.70
02/02/2017	ROSE, REBECCA	TRANSAMERICA AA GROWTH C	0.00	33.26	0.00	33.26	93.0	30.93
02/02/2017	ROSE, ERIC	TRANSAMERICA AA GROWTH C	0.00	33.26	0.00	33.26	93.0	30.93
02/02/2017	WERKMEISTER, LISA	TRANSAMERICA AA GROWTH C	0.00	31.94	0.00	31.94	93.0	29.70
02/02/2017	KIECKER, MARK	TRANSAMERICA AA GROWTH C	0.00	31.64	0.00	31.64	93.0	29.43
02/02/2017	KIECKER, MARK	TRANSAMERICA AA GROWTH C	0.00	31.29	0.00	31.29	93.0	29.10
02/02/2017	ORTIZ, LAURA	TRANSAMERICA AA GROWTH C	0.00	33.20	0.00	33.20	93.0	30.88
02/02/2017	VOIGHT, KATHERINE	TRANSAMERICA AA GROWTH C	0.00	3.89	0.00	3.89	93.0	3.62
02/02/2017	VOIGHT, NICKOLAS	TRANSAMERICA AA GROWTH C	0.00	0.14	0.00	0.14	93.0	0.13
02/02/2017	FITTERER, PAMELA	TRANSAMERICA AA GROWTH C	0.00	15.61	0.00	15.61	93.0	14.52
02/02/2017	THORP, MEGAN	TRANSAMERICA AA GROWTH C	0.00	1.65	0.00	1.65	93.0	1.53
02/02/2017	DORN, SANDRA	TRANSAMERICA AA GROWTH C	0.00	5.29	0.00	5.29	93.0	4.92
02/02/2017	FITTERER, EMILY	TRANSAMERICA AA GROWTH C	0.00	1.63	0.00	1.63	93.0	1.52
02/02/2017	MICHALETZ, JOSEPH	TRANSAMERICA AA GROWTH C	0.00	1.14	0.00	1.14	93.0	1.06
02/02/2017	FITTERER, JAMES	TRANSAMERICA AA GROWTH C	0.00	36.55	0.00	36.55	93.0	33.99
02/02/2017	ROBERTSON, KATELYN	TRANSAMERICA AA GROWTH C	0.00	3.93	0.00	3.93	93.0	3.65

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
02/02/2017	FITTERER, SAMUEL	TRANSAMERICA AA GROWTH C	0.00	1.41	0.00	1.41	93.0	1.31
02/02/2017	SCHOEN, JUDITH	TRANSAMERICA AA GROWTH C	0.00	16.77	0.00	16.77	93.0	15.60
02/02/2017	JONES, ERIN	TRANSAMERICA AA GROWTH C	0.00	4.36	0.00	4.36	93.0	4.05
02/02/2017	JONES, KEITH	TRANSAMERICA AA GROWTH C	0.00	4.36	0.00	4.36	93.0	4.05
02/02/2017	LELAND, CRAIG	TRANSAMERICA AA GROWTH C	0.00	27.05	0.00	27.05	93.0	25.16
02/02/2017	SEVERSON, STEVEN	TRANSAMERICA AA GROWTH C	0.00	2.30	0.00	2.30	93.0	2.14
02/02/2017	FREDERICK, THOMAS	TRANSAMERICA AA GROWTH C	0.00	4.37	0.00	4.37	93.0	4.06
02/02/2017	HANSGEN, DIANE	TRANSAMERICA AA GROWTH C	0.00	48.19	0.00	48.19	93.0	44.82
02/02/2017	MORROW, ELLEN	TRANSAMERICA AA GROWTH C	0.00	76.55	0.00	76.55	93.0	71.19
02/02/2017	RENDL, MARK	TRANSAMERICA AA GROWTH C	0.00	3.41	0.00	3.41	93.0	3.17
02/02/2017	HUGGINS, TONY	TRANSAMERICA AA GROWTH C	0.00	7.22	0.00	7.22	93.0	6.71
02/02/2017	GROMMERSCH, IZABEL	TRANSAMERICA AA GROWTH C	0.00	3.94	0.00	3.94	93.0	3.66
02/02/2017	MCRAE, HEATHER	TRANSAMERICA AA GROWTH C	0.00	1.58	0.00	1.58	93.0	1.47
02/02/2017	DUMMER, NICOLE	TRANSAMERICA AA GROWTH C	0.00	14.50	0.00	14.50	93.0	13.49
02/02/2017	HASKIN-BEEBE, JEAN	TRANSAMERICA AA GROWTH C	0.00	3.58	0.00	3.58	93.0	3.33
02/02/2017	ROSE, JOHN	TRANSAMERICA AA GROWTH C	0.00	2.40	0.00	2.40	93.0	2.23
02/02/2017	KIECKER, DENISE	TRANSAMERICA AA GROWTH C	0.00	1.00	0.00	1.00	93.0	0.93
02/02/2017	MARK T KIECKER, SIM	TRANSAMERICA AA GROWTH C	0.00	1.39	0.00	1.39	93.0	1.29
02/02/2017	SHORE, HELEN	TRANSAMERICA AA GROWTH C	0.00	54.68	0.00	54.68	93.0	50.85
02/02/2017	SHORE, JERRY	TRANSAMERICA AA GROWTH C	0.00	2.32	0.00	2.32	93.0	2.16
02/02/2017	DOBIE, SHERYL	TRANSAMERICA AA GROWTH C	0.00	5.52	0.00	5.52	93.0	5.13
02/02/2017	IRELAND, MARIE	TRANSAMERICA AA GROWTH C	0.00	6.91	0.00	6.91	93.0	6.43
02/02/2017	JONES, EVAN	TRANSAMERICA AA GROWTH C	0.00	1.30	0.00	1.30	93.0	1.21
02/02/2017	GROMMERSCH, JOHN	TRANSAMERICA AA GROWTH C	0.00	3.94	0.00	3.94	93.0	3.66
02/02/2017	WETZELL, PAMELA	TRANSAMERICA AA GROWTH C	0.00	3.55	0.00	3.55	93.0	3.30
02/02/2017	WETZELL, THOMAS	TRANSAMERICA AA GROWTH C	0.00	10.92	0.00	10.92	93.0	10.16
02/02/2017	SMITH-GROVER, SUSAN	TRANSAMERICA AA GROWTH C	0.00	62.19	0.00	62.19	93.0	57.84
02/02/2017	JONES, WYATT	TRANSAMERICA AA GROWTH C	0.00	1.39	0.00	1.39	93.0	1.29
02/02/2017	THOMPSON, JO ANN	TRANSAMERICA AA GROWTH C	0.00	9.57	0.00	9.57	93.0	8.90
02/02/2017	JONES, DYLAN	TRANSAMERICA AA GROWTH C	0.00	1.14	0.00	1.14	93.0	1.06
02/02/2017	DUMKE, KEVIN	TRANSAMERICA AA GROWTH C	0.00	10.10	0.00	10.10	93.0	9.39
02/02/2017	OTTO, CHRISTOPHER	TRANSAMERICA AA GROWTH C	0.00	10.78	0.00	10.78	93.0	10.03
02/02/2017	CHRISTMAN, PATRICK	TRANSAMERICA AA GROWTH C	0.00	8.68	0.00	8.68	93.0	8.07

