



Concorde Investment Services, LLC

12/15/2017

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COMMISSION STATEMENT**December 15, 2017**TIMOTHY STAUFFER
333 Fiddlers CoveBROKER #: S118
BRANCH: TIMOTHY STAUFFER

Fort Wayne, IN 46825

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: PRIVATE PLACEMENT</u>								
11/20/2017	GRABER, ROSANN	COTTONWOOD RESIDENTIAL 2016 PREFR'D	25,000.00	1,750.00	0.00	1,750.00	90.0	1,575.00
11/22/2017	MERVAR, DAVID	COTTONWOOD RESIDENTIAL 2016 PREFR'D	100,000.00	7,000.00	0.00	7,000.00	90.0	6,300.00
11/27/2017	MERVAR, REBECCA	COTTONWOOD RESIDENTIAL 2016 PREFR'D	50,000.00	3,500.00	0.00	3,500.00	90.0	3,150.00
* PRIVATE PLACEMENT SUBTOTAL *			\$175,000.00	\$12,250.00	\$0.00	\$12,250.00		\$11,025.00
<u>PRODUCT CATEGORY: REIT</u>								
11/21/2017	MERVAR, DAVID	COTTONWOOD MULTIFAMILY REIT II	50,000.00	3,000.00	0.00	3,000.00	90.0	2,700.00
11/22/2017	MERVAR, REBECCA	COTTONWOOD MULTIFAMILY REIT II	25,000.00	1,500.00	0.00	1,500.00	90.0	1,350.00
* REIT SUBTOTAL *			\$75,000.00	\$4,500.00	\$0.00	\$4,500.00		\$4,050.00
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
12/05/2017	HOUSER TRUST, MICHAEL & SHERR	ING PREMIUM PLUS 2005	0.00	8.37	0.00	8.37	90.0	7.53
12/06/2017	HOUSER, MICHAEL	ING PREMIUM PLUS 2005	0.00	22.07	0.00	22.07	90.0	19.86
12/06/2017	HOUSER, SHERRY	ING PREMIUM PLUS 2005	0.00	7.83	0.00	7.83	90.0	7.05
11/30/2017	WILD, WILLIAM	JNL ELITE ACCESS	99,803.18	41.58	0.00	41.58	90.0	37.42
11/30/2017	NUTTLE, ALLEN	JNL ELITE ACCESS	27,813.34	5.79	0.00	5.79	90.0	5.21
11/30/2017	MOHR, AMY	JNL ELITE ACCESS	46,015.50	9.59	0.00	9.59	90.0	8.63
11/30/2017	LARKINS, TROY	JNL ELITE ACCESS	48,582.61	10.12	0.00	10.12	90.0	9.11
11/30/2017	ZEHR, PAUL	JNL ELITE ACCESS	30,797.43	6.42	0.00	6.42	90.0	5.78
11/30/2017	ZIMMERMAN, CATHERINE	JNL PERSPECTIVE	29,651.66	6.18	0.00	6.18	90.0	5.56
11/30/2017	COLEMAN, CHERYL	JNL PERSPECTIVE	36,483.17	7.60	0.00	7.60	90.0	6.84
11/30/2017	FLETCHER, MONA	JNL PERSPECTIVE II	28,811.98	12.00	0.00	12.00	90.0	10.80
11/30/2017	LEDERMAN, JOANNE	JNL PERSPECTIVE II	316,375.86	131.82	0.00	131.82	90.0	118.64
11/30/2017	WILD, CHRISTOPHER	JNL PERSPECTIVE II	14,486.65	6.04	0.00	6.04	90.0	5.44
11/30/2017	MIDDLETON, LUCINDA	JNL PERSPECTIVE II 04/14	82,686.22	34.45	0.00	34.45	90.0	31.01
11/30/2017	MIDDLETON, JAMES	JNL PERSPECTIVE II 04/14	80,487.20	33.54	0.00	33.54	90.0	30.19
11/30/2017	BERKSHIRE, LAURA	JNL PERSPECTIVE II 04/14	150,842.32	62.85	0.00	62.85	90.0	56.57

