



Concorde Investment Services, LLC

07/12/2017  
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## COMMISSION STATEMENT

July 15, 2017

JOSEPH (TERRY) MANN  
219 E. 31st Street

BROKER #: M132  
BRANCH: JOSEPH "TERRY" MANN

Savannah, GA 31401

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<b><u>BROKER TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: MUTUAL FUNDS</u></b>								
07/05/2017	HADAWAY, DEBORAH	AMERICAN HIGH-INCOME MUNI BOND FUND	100.00	1.00	0.00	1.00	91.0	0.91
06/20/2017	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
07/01/2017	ZARAPKAR, SAUDAMINI	MFS GLOBAL REAL ESTATE FUND A	0.00	2.99	0.00	2.99	91.0	2.72
07/01/2017	ZARAPKAR, SAUDAMINI	MFS MIDCAP GROWTH A	0.00	4.20	0.00	4.20	91.0	3.82
07/01/2017	GA, UTMA	MFS TECHNOLOGY FUND A	0.00	2.11	0.00	2.11	91.0	1.92
07/01/2017	ZARAPKAR, SAUDAMINI	MFS TECHNOLOGY FUND A	0.00	5.04	0.00	5.04	91.0	4.59
07/01/2017	ZARAPKAR, SAUDAMINI	MFS VALUE A	0.00	4.56	0.00	4.56	91.0	4.15
/ /	ARCHER, THOMAS	OPPENHEIMER AMT MUNICIPALS C	0.00	17.24	0.00	17.24	91.0	15.69
/ /	GAMBRELL, PERRY	OPPENHEIMER DEVELOPING MARKETS C	0.00	11.16	0.00	11.16	91.0	10.16
/ /	GAMBRELL, PERRY	OPPENHEIMER DISCOVERY C	0.00	13.49	0.00	13.49	91.0	12.28
/ /	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	17.32	0.00	17.32	91.0	15.76
/ /	GAMBRELL, PERRY	OPPENHEIMER GLOBAL OPPORTUNITIES C	0.00	12.53	0.00	12.53	91.0	11.40
/ /	SEELY, CHARLES	OPPENHEIMER GLOBAL STRATEGIC INC C	0.00	21.37	0.00	21.37	91.0	19.45
/ /	GAMBRELL, PERRY	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	2.93	0.00	2.93	91.0	2.67
/ /	GAMBRELL, PERRY	OPPENHEIMER INTL GROWTH C	0.00	9.29	0.00	9.29	91.0	8.45
/ /	ARCHER, THOMAS	OPPENHEIMER INTL GROWTH C	0.00	19.15	0.00	19.15	91.0	17.43
/ /	GAMBRELL, PERRY	OPPENHEIMER SENIOR FLOATING RATE C	0.00	1.69	0.00	1.69	91.0	1.54
<b>* MUTUAL FUNDS SUBTOTAL *</b>			<b>\$350.00</b>	<b>\$151.08</b>	<b>\$0.00</b>	<b>\$151.08</b>		<b>\$137.51</b>
<b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b>								
06/29/2017	PAI, YOGISH & ANITA	PAC LIFE PORTFOLIOS	0.00	69.71	0.00	69.71	91.0	63.44
06/30/2017	TROWBRIDGE, JANE	PRU AS XTRA CREDIT SIX	72,905.24	45.57	0.00	45.57	91.0	41.47
06/30/2017	TROWBRIDGE, JANE	PRU AS XTRA CREDIT SIX	72,905.24	45.57	0.00	45.57	91.0	41.47
06/30/2017	JARRETT, LAURIE	PRU AS XTRA CREDIT SIX	98,086.90	61.30	0.00	61.30	91.0	55.78
06/30/2017	JARRETT, LAURIE	PRU AS XTRA CREDIT SIX	98,086.90	61.30	0.00	61.30	91.0	55.78