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
02/02/2017	CHRISTMAN, LISA	TRANSAMERICA AA GROWTH C	0.00	7.80	0.00	7.80	93.0	7.25
02/02/2017	THORP, CALEB	TRANSAMERICA AA GROWTH C	0.00	5.31	0.00	5.31	93.0	4.94
02/02/2017	WETZELL, ELI	TRANSAMERICA AA GROWTH C	0.00	4.82	0.00	4.82	93.0	4.48
02/02/2017	WETZELL, BECKETT	TRANSAMERICA AA GROWTH C	0.00	4.49	0.00	4.49	93.0	4.18
02/02/2017	TOMM, JODI	TRANSAMERICA AA GROWTH C	0.00	52.70	0.00	52.70	93.0	49.01
02/02/2017	BIRK, GREGORY	TRANSAMERICA AA GROWTH C	0.00	5.23	0.00	5.23	93.0	4.86
02/02/2017	ROY, JOSHUA	TRANSAMERICA AA GROWTH C	0.00	17.84	0.00	17.84	93.0	16.59
02/02/2017	JONES, WILL	TRANSAMERICA AA GROWTH C	0.00	1.17	0.00	1.17	93.0	1.09
02/02/2017	VETTER, BRIAN	TRANSAMERICA AA GROWTH C	0.00	12.30	0.00	12.30	93.0	11.44
02/02/2017	SANDBO, KAID	TRANSAMERICA AA GROWTH C	0.00	3.99	0.00	3.99	93.0	3.71
02/02/2017	SANDBO, ALYIAH	TRANSAMERICA AA GROWTH C	0.00	3.76	0.00	3.76	93.0	3.50
02/02/2017	ROY TOD, JOSHUA	TRANSAMERICA AA GROWTH C	0.00	8.66	0.00	8.66	93.0	8.05
02/02/2017	PAHL, JACKSON	TRANSAMERICA AA GROWTH C	0.00	3.51	0.00	3.51	93.0	3.26
02/02/2017	PAHL, GRACE	TRANSAMERICA AA GROWTH C	0.00	7.34	0.00	7.34	93.0	6.83
02/02/2017	WETZELL, PEYTON	TRANSAMERICA AA GROWTH C	0.00	2.47	0.00	2.47	93.0	2.30
02/02/2017	THORP, REED	TRANSAMERICA AA GROWTH C	0.00	2.31	0.00	2.31	93.0	2.15
02/02/2017	SOLOMON, ARIANNA	TRANSAMERICA AA GROWTH C	0.00	2.66	0.00	2.66	93.0	2.47
02/02/2017	GRUBISH, MAHLON	TRANSAMERICA AA GROWTH C	0.00	13.40	0.00	13.40	93.0	12.46
02/02/2017	GRUBISH, MAHLON	TRANSAMERICA AA GROWTH C	0.00	5.75	0.00	5.75	93.0	5.35
02/02/2017	GRUBISH, GERTRUDE	TRANSAMERICA AA GROWTH C	0.00	5.75	0.00	5.75	93.0	5.35
02/02/2017	JONES, THOMAS	TRANSAMERICA AA GROWTH C	0.00	0.98	0.00	0.98	93.0	0.91
02/02/2017	SOUKUP, ARLENE	TRANSAMERICA AA GROWTH C	0.00	0.90	0.00	0.90	93.0	0.84
02/02/2017	WETZELL, BRADY	TRANSAMERICA AA GROWTH C	0.00	0.21	0.00	0.21	93.0	0.20
02/02/2017	JONES, THOMAS	TRANSAMERICA AA GROWTH C	0.00	0.41	0.00	0.41	93.0	0.38
02/02/2017	THORP, QUINN	TRANSAMERICA AA GROWTH C	0.00	0.37	0.00	0.37	93.0	0.34
02/02/2017	KIECKER, BENJAMIN	TRANSAMERICA AA GROWTH C	0.00	2.20	0.00	2.20	93.0	2.05
02/02/2017	KIECKER, DANIEL	TRANSAMERICA AA GROWTH C	0.00	2.54	0.00	2.54	93.0	2.36
02/03/2017	ROSE, REBECCA	TRANSAMERICA AA GROWTH C	250.00	2.50	0.00	2.50	93.0	2.33
02/03/2017	ROSE, ERIC	TRANSAMERICA AA GROWTH C	250.00	2.50	0.00	2.50	93.0	2.33
02/03/2017	DUMMER, NICOLE	TRANSAMERICA AA GROWTH C	50.00	0.50	0.00	0.50	93.0	0.47
02/10/2017	HINTON, ALYSSA	TRANSAMERICA AA GROWTH C	450.00	4.50	12.00	-7.50	93.0	-6.98
02/02/2017	CONRAD, MAREIDITH	TRANSAMERICA AA MOD GROWTH C	0.00	5.92	0.00	5.92	93.0	5.51
02/02/2017	CONRAD, DELBERT	TRANSAMERICA AA MOD GROWTH C	0.00	38.69	0.00	38.69	93.0	35.98

