

**COMMISSION STATEMENT****January 15, 2018**JOSEPH (TERRY) MANN
219 E. 31st StreetBROKER #: M132
BRANCH: JOSEPH "TERRY" MANN

Savannah, GA 31401

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
01/05/2018	HADAWAY, DEBORAH	AMERICAN HIGH-INCOME MUNI BOND FUND	100.00	1.00	0.00	1.00	91.0	0.91
12/20/2017	MOORE, THOMAS	FIDELITY ADV MATERIALS C	250.00	2.50	0.00	2.50	91.0	2.28
/ /	MOORE, THOMAS	FIDELITY ADV MEGA CAP STOCK	0.00	2.50	0.00	2.50	91.0	2.28
* MUTUAL FUNDS SUBTOTAL *			\$350.00	\$6.00	\$0.00	\$6.00		\$5.47
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
12/31/2017	TROWBRIDGE, JANE	PRU AS XTRA CREDIT SIX	77,154.15	48.22	0.00	48.22	91.0	43.88
12/31/2017	TROWBRIDGE, JANE	PRU AS XTRA CREDIT SIX	77,154.15	48.22	0.00	48.22	91.0	43.88
12/31/2017	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	40,678.07	25.42	0.00	25.42	91.0	23.13
12/31/2017	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	40,678.07	25.42	0.00	25.42	91.0	23.13
12/31/2017	FOSTER, JOHN	PRU AS XTRA CREDIT SIX	203,745.54	127.34	0.00	127.34	91.0	115.88
12/31/2017	FOSTER, JOHN	PRU AS XTRA CREDIT SIX	203,745.54	127.34	0.00	127.34	91.0	115.88
12/31/2017	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	191,847.18	119.90	0.00	119.90	91.0	109.11
12/31/2017	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	191,847.18	119.90	0.00	119.90	91.0	109.11
12/31/2017	MANI, CHANDRAMOULI	PRU AS XTRA CREDIT SIX	50,330.52	31.46	0.00	31.46	91.0	28.63
12/31/2017	MANI, CHANDRAMOULI	PRU AS XTRA CREDIT SIX	50,330.52	31.46	0.00	31.46	91.0	28.63
12/31/2017	MANI, CHANDRAMOULI	PRU AS XTRA CREDIT SIX	158,216.48	98.89	0.00	98.89	91.0	89.99
12/31/2017	MANI, CHANDRAMOULI	PRU AS XTRA CREDIT SIX	158,216.48	98.89	0.00	98.89	91.0	89.99
12/31/2017	KROUSE, DAWN	PRU AS XTRA CREDIT SIX	30,109.02	18.82	0.00	18.82	91.0	17.13
12/31/2017	KROUSE, DAWN	PRU AS XTRA CREDIT SIX	30,109.02	18.82	0.00	18.82	91.0	17.13
12/31/2017	JARRETT, LAURIE	PRU AS XTRA CREDIT SIX	99,500.94	62.19	0.00	62.19	91.0	56.59
12/31/2017	JARRETT, LAURIE	PRU AS XTRA CREDIT SIX	99,500.94	62.19	0.00	62.19	91.0	56.59
12/31/2017	SAMPLES, FAY	PRU AS XTRA CREDIT SIX	75,368.16	47.11	0.00	47.11	91.0	42.87
12/31/2017	SAMPLES, FAY	PRU AS XTRA CREDIT SIX	75,368.16	47.11	0.00	47.11	91.0	42.87
12/31/2017	FOSTER, MARGO	PRU AS XTRA CREDIT SIX	151,553.25	94.72	0.00	94.72	91.0	86.20
12/31/2017	FOSTER, MARGO	PRU AS XTRA CREDIT SIX	151,553.25	94.72	0.00	94.72	91.0	86.20
12/31/2017	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	60,221.43	37.64	0.00	37.64	91.0	34.25