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
<b><u>BROKER TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b>								
06/30/2017	SAMPLES, FAY	PRU AS XTRA CREDIT SIX	72,135.69	45.08	0.00	45.08	91.0	41.02
06/30/2017	SAMPLES, FAY	PRU AS XTRA CREDIT SIX	72,135.69	45.08	0.00	45.08	91.0	41.02
06/30/2017	STEPHENS, DEE	PRU AS XTRA CREDIT SIX	102,550.56	64.09	0.00	64.09	91.0	58.32
06/30/2017	STEPHENS, DEE	PRU AS XTRA CREDIT SIX	102,550.56	64.09	0.00	64.09	91.0	58.32
06/30/2017	STEPHENS, JAMES	PRU AS XTRA CREDIT SIX	135,755.25	84.85	0.00	84.85	91.0	77.21
06/30/2017	STEPHENS, JAMES	PRU AS XTRA CREDIT SIX	135,755.25	84.85	0.00	84.85	91.0	77.21
06/30/2017	FOSTER, MARGO	PRU AS XTRA CREDIT SIX	148,450.56	92.78	0.00	92.78	91.0	84.43
06/30/2017	FOSTER, MARGO	PRU AS XTRA CREDIT SIX	148,450.56	92.78	0.00	92.78	91.0	84.43
06/30/2017	HRITZ, GAIL	PRU AS XTRA CREDIT SIX	13,583.69	8.49	0.00	8.49	91.0	7.73
06/30/2017	HRITZ, GAIL	PRU AS XTRA CREDIT SIX	13,583.69	8.49	0.00	8.49	91.0	7.73
06/30/2017	HRITZ, GAIL	PRU AS XTRA CREDIT SIX	13,885.15	8.68	0.00	8.68	91.0	7.90
06/30/2017	HRITZ, GAIL	PRU AS XTRA CREDIT SIX	13,885.15	8.68	0.00	8.68	91.0	7.90
06/30/2017	KROUSE, DAWN	PRU AS XTRA CREDIT SIX	51,726.89	32.33	0.00	32.33	91.0	29.42
06/30/2017	KROUSE, DAWN	PRU AS XTRA CREDIT SIX	51,726.89	32.33	0.00	32.33	91.0	29.42
06/30/2017	FOSTER, JOHN	PRU AS XTRA CREDIT SIX	198,420.50	124.01	0.00	124.01	91.0	112.85
06/30/2017	FOSTER, JOHN	PRU AS XTRA CREDIT SIX	198,420.50	124.01	0.00	124.01	91.0	112.85
06/30/2017	MANI, CHANDRAMOULI	PRU AS XTRA CREDIT SIX	149,488.84	93.43	0.00	93.43	91.0	85.02
06/30/2017	MANI, CHANDRAMOULI	PRU AS XTRA CREDIT SIX	149,488.84	93.43	0.00	93.43	91.0	85.02
06/30/2017	MANI, CHANDRAMOULI	PRU AS XTRA CREDIT SIX	47,561.67	29.73	0.00	29.73	91.0	27.05
06/30/2017	MANI, CHANDRAMOULI	PRU AS XTRA CREDIT SIX	47,561.67	29.73	0.00	29.73	91.0	27.05
06/30/2017	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	181,218.60	113.26	0.00	113.26	91.0	103.07
06/30/2017	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	181,218.60	113.26	0.00	113.26	91.0	103.07
06/30/2017	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	38,437.56	24.02	0.00	24.02	91.0	21.86
06/30/2017	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	38,437.56	24.02	0.00	24.02	91.0	21.86
06/30/2017	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	56,891.08	35.56	0.00	35.56	91.0	32.36
06/30/2017	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	56,891.08	35.56	0.00	35.56	91.0	32.36
06/30/2017	LEHMAN, HILDA	PRU AS XTRA CREDIT SIX	117,645.91	73.53	0.00	73.53	91.0	66.91
06/30/2017	LEHMAN, LAVERN	PRU AS XTRA CREDIT SIX	116,860.57	73.04	0.00	73.04	91.0	66.47
06/30/2017	LEHMAN, LAVERN	PRU AS XTRA CREDIT SIX	116,860.57	73.04	0.00	73.04	91.0	66.47
06/30/2017	HRITZ, WILLIAM	PRU AS XTRA CREDIT SIX	13,880.41	8.68	0.00	8.68	91.0	7.90
06/30/2017	HRITZ, WILLIAM	PRU AS XTRA CREDIT SIX	13,880.41	8.68	0.00	8.68	91.0	7.90
06/30/2017	HRITZ, WILLIAM	PRU AS XTRA CREDIT SIX	106,092.65	66.31	0.00	66.31	91.0	60.34
06/30/2017	HRITZ, WILLIAM	PRU AS XTRA CREDIT SIX	106,092.65	66.31	0.00	66.31	91.0	60.34