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
02/02/2017	ROY, EMILY	TRANSAMERICA AA MOD GROWTH C	0.00	2.71	0.00	2.71	93.0	2.52
02/02/2017	LOE, GLORIA	TRANSAMERICA AA MOD GROWTH C	0.00	7.36	0.00	7.36	93.0	6.84
02/02/2017	GARTNER, TIMOTHY	TRANSAMERICA AA MOD GROWTH C	0.00	23.43	0.00	23.43	93.0	21.79
02/02/2017	GRAFF, GARY	TRANSAMERICA AA MOD GROWTH C	0.00	26.15	0.00	26.15	93.0	24.32
02/02/2017	ESLINGER, PATRICIA	TRANSAMERICA AA MOD GROWTH C	0.00	3.07	0.00	3.07	93.0	2.86
* MUTUAL FUNDS SUBTOTAL *			\$10,682.70	\$1,240.57	\$78.00	\$1,162.57		\$1,081.18
<u>PRODUCT CATEGORY: STOCKS</u>								
01/31/2017	DORN, EUGENE	COLONY NORTHSTAR INC CL A COM	-12,506.06	22.00	23.35	-1.35	93.0	-1.26
02/08/2017	ESLINGER, DOUGLAS	SPDR BLACKSTONE / GSO SENIOR LOAN E	-2,035.36	22.00	22.50	-0.50	93.0	-0.47
02/03/2017	DORN, EUGENE	TWO HBRS INVT CORP COM	11,979.92	22.00	24.05	-2.05	93.0	-1.91
* STOCKS SUBTOTAL *			\$-2,561.50	\$66.00	\$69.90	\$-3.90		\$-3.64
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
01/31/2017	ANDERSEN, WAYNE	JNL PERSPECTIVE ADV II 5/05	50,266.67	41.89	0.00	41.89	93.0	38.96
01/31/2017	HAAK, HELEN	JNL PERSPECTIVE ADV II 5/05	62,180.77	64.77	0.00	64.77	93.0	60.24
01/31/2017	GARTNER TRUST	JNL PERSPECTIVE ADV II 5/05	145,815.33	151.89	0.00	151.89	93.0	141.26
01/27/2017	STAFFEN, ROBERT	JNL PERSPECTIVE II 04/14	100,000.00	2,000.00	0.00	2,000.00	93.0	1,860.00
01/31/2017	AMERICAN ENDOWMENT FUND	JNL PERSPECTIVE II 04/14	70,372.79	58.64	0.00	58.64	93.0	54.54
01/31/2017	HASKIN, LARRY	JNL PERSPECTIVE II 04/14	1,104,145.32	22,082.91	0.00	22,082.91	93.0	20,537.11
01/31/2017	ROSE, DENNIS	JNL PERSPECTIVE II 05/05	65,342.73	54.45	0.00	54.45	93.0	50.64
01/31/2017	ROSE, CHERYL	JNL PERSPECTIVE II 05/05	113,394.66	94.50	0.00	94.50	93.0	87.89
01/31/2017	LUTZ, TRACY	JNL PERSPECTIVE II 05/05	7,582.28	6.32	0.00	6.32	93.0	5.88
01/31/2017	THOMPSON, JO ANN	JNL PERSPECTIVE L	180,754.28	150.63	0.00	150.63	93.0	140.09
01/31/2017	VANDERHOOF, DONNA	JNL PERSPECTIVE L	291,433.43	242.86	0.00	242.86	93.0	225.86
01/31/2017	GREEN, STEVEN	JNL PERSPECTIVE L	63,116.97	52.60	0.00	52.60	93.0	48.92
01/31/2017	GREEN, STEVEN	JNL PERSPECTIVE L	61,843.12	51.54	0.00	51.54	93.0	47.93
01/31/2017	WOLFF, JEAN	JNL PERSPECTIVE L	69,552.17	57.96	0.00	57.96	93.0	53.90
01/31/2017	WOLFF, JEAN	JNL PERSPECTIVE L	361,379.47	301.15	0.00	301.15	93.0	280.07
01/31/2017	CURTIS, JEFFREY	JNL PERSPECTIVE L	138,167.39	115.14	0.00	115.14	93.0	107.08
01/31/2017	FUENTEZ, IVAN	JNL PERSPECTIVE L	212,789.56	177.32	0.00	177.32	93.0	164.91
01/31/2017	ROSE, ERIC	JNL PERSPECTIVE L	40,827.07	34.02	0.00	34.02	93.0	31.64
01/31/2017	ANDERSEN, WAYNE	JNL PERSPECTIVE L	137,448.39	114.54	0.00	114.54	93.0	106.52
01/31/2017	MAINE, VINCENT	JNL PERSPECTIVE L	132,381.71	55.16	0.00	55.16	93.0	51.30

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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: VARIABLE ANNUITIES</u>								
01/31/2017	CALABRESE, CAROL	JNL PERSPECTIVE L	230,694.54	192.25	0.00	192.25	93.0	178.79
01/31/2017	SCHRIOCK, LINDA	JNL PERSPECTIVE L	51,237.95	42.70	0.00	42.70	93.0	39.71
01/31/2017	SCHRIOCK, STANLEY	JNL PERSPECTIVE L	22,053.50	18.38	0.00	18.38	93.0	17.09
01/31/2017	MAINE, VINCENT	JNL PERSPECTIVE L	147,640.01	61.52	0.00	61.52	93.0	57.21
01/31/2017	LUTZ, TRACY	JNL PERSPECTIVE L	20,888.25	17.41	0.00	17.41	93.0	16.19
01/31/2017	CHESNEY, TERRANCE	JNL PERSPECTIVE L	76,033.38	63.36	0.00	63.36	93.0	58.92
01/31/2017	CHESNEY, VIRGINIA	JNL PERSPECTIVE L	96,891.94	80.74	0.00	80.74	93.0	75.09
01/31/2017	CHESNEY, TERRANCE	JNL PERSPECTIVE L	141,389.21	117.82	0.00	117.82	93.0	109.57
01/31/2017	CHESNEY, VIRGINIA	JNL PERSPECTIVE L	144,583.54	120.49	0.00	120.49	93.0	112.06
01/31/2017	ANDERSEN, DAVID	JNL PERSPECTIVE L	77,807.81	64.84	0.00	64.84	93.0	60.30
01/31/2017	ANDERSEN, DAVID	JNL PERSPECTIVE L	164,394.14	137.00	0.00	137.00	93.0	127.41
01/31/2017	KOCON, RAYMOND	JNL PERSPECTIVE L	390,899.91	325.75	0.00	325.75	93.0	302.95
01/31/2017	HOGSTAD, MARY	JNL PERSPECTIVE L	133,038.96	110.87	0.00	110.87	93.0	103.11
01/31/2017	ROSE, DENNIS	JNL PERSPECTIVE L	147,124.35	122.60	0.00	122.60	93.0	114.02
01/31/2017	GARTNER TRUST, ORVAL	JNL PERSPECTIVE L	405,713.17	338.09	0.00	338.09	93.0	314.42
01/31/2017	LEASE, NATHELLE	JNL PERSPECTIVE L	254,898.93	212.42	0.00	212.42	93.0	197.55
01/31/2017	STRADTMAN, CHARLES	JNL PERSPECTIVE L	184,044.77	153.37	0.00	153.37	93.0	142.63
01/31/2017	VETTER, JOANN	JNL PERSPECTIVE L	599,787.94	499.82	0.00	499.82	93.0	464.83
01/31/2017	STRADTMAN, CHARLES	JNL PERSPECTIVE L	434,838.24	362.37	0.00	362.37	93.0	337.00
01/31/2017	VETTER, RICHARD	JNL PERSPECTIVE L	118,296.56	98.58	0.00	98.58	93.0	91.68
01/31/2017	VETTER, JOANN	JNL PERSPECTIVE L	108,366.91	90.31	0.00	90.31	93.0	83.99
01/31/2017	FLOR, PATRICIA	JNL PERSPECTIVE L	1,618,529.04	1,348.77	0.00	1,348.77	93.0	1,254.36
01/31/2017	KRAHMER, LE ANN	JNL PERSPECTIVE L	309,855.56	258.21	0.00	258.21	93.0	240.14
01/31/2017	ANDERSEN REV LIV TR, CRYSTAL	JNL PERSPECTIVE L	113,802.86	94.84	0.00	94.84	93.0	88.20
01/31/2017	KOPISCHKE, BEVERLY	JNL PERSPECTIVE L	161,719.45	134.77	0.00	134.77	93.0	125.34
01/31/2017	SHORE, JERRY	JNL PERSPECTIVE L	229,000.00	9,160.00	0.00	9,160.00	93.0	8,518.80
01/31/2017	SHORE, JERRY	JNL PERSPECTIVE L	797,699.82	664.75	0.00	664.75	93.0	618.22
01/31/2017	WINDSCHITL, MARLENE	JNL PERSPECTIVE L	1,004,216.35	836.85	0.00	836.85	93.0	778.27
01/31/2017	SHORE, JERRY	JNL PERSPECTIVE L	290,256.94	241.88	0.00	241.88	93.0	224.95
01/31/2017	WINDSCHITL, MARLENE	JNL PERSPECTIVE L	249,291.42	207.74	0.00	207.74	93.0	193.20
01/31/2017	LILLEVOLD, KATHRYN	JNL PERSPECTIVE L	919,384.23	766.15	0.00	766.15	93.0	712.52
01/31/2017	JOHNSON, ELOIS	JNL PERSPECTIVE L	416,024.39	346.69	0.00	346.69	93.0	322.42
01/31/2017	BERKNESS, RONALD	JNL PERSPECTIVE L	348,412.47	290.34	0.00	290.34	93.0	270.02

