

**COMMISSION STATEMENT****January 31, 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: PRIVATE PLACEMENT</u>								
01/18/2018	KASIAN, JUSTIN PETER	BOURNE SENIORS HOUSING III	100,000.00	7,000.00	0.00	7,000.00	91.0	6,370.00
		* PRIVATE PLACEMENT SUBTOTAL *	\$100,000.00	\$7,000.00	\$0.00	\$7,000.00		\$6,370.00
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
01/16/2018	COLLINS, REGENA	AM FUNDS AMCAP A	65.00	2.44	0.00	2.44	91.0	2.22
01/16/2018	COLLINS, JAMES	AM FUNDS AMCAP A	60.00	2.25	0.00	2.25	91.0	2.05
01/16/2018	PAI, YOGISH	AM FUNDS AMCAP C	125.00	1.25	0.00	1.25	91.0	1.14
01/16/2018	MOORE, MAX	AM FUNDS EUROPACIFIC GROWTH FUND A	100.00	2.75	0.00	2.75	91.0	2.50
01/16/2018	COLLINS, REGENA	AM FUNDS EUROPACIFIC GROWTH FUND A	60.00	2.25	0.00	2.25	91.0	2.05
01/16/2018	COLLINS, JAMES	AM FUNDS EUROPACIFIC GROWTH FUND A	60.00	2.25	0.00	2.25	91.0	2.05
01/08/2018	DEWICK, JAMES	AM FUNDS GROWTH FUND OF AMERICA A	125.00	6.25	0.00	6.25	91.0	5.69
01/16/2018	DUNLAP, TONY	AM FUNDS GROWTH FUND OF AMERICA A	50.00	1.88	0.00	1.88	91.0	1.71
01/16/2018	PAI, YOGISH	AM FUNDS NEW ECONOMY C	125.00	1.25	0.00	1.25	91.0	1.14
01/08/2018	DEWICK, TRENTEN	AM FUNDS NEW PERSPECTIVE A	100.00	5.00	0.00	5.00	91.0	4.55
01/08/2018	DEWICK, DYLAN	AM FUNDS NEW PERSPECTIVE A	125.00	6.25	0.00	6.25	91.0	5.69
01/16/2018	COLLINS, REGENA	AM FUNDS NEW PERSPECTIVE A	60.00	2.25	0.00	2.25	91.0	2.05
01/16/2018	COLLINS, JAMES	AM FUNDS NEW PERSPECTIVE A	65.00	2.44	0.00	2.44	91.0	2.22
01/08/2018	DEWICK, TRENTEN	AM FUNDS NEW WORLD A	25.00	1.25	0.00	1.25	91.0	1.14
01/16/2018	DUNLAP, TONY	AM FUNDS NEW WORLD A	50.00	1.88	0.00	1.88	91.0	1.71
01/16/2018	PAI, YOGISH	AM FUNDS SMALLCAP WORLD C	125.00	1.25	0.00	1.25	91.0	1.14
01/16/2018	GASPAROTTI, ABIGAIL	AM FUNDS SMALLCAP WORLD C	50.00	0.50	0.00	0.50	91.0	0.46
01/02/2018	GAMBRELL, PERRY	OPPENHEIMER DISCOVERY C	292.38	2.92	0.00	2.92	91.0	2.66
		* MUTUAL FUNDS SUBTOTAL *	\$1,662.38	\$46.31	\$0.00	\$46.31		\$42.17
<u>PRODUCT CATEGORY: VARIABLE UNIVERSAL LIFE</u>								
01/10/2018	MANN, JOSEPH(TERRY)	PAC LIFE VUL	300.00	6.00	0.00	6.00	91.0	5.46
01/12/2018	GALLAGHER, MICHAEL	PAC LIFE VUL	475.00	9.50	0.00	9.50	91.0	8.65