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<b><u>BROKER TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b>								
06/30/2017	LONG, SUSAN	PRU AS XTRA CREDIT SIX	368,525.63	230.33	0.00	230.33	91.0	209.60
06/30/2017	LONG, SUSAN	PRU AS XTRA CREDIT SIX	368,525.63	230.33	0.00	230.33	91.0	209.60
06/30/2017	KOENIG, STEVEN	PRU AS XTRA CREDIT SIX	224,479.38	140.30	0.00	140.30	91.0	127.67
06/30/2017	KOENIG, STEVEN	PRU AS XTRA CREDIT SIX	224,479.38	140.30	0.00	140.30	91.0	127.67
06/30/2017	MCBRIDE, DOUGLAS	PRU AS XTRA CREDIT SIX	106,778.84	66.74	0.00	66.74	91.0	60.73
06/30/2017	MCBRIDE, DOUGLAS	PRU AS XTRA CREDIT SIX	106,778.84	66.74	0.00	66.74	91.0	60.73
06/30/2017	KRAUS, JOHN	PRU AS XTRA CREDIT SIX	367,530.36	229.71	0.00	229.71	91.0	209.04
06/30/2017	KRAUS, JOHN	PRU AS XTRA CREDIT SIX	367,530.36	229.71	0.00	229.71	91.0	209.04
06/30/2017	ZARAPKAR, AMUL	PRU AS XTRA CREDIT SIX	336,496.35	210.31	0.00	210.31	91.0	191.38
06/30/2017	ZARAPKAR, AMUL	PRU AS XTRA CREDIT SIX	336,496.35	210.31	0.00	210.31	91.0	191.38
06/30/2017	MANN, JOSEPH(TERRY)	PRU AS XTRA CREDIT SIX	38,875.82	24.30	0.00	24.30	91.0	22.11
06/30/2017	MANN, JOSEPH(TERRY)	PRU AS XTRA CREDIT SIX	38,875.82	24.30	0.00	24.30	91.0	22.11
06/30/2017	MANN, NANCY	PRU AS XTRA CREDIT SIX	146,903.74	91.81	0.00	91.81	91.0	83.55
06/30/2017	MANN, NANCY	PRU AS XTRA CREDIT SIX	146,903.74	91.81	0.00	91.81	91.0	83.55
06/30/2017	MCBRIDE, DOUGLAS	PRU AS XTRA CREDIT SIX	75,138.97	46.96	0.00	46.96	91.0	42.73
06/30/2017	MCBRIDE, DOUGLAS	PRU AS XTRA CREDIT SIX	75,138.97	46.96	0.00	46.96	91.0	42.73
06/30/2017	SAMPLES, FAY	PRU AS XTRA CREDIT SIX	27,494.09	17.18	0.00	17.18	91.0	15.63
06/30/2017	SAMPLES, FAY	PRU AS XTRA CREDIT SIX	27,494.09	17.18	0.00	17.18	91.0	15.63
06/30/2017	GODLESKI, BARBARA	PRU PREMIER INVT VA C	613,466.57	1,533.67	0.00	1,533.67	91.0	1,395.64
06/30/2017	VOGEL, ROBERT	PRU PREMIER RETIREMENT X	198,229.44	247.79	0.00	247.79	91.0	225.49
<b>* VARIABLE ANNUITIES SUBTOTAL *</b>			<b>\$7,549,651.90</b>	<b>\$6,062.40</b>	<b>\$0.00</b>	<b>\$6,062.40</b>		<b>\$5,516.76</b>
<b><u>PRODUCT CATEGORY: VARIABLE UNIVERSAL LIFE</u></b>								
06/22/2017	BLACK, AMELIA	PAC LIFE VUL	175.60	1.76	0.00	1.76	91.0	1.60
06/22/2017	BLACK, RICHARD	PAC LIFE VUL	235.60	2.36	0.00	2.36	91.0	2.15
06/22/2017	JARRETT, LAURIE	PAC LIFE VUL	67.50	1.35	0.00	1.35	91.0	1.23
06/26/2017	GODLESKI, KEVIN	PAC LIFE VUL	153.45	3.07	0.00	3.07	91.0	2.79
06/26/2017	GODLESKI, KEVIN	PAC LIFE VUL	14.55	0.29	0.00	0.29	91.0	0.26
06/26/2017	GODLESKI, KIRSTEN	PAC LIFE VUL	132.00	2.64	0.00	2.64	91.0	2.40
<b>* VARIABLE UNIVERSAL LIFE SUBTOTAL *</b>			<b>\$778.70</b>	<b>\$11.47</b>	<b>\$0.00</b>	<b>\$11.47</b>		<b>\$10.43</b>
<b>*** BROKER TRANSACTIONS TOTAL ***</b>			<b>\$7,550,780.60</b>	<b>\$6,224.95</b>	<b>\$0.00</b>	<b>\$6,224.95</b>		<b>\$5,664.70</b>

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DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<b><u>ADJUSTMENTS</u></b>								
07/15/2017		*EO INSURANCE: CURRENT MONTH INS	0.00					-300.00
07/15/2017		*TECHNOLOGY: CURRENT MONTH TECH	0.00					-275.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$-575.00

**BROKER COMMISSION TOTALS**

Broker Transactions	\$5,664.70
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$-575.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$5,089.70
Year-to-date Gross	\$39,877.03
Year-to-date Earnings	\$36,390.89

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