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
01/31/2017	WOLFF, ANITA	JNL PERSPECTIVE L	550,824.06	459.02	0.00	459.02	93.0	426.89
01/31/2017	NAWROCKI, DONNA	JNL PERSPECTIVE L	714,649.05	595.54	0.00	595.54	93.0	553.85
01/31/2017	BERKNESS, CAROLE	JNL PERSPECTIVE L	144,973.09	120.81	0.00	120.81	93.0	112.35
01/31/2017	WOLFF, WALTER	JNL PERSPECTIVE L	749,972.56	624.98	0.00	624.98	93.0	581.23
01/31/2017	LARSON, LOIS	JNL PERSPECTIVE L	56,066.47	46.72	0.00	46.72	93.0	43.45
01/31/2017	LARSON, DEAN	JNL PERSPECTIVE L	116,242.69	96.87	0.00	96.87	93.0	90.09
01/31/2017	LEINENWEBER, LE ROY	JNL PERSPECTIVE L	289,231.03	241.03	0.00	241.03	93.0	224.16
01/31/2017	DALLMANN, HOWARD	JNL PERSPECTIVE L	174,795.92	145.66	0.00	145.66	93.0	135.46
01/31/2017	DALLMANN, MARGARET	JNL PERSPECTIVE L	21,021.32	17.52	0.00	17.52	93.0	16.29
01/31/2017	CLOW, SANDRA	JNL PERSPECTIVE L	648,677.50	540.56	0.00	540.56	93.0	502.72
01/31/2017	LARSON, DEAN L & LOIS N	JNL PERSPECTIVE L	505,274.74	421.06	0.00	421.06	93.0	391.59
01/31/2017	LOE, TIMOTHY	JNL PERSPECTIVE L	333,531.74	277.94	0.00	277.94	93.0	258.48
01/31/2017	NAWROCKI, DONNA	JNL PERSPECTIVE L	391,102.85	325.92	0.00	325.92	93.0	303.11
01/31/2017	DOBIE, SHERYL	JNL PERSPECTIVE L	815,733.62	679.78	0.00	679.78	93.0	632.20
01/31/2017	MICHALETZ, GERALD	JNL PERSPECTIVE L	143,256.10	119.38	0.00	119.38	93.0	111.02
01/31/2017	COLEMAN, ELAINE	JNL PERSPECTIVE L	287,454.34	155.70	0.00	155.70	93.0	144.80
01/31/2017	BANWART, ROGER	JNL PERSPECTIVE L	145,860.65	121.55	0.00	121.55	93.0	113.04
01/31/2017	FITTERER, DELORIS	JNL PERSPECTIVE L	99,803.70	83.17	0.00	83.17	93.0	77.35
01/31/2017	COLEMAN, ARNOLD	JNL PERSPECTIVE L	57,049.49	30.90	0.00	30.90	93.0	28.74
01/31/2017	MICHALETZ, FAYE	JNL PERSPECTIVE L	63,841.52	53.20	0.00	53.20	93.0	49.48
01/31/2017	FUNFSINN TRUST, SUSAN	JNL PERSPECTIVE L	291,689.91	243.07	0.00	243.07	93.0	226.06
01/31/2017	FITTERER, DELORIS	JNL PERSPECTIVE L	228,501.00	190.42	0.00	190.42	93.0	177.09
01/31/2017	POST, TERRY	JNL PERSPECTIVE L	178,705.41	148.92	0.00	148.92	93.0	138.50
01/31/2017	HUISMAN, GERALDINE	JNL PERSPECTIVE L	148,497.45	123.75	0.00	123.75	93.0	115.09
01/31/2017	STEVENS, GEORGE	JNL PERSPECTIVE L	277,621.86	231.35	0.00	231.35	93.0	215.16
01/31/2017	BUCK, NORMAN	JNL PERSPECTIVE L	215,116.17	179.26	0.00	179.26	93.0	166.71
01/31/2017	PANOS, GERALDINE	JNL PERSPECTIVE L	109,217.56	91.01	0.00	91.01	93.0	84.64
01/31/2017	SHIRK, PAMELA	JNL PERSPECTIVE L	183,555.09	152.96	0.00	152.96	93.0	142.25
01/31/2017	PAHL, JAMES	JNL PERSPECTIVE L	132,185.14	110.15	0.00	110.15	93.0	102.44
01/31/2017	ENGELBRECHT, ALICE	JNL PERSPECTIVE L	225,633.21	188.03	0.00	188.03	93.0	174.87
01/31/2017	UTZKA, LANA	JNL PERSPECTIVE L	7,717.87	6.43	0.00	6.43	93.0	5.98
01/31/2017	SHAW, CHARLES	JNL PERSPECTIVE L	125,516.34	104.60	0.00	104.60	93.0	97.28
01/31/2017	WARD, JACQUELINE	JNL PERSPECTIVE L	35,221.77	29.35	0.00	29.35	93.0	27.30