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

** - Indicates adjustment is not included in Totals or Commissions

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

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
12/31/2017	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	60,221.43	37.64	0.00	37.64	91.0	34.25
12/31/2017	STEPHENS, JAMES	PRU AS XTRA CREDIT SIX	143,527.79	89.70	0.00	89.70	91.0	81.63
12/31/2017	STEPHENS, JAMES	PRU AS XTRA CREDIT SIX	143,527.79	89.70	0.00	89.70	91.0	81.63
12/31/2017	STEPHENS, DEE	PRU AS XTRA CREDIT SIX	101,674.37	63.55	0.00	63.55	91.0	57.83
12/31/2017	STEPHENS, DEE	PRU AS XTRA CREDIT SIX	101,674.37	63.55	0.00	63.55	91.0	57.83
12/31/2017	LEHMAN, HILDA	PRU AS XTRA CREDIT SIX	118,680.92	74.18	0.00	74.18	91.0	67.50
12/31/2017	MCBRIDE, DOUGLAS	PRU AS XTRA CREDIT SIX	77,554.32	48.47	0.00	48.47	91.0	44.11
12/31/2017	MCBRIDE, DOUGLAS	PRU AS XTRA CREDIT SIX	77,554.32	48.47	0.00	48.47	91.0	44.11
12/31/2017	SAMPLES, FAY	PRU AS XTRA CREDIT SIX	28,955.61	18.10	0.00	18.10	91.0	16.47
12/31/2017	SAMPLES, FAY	PRU AS XTRA CREDIT SIX	28,955.61	18.10	0.00	18.10	91.0	16.47
12/31/2017	LONG, SUSAN	PRU AS XTRA CREDIT SIX	389,156.06	243.22	0.00	243.22	91.0	221.33
12/31/2017	LONG, SUSAN	PRU AS XTRA CREDIT SIX	389,156.06	243.22	0.00	243.22	91.0	221.33
12/31/2017	MANN, JOSEPH(TERRY)	PRU AS XTRA CREDIT SIX	37,822.87	23.64	0.00	23.64	91.0	21.51
12/31/2017	MANN, JOSEPH(TERRY)	PRU AS XTRA CREDIT SIX	37,822.87	23.64	0.00	23.64	91.0	21.51
12/31/2017	MANN, NANCY	PRU AS XTRA CREDIT SIX	135,202.99	84.50	0.00	84.50	91.0	76.90
12/31/2017	MANN, NANCY	PRU AS XTRA CREDIT SIX	135,202.99	84.50	0.00	84.50	91.0	76.90
12/31/2017	KRAUS, JOHN	PRU AS XTRA CREDIT SIX	404,603.93	252.88	0.00	252.88	91.0	230.12
12/31/2017	KRAUS, JOHN	PRU AS XTRA CREDIT SIX	404,603.93	252.88	0.00	252.88	91.0	230.12
12/31/2017	MCBRIDE, DOUGLAS	PRU AS XTRA CREDIT SIX	110,285.98	68.93	0.00	68.93	91.0	62.73
12/31/2017	MCBRIDE, DOUGLAS	PRU AS XTRA CREDIT SIX	110,285.98	68.93	0.00	68.93	91.0	62.73
12/31/2017	LEHMAN, LAVERN	PRU AS XTRA CREDIT SIX	118,612.40	74.13	0.00	74.13	91.0	67.46
12/31/2017	LEHMAN, LAVERN	PRU AS XTRA CREDIT SIX	118,612.40	74.13	0.00	74.13	91.0	67.46
12/31/2017	KOENIG, STEVEN	PRU AS XTRA CREDIT SIX	237,581.86	148.49	0.00	148.49	91.0	135.13
12/31/2017	KOENIG, STEVEN	PRU AS XTRA CREDIT SIX	237,581.86	148.49	0.00	148.49	91.0	135.13
12/31/2017	ZARAPKAR, AMUL	PRU AS XTRA CREDIT SIX	370,897.24	231.81	0.00	231.81	91.0	210.95
12/31/2017	ZARAPKAR, AMUL	PRU AS XTRA CREDIT SIX	370,897.24	231.81	0.00	231.81	91.0	210.95
12/31/2017	GODLESKI, BARBARA	PRU PREMIER INVT VA C	668,939.52	1,672.35	0.00	1,672.35	91.0	1,521.84
12/21/2017	WARSTADT, ELIZABETH	PRU PREMIER RETIREMENT B	500.00	35.00	0.00	35.00	91.0	31.85
12/31/2017	VOGEL, ROBERT	PRU PREMIER RETIREMENT X	209,638.89	262.05	0.00	262.05	91.0	238.47
* VARIABLE ANNUITIES SUBTOTAL *			\$7,586,959.65	\$6,161.84	\$0.00	\$6,161.84		\$5,607.32