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE UNIVERSAL LIFE</u>								
01/16/2018	CONLEY, CHRISTOPHER	PAC LIFE VUL	92.64	0.93	0.00	0.93	91.0	0.85
01/16/2018	HOFFMAN, ADON	PAC LIFE VUL	170.00	3.40	0.00	3.40	91.0	3.09
01/16/2018	DUNLAP, TONY	PAC LIFE VUL	90.00	1.80	0.00	1.80	91.0	1.64
01/16/2018	VERMA, ANAND	PAC LIFE VUL	411.00	8.22	0.00	8.22	91.0	7.48
01/16/2018	VERMA, ANAND	PAC LIFE VUL	89.00	1.78	0.00	1.78	91.0	1.62
* VARIABLE UNIVERSAL LIFE SUBTOTAL *			\$1,627.64	\$31.63	\$0.00	\$31.63		\$28.79
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
01/24/2018	MANN, VARIOUS	AMERICAN FUNDS PERSHING	0.00	1.45	0.00	1.45	91.0	1.32
12/31/2017	HEALEY, BRIAN	EATON VANCE NATL MUNI INCOME C	0.00	0.63	0.00	0.63	91.0	0.57
12/31/2017	HEALEY, BRIAN	EATON VANCE NATL MUNI INCOME C	0.00	0.21	0.00	0.21	91.0	0.19
01/01/2018	MOSS, KAREN	INVESCO BALANCED RISK ALLOCATION A	0.00	2.96	0.00	2.96	91.0	2.69
01/01/2018	MILLER, MEREDITH	INVESCO CASH RESERVE SHARES	0.00	0.52	0.00	0.52	91.0	0.47
01/01/2018	DUNLAP, TONY	INVESCO DEVELOPING MKTS C	0.00	3.71	0.00	3.71	91.0	3.38
01/01/2018	DUNLAP, TONY	INVESCO DIVERSIFIED DIVIDEND FD-CL	0.00	19.79	0.00	19.79	91.0	18.01
01/01/2018	HOFFMAN, LISA	INVESCO EQUALLY WEIGHTED S&P 500 A	0.00	4.84	0.00	4.84	91.0	4.40
01/01/2018	KASIAN, JUSTIN PETER	INVESCO EQUALLY-WGHTED S&P 500 FD-C	0.00	16.98	0.00	16.98	91.0	15.45
01/01/2018	KASIAN, JUSTIN PETER	INVESCO INTERNATIONAL CORE EQUITY A	0.00	0.41	0.00	0.41	91.0	0.37
01/01/2018	HOFFMAN, LISA	INVESCO INTERNATIONAL GROWTH A	0.00	0.27	0.00	0.27	91.0	0.25
01/01/2018	MILLER, MEREDITH	INVESCO INTERNATIONAL GROWTH A	0.00	0.08	0.00	0.08	91.0	0.07
01/01/2018	MOSS, JANICE	INVESCO MONEY MARKET C	0.00	27.84	0.00	27.84	91.0	25.33
01/01/2018	MILLER, MEREDITH	INVESCO S&P 500 INDEX FUND	0.00	0.08	0.00	0.08	91.0	0.07
01/01/2018	HOFFMAN, LISA	INVESCO SMALL COMPANIES FD -A	0.00	4.82	0.00	4.82	91.0	4.39
01/04/2018	HUNSTIGER, SELINA	PIMCO ALL ASSET ALL AUTHORITY A	0.00	0.23	0.00	0.23	91.0	0.21
01/04/2018	HUNSTIGER, SELINA	PIMCO ALL ASSET ALL AUTHORITY FUND	0.00	0.07	0.00	0.07	91.0	0.06
01/04/2018	HUNSTIGER, SELINA	PIMCO ALL ASSET ALL AUTHORITY FUND	0.00	0.19	0.00	0.19	91.0	0.17
01/04/2018	BECKNER, LINS A	PIMCO ALL ASSET ALL AUTHORITY FUND	0.00	1.41	0.00	1.41	91.0	1.28
01/04/2018	BECKNER, LINS A	PIMCO ALL ASSET ALL AUTHORITY FUND	0.00	3.65	0.00	3.65	91.0	3.32
01/04/2018	HUNSTIGER, SELINA	PIMCO FUNDAMENTAL INDEXPLUS AR C	0.00	0.11	0.00	0.11	91.0	0.10
01/04/2018	HUNSTIGER, SELINA	PIMCO FUNDAMENTAL INDEXPLUS AR C	0.00	0.29	0.00	0.29	91.0	0.26
01/04/2018	HUNSTIGER, SELINA	PIMCO FUNDAMENTAL INDEXPLUS AR FUND	0.00	3.22	0.00	3.22	91.0	2.93
01/04/2018	BECKNER, LINS A	PIMCO INCOME FUND C	0.00	1.23	0.00	1.23	91.0	1.12
01/04/2018	BECKNER, LINS A	PIMCO INCOME FUND C	0.00	3.19	0.00	3.19	91.0	2.90
01/04/2018	BLANCHARD JR, MALCOLM	PIMCO INCOME FUND C	0.00	8.05	0.00	8.05	91.0	7.33