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
01/31/2017	KRONBACK, MAYDELLE	JNL PERSPECTIVE L	155,547.97	129.62	0.00	129.62	93.0	120.55
01/31/2017	KENDALL, ARCHIE	JNL PERSPECTIVE L	444,209.77	370.17	0.00	370.17	93.0	344.26
01/31/2017	MINNEHAN, MICHAEL	JNL PERSPECTIVE L	125,364.86	104.47	0.00	104.47	93.0	97.16
01/31/2017	FITTERER, ROBERT	JNL PERSPECTIVE L	42,350.22	35.29	0.00	35.29	93.0	32.82
01/31/2017	CLOW CHARTIBLE TRUST, SANDRA	JNL PERSPECTIVE L	48,011.02	40.01	0.00	40.01	93.0	37.21
01/31/2017	ESLINGER, DOUGLAS	JNL PERSPECTIVE L	39,682.27	33.07	0.00	33.07	93.0	30.76
01/31/2017	TRINITY EVANGELICAL	JNL PERSPECTIVE L	389,735.92	324.78	0.00	324.78	93.0	302.05
01/31/2017	ARNOLD HOLDINGS LP	JNL PERSPECTIVE L	638,081.86	531.73	0.00	531.73	93.0	494.51
01/31/2017	ARNOLD, EVERETT	JNL PERSPECTIVE L	646,036.80	538.36	0.00	538.36	93.0	500.67
01/31/2017	SCHMIDT, LORI	JNL PERSPECTIVE L	111,354.61	92.80	0.00	92.80	93.0	86.30
01/31/2017	SCHMIDT, HAROLD	JNL PERSPECTIVE L	453,858.69	378.22	0.00	378.22	93.0	351.74
01/31/2017	ZIEGLER, DARRELL	JNL PERSPECTIVE L	31,663.89	26.39	0.00	26.39	93.0	24.54
01/31/2017	MOLL TURKEYS INC	JNL PERSPECTIVE L	321,138.47	267.62	0.00	267.62	93.0	248.89
01/31/2017	KRONBACK, JEFFERY	JNL PERSPECTIVE L	22,105.24	18.42	0.00	18.42	93.0	17.13
01/31/2017	KRONBACK, JEFFERY	JNL PERSPECTIVE L	97,294.65	81.08	0.00	81.08	93.0	75.40
01/31/2017	KRONBACK, DEBRA	JNL PERSPECTIVE L	26,117.47	21.76	0.00	21.76	93.0	20.24
01/31/2017	KRONBACK, DEBRA	JNL PERSPECTIVE L	28,732.88	23.94	0.00	23.94	93.0	22.26
01/31/2017	FITZSIMMONS, GARY	JNL PERSPECTIVE L	314,199.08	261.83	0.00	261.83	93.0	243.50
01/31/2017	REED, MARY	JNL PERSPECTIVE L	255,371.17	212.81	0.00	212.81	93.0	197.91
01/31/2017	FITZSIMMONS, KEVIN	JNL PERSPECTIVE L	122,013.11	101.68	0.00	101.68	93.0	94.56
01/31/2017	DIETRICH, SHARON	JNL PERSPECTIVE L	193,583.25	161.32	0.00	161.32	93.0	150.03
01/31/2017	KUEHLWEIN, RICHARD	JNL PERSPECTIVE L	48,999.04	40.83	0.00	40.83	93.0	37.97
01/31/2017	JERROW, ROBERT	JNL PERSPECTIVE L	297,847.78	248.21	0.00	248.21	93.0	230.84
01/31/2017	KASTER, JANICE	JNL PERSPECTIVE L	145,716.18	121.43	0.00	121.43	93.0	112.93
01/31/2017	FEAR, DUANE	JNL PERSPECTIVE L	69,912.62	58.26	0.00	58.26	93.0	54.18
01/31/2017	FEAR, LINDA	JNL PERSPECTIVE L	38,805.07	32.34	0.00	32.34	93.0	30.08
01/31/2017	ESLINGER, PATRICIA	JNL PERSPECTIVE L	21,592.56	17.99	0.00	17.99	93.0	16.73
01/31/2017	OLSON, MARK	JNL PERSPECTIVE L	314,623.53	262.19	0.00	262.19	93.0	243.84
01/31/2017	CHAPMAN, FRANCIS	JNL PERSPECTIVE L	276,185.94	230.15	0.00	230.15	93.0	214.04
01/31/2017	WESTERMAYER, CHARLES	JNL PERSPECTIVE L	31,793.29	26.49	0.00	26.49	93.0	24.64
01/31/2017	ZIEGLER, DIANNE	JNL PERSPECTIVE L	7,006.46	5.84	0.00	5.84	93.0	5.43
01/31/2017	GRUBISH, MAHLON	JNL PERSPECTIVE L	340,794.49	284.00	0.00	284.00	93.0	264.12
01/31/2017	ROSS TRUST, MARY JO	JNL PERSPECTIVE L	882,542.36	735.45	0.00	735.45	93.0	683.97

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<u>BROKER TRANSACTIONS</u>								
PRODUCT CATEGORY: VARIABLE ANNUITIES								
01/31/2017	ANDERSON, DONALD	JNL PERSPECTIVE L	146,084.06	121.74	0.00	121.74	93.0	113.22
01/31/2017	ROY, JAMES	JNL PERSPECTIVE L	190,888.61	159.07	0.00	159.07	93.0	147.94
01/31/2017	OLSON, BRENDA	JNL PERSPECTIVE L	48,340.83	40.28	0.00	40.28	93.0	37.46
01/31/2017	OLSON, BRYCE	JNL PERSPECTIVE L	391,355.79	326.13	0.00	326.13	93.0	303.30
01/31/2017	WESTERMAYER, CHARLES	JNL PERSPECTIVE L	237,903.41	198.25	0.00	198.25	93.0	184.37
01/31/2017	GOFF, WESLEY	JNL PERSPECTIVE L	29,578.51	24.65	0.00	24.65	93.0	22.92
01/31/2017	CONRAD, RONALD	JNL PERSPECTIVE L	121,375.86	101.15	0.00	101.15	93.0	94.07
01/31/2017	CONRAD, DELBERT L & ELL	JNL PERSPECTIVE L	403,418.49	336.18	0.00	336.18	93.0	312.65
01/31/2017	GRAFF, BRENT	JNL PERSPECTIVE L	54,095.16	45.08	0.00	45.08	93.0	41.92
01/31/2017	FOSTER, RODNEY	JNL PERSPECTIVE L	176,576.66	147.15	0.00	147.15	93.0	136.85
01/31/2017	SKELLY, SCOTT	JNL PERSPECTIVE L	219,848.62	183.21	0.00	183.21	93.0	170.39
01/31/2017	SKELLY, BRENDA	JNL PERSPECTIVE L	24,516.82	20.43	0.00	20.43	93.0	19.00
01/31/2017	KRAFT, JUDITH	JNL PERSPECTIVE L	150,091.66	125.08	0.00	125.08	93.0	116.32
01/31/2017	SEVERSON, STANLEY	JNL PERSPECTIVE L	253,416.94	211.18	0.00	211.18	93.0	196.40
01/31/2017	KRAFT, JUDITH	JNL PERSPECTIVE L	96,190.72	80.16	0.00	80.16	93.0	74.55
01/31/2017	GUNDERSON, HOLLY	JNL PERSPECTIVE L	35,382.84	29.49	0.00	29.49	93.0	27.43
01/31/2017	SEVERSON, JOYCE	JNL PERSPECTIVE L	106,156.68	88.46	0.00	88.46	93.0	82.27
01/31/2017	GUNDERSON, BRIAN	JNL PERSPECTIVE L	87,191.46	72.66	0.00	72.66	93.0	67.57
01/31/2017	SIEBERG, JOSEPH	JNL PERSPECTIVE L	67,381.30	56.15	0.00	56.15	93.0	52.22
01/31/2017	SIEBERG, DIANE	JNL PERSPECTIVE L	24,033.96	20.03	0.00	20.03	93.0	18.63
01/31/2017	CONRAD, DELBERT	JNL PERSPECTIVE L	106,723.09	88.94	0.00	88.94	93.0	82.71
01/31/2017	NELSON, BRENDA	JNL PERSPECTIVE L	217,320.72	181.10	0.00	181.10	93.0	168.42
01/31/2017	DORN, SANDRA	JNL PERSPECTIVE L	294,405.88	245.34	0.00	245.34	93.0	228.17
01/31/2017	HAGEN, LINDA	JNL PERSPECTIVE L	1,565,076.69	1,304.23	0.00	1,304.23	93.0	1,212.93
01/31/2017	HUGGINS, JEANNE	JNL PERSPECTIVE L	172,402.54	143.67	0.00	143.67	93.0	133.61
01/31/2017	THOMPSON, MAX	JNL PERSPECTIVE L	132,761.50	110.63	0.00	110.63	93.0	102.89
01/31/2017	THOMPSON, JO ANN	JNL PERSPECTIVE L	156,820.28	130.68	0.00	130.68	93.0	121.53
01/31/2017	THOMPSON, MAX	JNL PERSPECTIVE L	450,916.19	375.76	0.00	375.76	93.0	349.46
01/31/2017	HUGGINS, TONY	JNL PERSPECTIVE L	268,504.56	223.75	0.00	223.75	93.0	208.09
01/31/2017	HOWELL, NICOLE	JNL PERSPECTIVE L	181,418.05	151.18	0.00	151.18	93.0	140.60
01/31/2017	STIERLEN, ROGER	JNL PERSPECTIVE L	39,780.13	33.15	0.00	33.15	93.0	30.83
01/31/2017	WOLFF, LINDA	JNL PERSPECTIVE L	645,108.89	537.59	0.00	537.59	93.0	499.96
01/31/2017	OTTO, JANET	JNL PERSPECTIVE L	22,260.95	18.55	0.00	18.55	93.0	17.25