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DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: LIFE INSURANCE</u>								
12/26/2017	GODLESKI, KEVIN	PAC LIFE VUL	0.00	3.07	0.00	3.07	91.0	2.79
12/26/2017	GODLESKI, KEVIN	PAC LIFE VUL	0.00	0.29	0.00	0.29	91.0	0.26
12/26/2017	GODLESKI, KIRSTEN	PAC LIFE VUL	0.00	2.64	0.00	2.64	91.0	2.40
* LIFE INSURANCE SUBTOTAL *			\$0.00	\$6.00	\$0.00	\$6.00		\$5.45
<u>PRODUCT CATEGORY: VARIABLE UNIVERSAL LIFE</u>								
12/22/2017	BLACK, AMELIA	PAC LIFE VUL	0.00	1.76	0.00	1.76	91.0	1.60
12/22/2017	BLACK, RICHARD	PAC LIFE VUL	0.00	2.36	0.00	2.36	91.0	2.15
12/22/2017	JARRETT, LAURIE	PAC LIFE VUL	0.00	1.35	0.00	1.35	91.0	1.23
* VARIABLE UNIVERSAL LIFE SUBTOTAL *			\$0.00	\$5.47	\$0.00	\$5.47		\$4.98
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
/ /	MOORE, THOMAS	FIDELITY ADV MATERIALS C	0.00	3.92	0.00	3.92	91.0	3.57
/ /	MOORE, THOMAS	FIDELITY ADV MEGA CAP STOCK	0.00	5.29	0.00	5.29	91.0	4.81
/ /	ARCHER, THOMAS	OPPENHEIMER AMT MUNICIPALS C	0.00	17.07	0.00	17.07	91.0	15.53
/ /	GAMBRELL, PERRY	OPPENHEIMER DEVELOPING MARKETS C	0.00	12.77	0.00	12.77	91.0	11.62
/ /	WARSTADT, ELIZABETH	OPPENHEIMER DIC MID CAP GR FD R	0.00	0.46	0.00	0.46	91.0	0.42
/ /	GAMBRELL, PERRY	OPPENHEIMER DISCOVERY C	0.00	20.88	0.00	20.88	91.0	19.00
/ /	GAMBRELL, PERRY	OPPENHEIMER EQUITY INCOME C	0.00	0.01	0.00	0.01	91.0	0.01
/ /	ARCHER, THOMAS	OPPENHEIMER FUNDS GLOBAL VALUE FUND	0.00	19.36	0.00	19.36	91.0	17.62
/ /	WARSTADT, ELIZABETH	OPPENHEIMER GLBL OPP FUND R	0.00	1.48	0.00	1.48	91.0	1.35
/ /	GAMBRELL, PERRY	OPPENHEIMER GLOBAL OPPORTUNITIES C	0.00	14.85	0.00	14.85	91.0	13.51
/ /	SEELY, CHARLES	OPPENHEIMER GLOBAL STRATEGIC INC C	0.00	22.00	0.00	22.00	91.0	20.02
/ /	GAMBRELL, PERRY	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	3.00	0.00	3.00	91.0	2.73
/ /	GAMBRELL, PERRY	OPPENHEIMER INTL GROWTH C	0.00	10.23	0.00	10.23	91.0	9.31
/ /	ARCHER, THOMAS	OPPENHEIMER INTL GROWTH C	0.00	21.10	0.00	21.10	91.0	19.20
/ /	WARSTADT, ELIZABETH	OPPENHEIMER INTL SMALL COMPANY FD R	0.00	0.94	0.00	0.94	91.0	0.86
/ /	WARSTADT, ELIZABETH	OPPENHEIMER MAIN ST FUND R	0.00	2.76	0.00	2.76	91.0	2.51
/ /	WARSTADT, ELIZABETH	OPPENHEIMER MAIN ST SM & MID CAP FD	0.00	1.84	0.00	1.84	91.0	1.67
/ /	WARSTADT, ELIZABETH	OPPENHEIMER REAL ESTATE FUND R	0.00	0.91	0.00	0.91	91.0	0.83
/ /	GAMBRELL, PERRY	OPPENHEIMER SENIOR FLOATING RATE C	0.00	1.71	0.00	1.71	91.0	1.56
/ /	WARSTADT, ELIZABETH	OPPENHEIMER SENIOR FLOATING RATE FU	0.00	0.90	0.00	0.90	91.0	0.82
* MUTUAL FUND 12B1 TRAILS SUBTOTAL *			\$0.00	\$161.48	\$0.00	\$161.48		\$146.95

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
12/18/2017	PAI, YOGISH & ANITA	PAC LIFE PORTFOLIOS	0.00	10.00	0.00	10.00	91.0	9.10
12/31/2017	PAI, YOGISH & ANITA	PAC LIFE PORTFOLIOS	0.00	78.51	0.00	78.51	91.0	71.44
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *			\$0.00	\$88.51	\$0.00	\$88.51		\$80.54
*** DIRECT TRANSACTIONS TOTAL ***			\$7,587,309.65	\$6,429.30	\$0.00	\$6,429.30		\$5,850.71

ADJUSTMENTS

01/15/2018		*CONCIERGE SVC: 205817 BILKA	0.00					-50.00
01/15/2018		*CONCIERGE SVC: 205824 BILKA	0.00					-50.00
01/15/2018		*CONCIERGE SVC: 206248 MANN	0.00					-50.00
01/15/2018		*CONCIERGE SVC: 206611 GODLESKI	0.00					-50.00
01/15/2018		*CONCIERGE SVC: 207232 KASIAN TTEES	0.00					-50.00
01/15/2018		*DOCUSIGN: CURRENT MONTH	0.00					-18.00
01/15/2018		*EO INSURANCE: CURRENT MONTH INS	0.00					-300.00
01/15/2018		*LASER APP: CURRENT MONTH	0.00					-18.00
01/15/2018		*TECHNOLOGY: CURRENT MONTH BASIC	0.00					-180.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$-766.00

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BROKER COMMISSION TOTALS

Broker Transactions	\$5,850.71
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$-766.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$-109.70
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$4,975.01
Year-to-date Gross	\$6,423.30
Year-to-date Earnings	\$5,850.71