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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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
11/30/2017	HOLLE, DONELLE	JNL PERSPECTIVE II 04/14	80,400.95	33.50	0.00	33.50	90.0	30.15
11/30/2017	SMITH REV TRUST, ROY & KAY	JNL PERSPECTIVE II 04/14	641,733.50	267.39	0.00	267.39	90.0	240.65
11/30/2017	SMITH TRUST, ROY & KAY	JNL PERSPECTIVE II 04/14	223,410.46	93.09	0.00	93.09	90.0	83.78
11/30/2017	HALL, ROSEMARY	JNL PERSPECTIVE II 04/14	323,289.36	134.70	0.00	134.70	90.0	121.23
11/30/2017	BYERLEY, WAYNE	JNL PERSPECTIVE II 05/05	223,039.31	92.93	0.00	92.93	90.0	83.64
11/30/2017	ZAHM SR, RICHARD	JNL PERSPECTIVE II 05/05	146,108.76	60.88	0.00	60.88	90.0	54.79
11/30/2017	CHRIST, LINDA	JNL PERSPECTIVE II 05/05	144,503.85	60.21	0.00	60.21	90.0	54.19
11/30/2017	PARKER, DIANA	JNL PERSPECTIVE II 05/05	88,714.65	36.96	0.00	36.96	90.0	33.26
11/30/2017	PARKER, MICHAEL	JNL PERSPECTIVE II 05/05	97,367.93	40.57	0.00	40.57	90.0	36.51
11/30/2017	RAMIREZ, JOAQUIN	JNL PERSPECTIVE II 05/05	48,090.72	20.04	0.00	20.04	90.0	18.04
11/30/2017	STUCKY, MIKE	JNL PERSPECTIVE II 05/05	90,363.52	37.65	0.00	37.65	90.0	33.89
11/30/2017	GRABER, AMOS	JNL PERSPECTIVE II 05/05	47,164.73	19.65	0.00	19.65	90.0	17.69
11/30/2017	SMITH, KAREN	JOHN HANCOCK VENTURE 2006	158,298.90	131.92	0.00	131.92	90.0	118.73
11/30/2017	BLANCHARD, SUZETTE	JOHN HANCOCK VENTURE III	69,570.36	57.98	0.00	57.98	90.0	52.18
11/30/2017	SITCLER, PATRICIA	JOHN HANCOCK VENTURE III	109,206.54	91.01	0.00	91.01	90.0	81.91
11/30/2017	SHERRILL, TIMOTHY	JOHN HANCOCK VENTURE III	216,836.52	180.70	0.00	180.70	90.0	162.63
11/30/2017	SOBERALSKI, EDWARD	JOHN HANCOCK VENTURE III	202,878.24	169.07	0.00	169.07	90.0	152.16
11/29/2017	STAUFFER, PATTY	SBL ADVISORDESIGNS VA	19,327.00	16.11	0.00	16.11	90.0	14.50
* VARIABLE ANNUITIES SUBTOTAL *			\$3,923,142.42	\$1,950.61	\$0.00	\$1,950.61		\$1,755.57
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
12/01/2017	ROBERTSON, THOMAS	AM FUNDS GROWTH FUND OF AMERICA 529	0.00	1.31	0.00	1.31	90.0	1.18
12/01/2017	LARKINS, TROY	AM FUNDS ICA C	0.00	105.44	0.00	105.44	90.0	94.90
11/16/2017	ZEHR, BERTHA	GRIFFIN INSTITUTIONAL ACCESS REAL E	0.00	2.27	0.00	2.27	90.0	2.04
11/16/2017	ZEHR, PAUL	GRIFFIN INSTITUTIONAL ACCESS REAL E	0.00	2.27	0.00	2.27	90.0	2.04
11/16/2017	ZEHR, PAUL	GRIFFIN INSTITUTIONAL ACCESS REAL E	0.00	9.03	0.00	9.03	90.0	8.13
11/16/2017	BYERLEY, WAYNE & KATHLEE	GRIFFIN INSTITUTIONAL ACCESS REAL E	0.00	9.03	0.00	9.03	90.0	8.13
11/16/2017	ZAHM, CHRISTINE	GRIFFIN INSTITUTIONAL ACCESS REAL E	0.00	1.80	0.00	1.80	90.0	1.62
11/16/2017	ZAHM SR, RICHARD	GRIFFIN INSTITUTIONAL ACCESS REAL E	0.00	1.41	0.00	1.41	90.0	1.27
11/16/2017	ZAHM SR, RICHARD	GRIFFIN INSTITUTIONAL ACCESS REAL E	0.00	12.32	0.00	12.32	90.0	11.09
11/16/2017	SCHROEDER, JEFFERY	GRIFFIN INSTITUTIONAL ACCESS REAL E	0.00	2.05	0.00	2.05	90.0	1.85
11/16/2017	PIERSON III, CARL	GRIFFIN INSTITUTIONAL ACCESS REAL E	0.00	1.32	0.00	1.32	90.0	1.19
11/16/2017	PIERSON, JUDITH	GRIFFIN INSTITUTIONAL ACCESS REAL E	0.00	1.32	0.00	1.32	90.0	1.19
11/22/2017	BYERLEY, WAYNE & KATHLEE	JP MORGAN EQUITY INCOME FUND CLASS	0.00	5.37	0.00	5.37	90.0	4.83