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
01/31/2017	OTTO, JAMES	JNL PERSPECTIVE L	533,387.84	444.49	0.00	444.49	93.0	413.38
01/31/2017	BUCK, DELORES	JNL PERSPECTIVE L	238,059.33	198.38	0.00	198.38	93.0	184.49
01/31/2017	BRIELMAIER, MICHELE	JNL PERSPECTIVE L	460,543.25	383.79	0.00	383.79	93.0	356.92
01/31/2017	BRIELMAIER, MICHELE	JNL PERSPECTIVE L	208,889.49	174.07	0.00	174.07	93.0	161.89
01/31/2017	KLEMENT, GARY	JNL PERSPECTIVE L	645,623.83	538.02	0.00	538.02	93.0	500.36
01/31/2017	KLEMENT, GARY	JNL PERSPECTIVE L	641,378.94	534.48	0.00	534.48	93.0	497.07
01/31/2017	CLOW, SANDRA	JNL PERSPECTIVE L	402,293.00	335.24	0.00	335.24	93.0	311.77
01/31/2017	FAMILY CHARITABLE REMAIND,	JNL PERSPECTIVE L	656,286.71	546.91	0.00	546.91	93.0	508.63
01/31/2017	DAWSON, DEANNA	JNL PERSPECTIVE L	140,987.84	117.49	0.00	117.49	93.0	109.27
01/31/2017	DAMEWOOD, VIRGINIA	JNL PERSPECTIVE L	30,796.08	25.66	0.00	25.66	93.0	23.86
01/31/2017	DAMEWOOD, VIRGINIA	JNL PERSPECTIVE L	59,857.99	49.88	0.00	49.88	93.0	46.39
01/31/2017	DAWSON, DEANNA	JNL PERSPECTIVE L	34,059.15	28.38	0.00	28.38	93.0	26.39
01/31/2017	GARTNER, MARIE	JNL PERSPECTIVE L	141,515.95	117.93	0.00	117.93	93.0	109.67
01/31/2017	GARTNER, LEONARD	JNL PERSPECTIVE L	936,715.90	780.60	0.00	780.60	93.0	725.96
01/31/2017	GARTNER, LEONARD	JNL PERSPECTIVE L	179,085.23	149.24	0.00	149.24	93.0	138.79
01/31/2017	FITTERER, RUTH	JNL PERSPECTIVE L	185,791.50	154.83	0.00	154.83	93.0	143.99
01/31/2017	MICHELS, DAVID	JNL PERSPECTIVE L	118,598.42	98.83	0.00	98.83	93.0	91.91
01/31/2017	MICHELS, BEVERLEY	JNL PERSPECTIVE L	280,618.68	233.85	0.00	233.85	93.0	217.48
01/31/2017	HANSON, JOY	JNL PERSPECTIVE L	183,087.06	152.57	0.00	152.57	93.0	141.89
01/31/2017	SCHOEN, RICHARD	JNL PERSPECTIVE L	493,168.63	410.97	0.00	410.97	93.0	382.20
01/31/2017	SCHOEN, RICHARD	JNL PERSPECTIVE L	551,172.81	459.31	0.00	459.31	93.0	427.16
01/31/2017	ROBINSON, MARILYN	JNL PERSPECTIVE L	124,723.98	103.94	0.00	103.94	93.0	96.66
01/31/2017	FOSTER, RICHARD	JNL PERSPECTIVE L	800,808.05	667.34	0.00	667.34	93.0	620.63
01/31/2017	STAFFEN, ROBERT	JNL PERSPECTIVE L	102,955.11	85.80	0.00	85.80	93.0	79.79
01/31/2017	TURNER, MYRNA	JNL PERSPECTIVE L	171,307.23	142.76	0.00	142.76	93.0	132.77
01/31/2017	TURNER, WENDELL &	JNL PERSPECTIVE L	150,519.88	125.43	0.00	125.43	93.0	116.65
01/31/2017	BENZ, FORREST	JNL PERSPECTIVE L	28,024.92	23.35	0.00	23.35	93.0	21.72
01/31/2017	BENZ, FORREST	JNL PERSPECTIVE L	243,369.78	202.81	0.00	202.81	93.0	188.61
01/31/2017	LOE, TIMOTHY	JNL PERSPECTIVE L	114,122.93	61.82	0.00	61.82	93.0	57.49
01/31/2017	WOLFF, LINDA	JNL PERSPECTIVE L	114,122.92	61.82	0.00	61.82	93.0	57.49
02/01/2017	GARTNER, MARIE	JNL PERSPECTIVE L	6,500.00	260.00	0.00	260.00	93.0	241.80
02/01/2017	GARTNER, LEONARD	JNL PERSPECTIVE L	20,000.00	800.00	0.00	800.00	93.0	744.00
02/01/2017	GARTNER, LEONARD	JNL PERSPECTIVE L	6,500.00	260.00	0.00	260.00	93.0	241.80

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DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
PRODUCT CATEGORY: VARIABLE ANNUITIES								
01/31/2017	MULFORD, PATRICIA	JOHN HANCOCK VANTAGE	222,816.10	185.68	0.00	185.68	93.0	172.68
01/31/2017	WILKERSON, LAURA	JOHN HANCOCK VANTAGE	40,277.56	33.56	0.00	33.56	93.0	31.21
01/31/2017	WILKERSON, LAURA	JOHN HANCOCK VANTAGE	31,452.43	26.21	0.00	26.21	93.0	24.38
01/31/2017	BOESCH, RODNEY	JOHN HANCOCK VENTURE	131,337.25	27.36	0.00	27.36	93.0	25.44
* VARIABLE ANNUITIES SUBTOTAL *			\$45,816,508.01	\$71,199.03	\$0.00	\$71,199.03		\$66,215.15
*** BROKER TRANSACTIONS TOTAL ***			\$48,169,629.21	\$202,305.60	\$147.90	\$202,157.70		\$188,006.69