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
01/04/2018	BLANCHARD JR, MALCOLM	PIMCO INCOME FUND C	0.00	20.93	0.00	20.93	91.0	19.05
01/04/2018	MANN, JASON	PIMCO INTL STOCK PLUS TR STRATEGY A	0.00	3.12	0.00	3.12	91.0	2.84
01/04/2018	BECKNER, LINS A	PIMCO INVESTMENT GRADE CORP BOND C	0.00	6.20	0.00	6.20	91.0	5.64
01/04/2018	BECKNER, LINS A	PIMCO INVESTMENT GRADE CORP BOND C	0.00	16.12	0.00	16.12	91.0	14.67
01/04/2018	HUNSTIGER, SELINA	PIMCO RAE FUNDAMENTAL PLUS SMALL A	0.00	1.72	0.00	1.72	91.0	1.57
01/04/2018	MANN, JASON	PIMCO STOCK PLUS FUND A	0.00	2.71	0.00	2.71	91.0	2.47
01/04/2018	BECKNER, LINS A	PIMCO STOCKSPUS C	0.00	0.22	0.00	0.22	91.0	0.20
01/04/2018	BECKNER, LINS A	PIMCO STOCKSPUS C	0.00	0.40	0.00	0.40	91.0	0.36
01/04/2018	HUNSTIGER, SELINA	PIMCO STOCKSPUS INTL C	0.00	1.39	0.00	1.39	91.0	1.26
01/04/2018	HUNSTIGER, SELINA	PIMCO STOCKSPUS INTL C	0.00	3.62	0.00	3.62	91.0	3.29
01/04/2018	BECKNER, LINS A	PIMCO TOTAL RETURN C	0.00	0.21	0.00	0.21	91.0	0.19
01/04/2018	BECKNER, LINS A	PIMCO TOTAL RETURN C	0.00	0.54	0.00	0.54	91.0	0.49
* MUTUAL FUND 12B1 TRAILS SUBTOTAL *			\$0.00	\$163.41	\$0.00	\$163.41		\$148.67
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
01/01/2018	ZARAPKAR, SAUDAMINI	MFS GLOBAL REAL ESTATE FUND A	0.00	3.15	0.00	3.15	91.0	2.87
01/01/2018	ZARAPKAR, SAUDAMINI	MFS MIDCAP GROWTH A	0.00	4.74	0.00	4.74	91.0	4.31
01/01/2018	GA, UTMA	MFS TECHNOLOGY FUND A	0.00	2.45	0.00	2.45	91.0	2.23
01/01/2018	ZARAPKAR, SAUDAMINI	MFS TECHNOLOGY FUND A	0.00	5.86	0.00	5.86	91.0	5.33
01/01/2018	ZARAPKAR, SAUDAMINI	MFS VALUE A	0.00	4.97	0.00	4.97	91.0	4.52
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *			\$0.00	\$21.17	\$0.00	\$21.17		\$19.26
*** DIRECT TRANSACTIONS TOTAL ***			\$103,290.02	\$7,262.52	\$0.00	\$7,262.52		\$6,608.89

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BROKER COMMISSION TOTALS

Broker Transactions	\$6,608.89
Split Transactions	\$0.00
Override Transactions	\$0.00
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	\$6,608.89
Year-to-date Gross	\$13,685.82
Year-to-date Earnings	\$12,459.60