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
11/22/2017	BYERLEY, WAYNE & KATHLEE	JP MORGAN INTREPID MID CAP FUND CLA	0.00	5.00	0.00	5.00	90.0	4.50
11/22/2017	BYERLEY, WAYNE & KATHLEE	JP MORGAN U.S. EQUITY FUND CLASS A	0.00	5.25	0.00	5.25	90.0	4.73
11/22/2017	HOLLE, JAIME	RYDEX ENERGY SERVICES C	0.00	0.09	0.00	0.09	90.0	0.08
11/16/2017	WRIGHT, WAYNE	TRANSAMERICA AA GROWTH A	0.00	1.25	0.00	1.25	90.0	1.13
11/16/2017	WRIGHT, WAYNE	TRANSAMERICA AA MOD GROWTH A	0.00	2.31	0.00	2.31	90.0	2.08
11/16/2017	DINGER, WILLIAM	TRANSAMERICA TACTICAL INCOME C	0.00	8.37	0.00	8.37	90.0	7.53
11/16/2017	ZEHR, PAUL	TRANSAMERICA TACTICAL INCOME C	0.00	9.12	0.00	9.12	90.0	8.21
11/16/2017	STAUFFER, MARJORIE	TRANSAMERICA TACTICAL INCOME C	0.00	8.90	0.00	8.90	90.0	8.01
11/16/2017	WILD, CHRISTINE	TRANSAMERICA TACTICAL INCOME C	0.00	10.65	0.00	10.65	90.0	9.59
11/16/2017	WRIGHT, APRIL	TRANSAMERICA TACTICAL INCOME C	0.00	7.03	0.00	7.03	90.0	6.33
11/16/2017	MILLER, HELEN	TRANSAMERICA TACTICAL INCOME C	0.00	6.86	0.00	6.86	90.0	6.17
* MUTUAL FUND 12B1 TRAILS SUBTOTAL *			\$0.00	\$219.77	\$0.00	\$219.77		\$197.82
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
11/21/2017	SITCLER, ROY	PAC LIFE INNOVATIVE SELECT	0.00	440.54	0.00	440.54	90.0	396.49
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *			\$0.00	\$440.54	\$0.00	\$440.54		\$396.49
*** DIRECT TRANSACTIONS TOTAL ***			\$4,173,142.42	\$19,360.92	\$0.00	\$19,360.92		\$17,424.88
<u>ADJUSTMENTS</u>								
12/15/2017		*AI INSIGHT: CURRENT MONTH	0.00					-7.00
12/15/2017		*ALBRIDGE: LIGHT USER	0.00					-76.00
12/15/2017		*E & O INSURANCE: CURRENT MONTH INS	0.00					-300.00
12/15/2017		*GLOBAL RELAY: WEBSITE	0.00					-15.00
12/15/2017		*PERSHING: PERSHINGBOOKS AND RECORD	0.00					-7.50
12/15/2017		*TECHNOLOGY: ADMIN - KAREN STAUFFER	0.00					-130.00
12/15/2017		*TECHNOLOGY: CURRENT MONTH BASIC	0.00					-180.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$-715.50

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BROKER COMMISSION TOTALS

Broker Transactions	\$17,424.88
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$-715.50
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$16,709.38
Year-to-date Gross	\$156,653.30
Year-to-date Earnings	\$139,950.24