SPLIT TRANSACTIONS**BROKER: 46G-JOE/JACK MICHALETZ #290**

01/17/2017	KUEHLWEIN, RICHARD	JH STRATEGIC INCOME C	132.00	1.32	0.00	1.32	93.0	1.23
01/31/2017	KUEHLWEIN, RICHARD	JH STRATEGIC INCOME C	132.00	1.32	0.00	1.32	93.0	1.23
01/17/2017	KUEHLWEIN, RICHARD	JOHN HANCOCK CLASSIC VALUE C	105.60	1.06	0.00	1.06	93.0	0.99
01/31/2017	KUEHLWEIN, RICHARD	JOHN HANCOCK CLASSIC VALUE C	105.60	1.06	0.00	1.06	93.0	0.99
01/17/2017	KUEHLWEIN, RICHARD	JOHN HANCOCK FOCUSED HIGH YIELD C	105.60	1.06	0.00	1.06	93.0	0.99
01/31/2017	KUEHLWEIN, RICHARD	JOHN HANCOCK FOCUSED HIGH YIELD C	105.60	1.06	0.00	1.06	93.0	0.99
01/17/2017	KUEHLWEIN, RICHARD	JOHN HANCOCK US GLOBAL LEADERS GRW	79.20	0.79	0.00	0.79	93.0	0.73
01/31/2017	KUEHLWEIN, RICHARD	JOHN HANCOCK US GLOBAL LEADERS GRW	79.20	0.79	0.00	0.79	93.0	0.73
02/08/2017	REINHART, RANDALL	RESOURCE ROYALTY BLAINE FISHER	75,000.00	4,500.00	0.00	4,500.00	93.0	4,185.00
* 46G-JOE/JACK MICHALETZ SUBTOTAL *			\$75,844.80	\$4,508.46	\$0.00	\$4,508.46		\$4,192.88
*** SPLIT TRANSACTIONS TOTAL ***			\$75,844.80	\$4,508.46	\$0.00	\$4,508.46		\$4,192.88

OVERRIDE TRANSACTIONS**BROKER: JACK MICHALETZ #287**

02/01/2017	SOUKUP, THOMAS	BLUEROCK TOTAL INC & REAL ESTATE FU	5,000.00	50.00	22.00	28.00	0.0	26.04
02/02/2017	SOUKUP, THOMAS	BLUEROCK TOTAL INC & REAL ESTATE FU	36,000.00	360.00	22.00	338.00	0.0	314.34
01/31/2017	OTTO, CURTIS	JNL PERSPECTIVE II 05/05	7,412.82	6.18	0.00	6.18	0.0	5.75
01/31/2017	PETERSON, IONE	JNL PERSPECTIVE L	114,739.75	124.30	0.00	124.30	0.0	115.60
01/31/2017	PANKRATZ, SUSAN	JNL PERSPECTIVE L	107,404.34	89.50	0.00	89.50	0.0	83.24
01/31/2017	PANKRATZ, EDWARD	JNL PERSPECTIVE L	194,583.11	162.15	0.00	162.15	0.0	150.80
01/31/2017	HOL, PATRICIA	JNL PERSPECTIVE L	112,939.98	94.12	0.00	94.12	0.0	87.53
01/31/2017	HAGER, REBECCA	JNL PERSPECTIVE L	60,838.04	50.70	0.00	50.70	0.0	47.15

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DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u> OVERRIDE TRANSACTIONS </u>								
<u>BROKER: JACK MICHALETZ #287</u>								
01/31/2017	MARSH, JAMES	JNL PERSPECTIVE L	34,508.82	28.76	0.00	28.76	0.0	26.75
01/31/2017	FEAR, WILLIAM	JNL PERSPECTIVE L	122,544.21	102.12	0.00	102.12	0.0	94.97
01/31/2017	PEMBLE, MICHELLE	JNL PERSPECTIVE L	266,872.40	222.39	0.00	222.39	0.0	206.82
01/31/2017	HART, JILLANE	JNL PERSPECTIVE L	86,399.06	72.00	0.00	72.00	0.0	66.96
01/31/2017	HART, KEVIN	JNL PERSPECTIVE L	255,600.82	213.00	0.00	213.00	0.0	198.09
01/31/2017	STEFFL, CHRISTINE	JNL PERSPECTIVE L	21,732.50	18.11	0.00	18.11	0.0	16.84
01/31/2017	BEVAN, HELEN	JNL PERSPECTIVE L	37,039.07	30.86	0.00	30.86	0.0	28.70
02/06/2017	LORENTZ, ANDREW	PUTNAM CAPITAL SPECTRUM C	228.00	2.28	12.00	-9.72	0.0	-9.04
02/06/2017	LORENTZ, ANDREW	PUTNAM EQUITY SPECTRUM C	227.00	2.27	12.00	-9.73	0.0	-9.05
02/01/2017	ZRUST, DOUGLAS	SPDR BLACKSTONE / GSO SENIOR LOAN E	9,660.50	22.00	22.50	-0.50	0.0	-0.47
01/31/2017	GRETCHEN L WENDT, SIM	TRANSAMERICA AA GROWTH C	40.63	0.41	0.00	0.41	0.0	0.38
01/31/2017	GRETCHEN L WENDT, SIM	TRANSAMERICA AA GROWTH C	40.63	0.41	0.00	0.41	0.0	0.38
01/31/2017	CONRAD, GARY	TRANSAMERICA AA GROWTH C	40.63	0.41	0.00	0.41	0.0	0.38
01/31/2017	CONRAD, GARY	TRANSAMERICA AA GROWTH C	40.63	0.41	0.00	0.41	0.0	0.38
01/31/2017	JENSEN, MICHAEL	TRANSAMERICA AA GROWTH C	61.41	0.61	0.00	0.61	0.0	0.57
01/31/2017	JENSEN, MICHAEL	TRANSAMERICA AA GROWTH C	61.41	0.61	0.00	0.61	0.0	0.57
02/02/2017	ROBERTSON, MITCHELL	TRANSAMERICA AA GROWTH C	0.00	2.56	0.00	2.56	0.0	2.38
02/02/2017	FEMRITE, LYLE	TRANSAMERICA AA GROWTH C	0.00	5.09	0.00	5.09	0.0	4.73
02/02/2017	OTTO, CURTIS	TRANSAMERICA AA GROWTH C	0.00	15.01	0.00	15.01	0.0	13.96
02/02/2017	WINTER, JANEAN	TRANSAMERICA AA GROWTH C	0.00	44.59	0.00	44.59	0.0	41.47
02/02/2017	WINTER, JANEAN	TRANSAMERICA AA GROWTH C	0.00	38.30	0.00	38.30	0.0	35.62
02/02/2017	SAURER, BRUCE	TRANSAMERICA AA GROWTH C	0.00	6.32	0.00	6.32	0.0	5.88
02/02/2017	GRETCHEN L WENDT, SIM	TRANSAMERICA AA GROWTH C	0.00	15.10	0.00	15.10	0.0	14.04
02/02/2017	CONRAD, GARY	TRANSAMERICA AA GROWTH C	0.00	14.71	0.00	14.71	0.0	13.68
02/02/2017	STEFFL, JOSEPH	TRANSAMERICA AA GROWTH C	0.00	1.98	0.00	1.98	0.0	1.84
02/02/2017	STEFFL, CHRISTINE	TRANSAMERICA AA GROWTH C	0.00	2.00	0.00	2.00	0.0	1.86
02/02/2017	MEAD, KELSEY	TRANSAMERICA AA GROWTH C	0.00	1.29	0.00	1.29	0.0	1.20
02/02/2017	MEAD, KELSEY	TRANSAMERICA AA GROWTH C	0.00	3.31	0.00	3.31	0.0	3.08
02/02/2017	MICHALETZ, ADISYN	TRANSAMERICA AA GROWTH C	0.00	0.86	0.00	0.86	0.0	0.80
02/02/2017	OTTO, CURTIS	TRANSAMERICA AA GROWTH C	0.00	1.01	0.00	1.01	0.0	0.94
02/02/2017	HANSON, MICHAEL	TRANSAMERICA AA GROWTH C	0.00	4.22	0.00	4.22	0.0	3.92
02/02/2017	SCHROEDER, CORY	TRANSAMERICA AA GROWTH C	0.00	7.71	0.00	7.71	0.0	7.17
02/02/2017	SIEBERG, KYLE	TRANSAMERICA AA GROWTH C	0.00	1.66	0.00	1.66	0.0	1.54

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<u> OVERRIDE TRANSACTIONS </u>								
<u>BROKER: JACK MICHALETZ #287</u>								
02/02/2017	PEMBLE, JOCELYN	TRANSAMERICA AA GROWTH C	0.00	13.76	0.00	13.76	0.0	12.80
02/02/2017	BOESCH, SKYE	TRANSAMERICA AA GROWTH C	0.00	1.58	0.00	1.58	0.0	1.47
02/02/2017	FLYGARE, MATTHEW	TRANSAMERICA AA GROWTH C	0.00	2.76	0.00	2.76	0.0	2.57
02/02/2017	LOE, KIRSTEN	TRANSAMERICA AA GROWTH C	0.00	0.85	0.00	0.85	0.0	0.79
02/02/2017	TRANS MIN ACT - MN, UNIF	TRANSAMERICA AA GROWTH C	0.00	3.93	0.00	3.93	0.0	3.65
02/03/2017	PEMBLE, JOCELYN	TRANSAMERICA AA GROWTH C	50.00	0.50	0.00	0.50	0.0	0.47
02/06/2017	LORENTZ, ANDREW	TRANSAMERICA AA GROWTH C	300.00	3.00	12.00	-9.00	0.0	-8.37
02/09/2017	LORENTZ, NICHOLAS	TRANSAMERICA AA GROWTH C	2,000.00	20.00	22.00	-2.00	0.0	-1.86
02/02/2017	RESCH, MARK	TRANSAMERICA AA MOD GROWTH C	0.00	4.73	0.00	4.73	0.0	4.40
02/02/2017	VAN TOL, KATHERINE	TRANSAMERICA AA MOD GROWTH C	0.00	35.53	0.00	35.53	0.0	33.04
02/02/2017	ROELOFS, JODI	TRANSAMERICA AA MOD GROWTH C	0.00	1.15	0.00	1.15	0.0	1.07
02/02/2017	JUDITH M ABDO, SIM	TRANSAMERICA AA MOD GROWTH C	0.00	5.22	0.00	5.22	0.0	4.85
02/02/2017	STACEY MARIE RIVET, SIM	TRANSAMERICA AA MOD GROWTH C	0.00	1.21	0.00	1.21	0.0	1.13
02/02/2017	SARA JANE RIVET, SIM	TRANSAMERICA AA MOD GROWTH C	0.00	2.20	0.00	2.20	0.0	2.05
02/02/2017	MICHALETZ, ADISYN	TRANSAMERICA AA MOD GROWTH C	0.00	0.16	0.00	0.16	0.0	0.15
02/02/2017	ESLINGER, OWEN	TRANSAMERICA AA MOD GROWTH C	0.00	8.55	0.00	8.55	0.0	7.95
02/02/2017	ESLINGER, MADELINE	TRANSAMERICA AA MOD GROWTH C	0.00	13.55	0.00	13.55	0.0	12.60
02/02/2017	ESLINGER, ELEANOR	TRANSAMERICA AA MOD GROWTH C	0.00	5.41	0.00	5.41	0.0	5.03
02/02/2017	GRUBER, DUSTIN	TRANSAMERICA AA MOD GROWTH C	0.00	1.11	0.00	1.11	0.0	1.03
01/25/2017	ZIEGLER, ERIC	TRANSAMERICA LANDMARK	50.00	2.50	0.00	2.50	0.0	2.33
01/25/2017	ZIEGLER, KRISTINE	TRANSAMERICA LANDMARK	50.00	2.50	0.00	2.50	0.0	2.33
* JACK MICHALETZ SUBTOTAL *			\$1,476,465.76	\$1,949.52	\$124.50	\$1,825.02		\$1,697.27
*** OVERRIDE TRANSACTIONS TOTAL ***			\$1,476,465.76	\$1,949.52	\$124.50	\$1,825.02		\$1,697.27

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<u>ADJUSTMENTS</u>								
02/15/2017		*CREDIT CARD PYT: CREDIT CARD PYT	0.00					1,754.50
02/15/2017		*EO INS: CURRENT MONTH INS	0.00					-300.00
02/15/2017		*EO INS: CURRENT MONTH INS - JACK	0.00					-300.00
02/15/2017		*PERSHING: BOOKS & RECORDS-M137	0.00					-4.50
02/15/2017		*TECH: ADMIN - BRIDGET	0.00					-100.00
02/15/2017		*TECH: ADMIN - CHRISTINE	0.00					-100.00
02/15/2017		*TECH: ADMIN - JANE	0.00					-100.00
02/15/2017		*TECH: ADMIN - NICOLE	0.00					-100.00
02/15/2017		*TECH: CURRENT MONTH - JACK	0.00					-275.00
02/15/2017		*TECH: CURRENT MONTH TECH	0.00					-275.00
02/15/2017		*TECH: CURRENT MONTH-BORST	0.00					-100.00
02/15/2017		*TECH: CURRENT MONTH-ECKELS	0.00					-100.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$0.00

BROKER COMMISSION TOTALS

Broker Transactions	\$188,006.69
Split Transactions	\$4,192.88
Override Transactions	\$1,697.27
Adjustments	\$0.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$193,896.84
Year-to-date Gross	\$760,965.16
Year-to-date Earnings	\$711,700.52

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