

**COMMISSION STATEMENT****February 15, 2018**DAVID, K123 KERN
4321 Flagstaff CoveBROKER #: K123
BRANCH: DAVID KERN

Fort Wayne, IN 46815

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
01/25/2018	KERN, DAVID	AMERITAS LOWLOAD VUL	10,686.52	0.89	0.00	0.89	90.0	0.80
01/29/2018	KERN, BENJAMIN	AMERITAS LOWLOAD VUL	17,322.92	1.44	0.00	1.44	90.0	1.30
02/01/2018	KERN, BRIAN	AMERITAS LOWLOAD VUL	488.33	0.04	0.00	0.04	90.0	0.04
01/31/2018	KERN, DAVID	JNL ELITE ACCESS	27,761.35	5.78	0.00	5.78	90.0	5.20
01/31/2018	KERN, DAVID	JNL ELITE ACCESS	30,192.55	25.16	0.00	25.16	90.0	22.64
01/31/2018	KERN, BENJAMIN	JNL ELITE ACCESS	31,067.34	6.47	0.00	6.47	90.0	5.82
01/31/2018	KERN, BENJAMIN	JNL ELITE ACCESS	131,649.90	109.71	0.00	109.71	90.0	98.74
01/31/2018	LINDQUIST FAMILY TRUST, MICAH	JNL ELITE ACCESS	178,121.27	148.43	0.00	148.43	90.0	133.59
01/31/2018	BUTCHER, JACK	JNL ELITE ACCESS	859,039.03	715.87	0.00	715.87	90.0	644.28
01/31/2018	KERN, BRIAN	JNL ELITE ACCESS	49,512.15	41.26	0.00	41.26	90.0	37.13
01/31/2018	RIEBE, PATRICIA	JNL ELITE ACCESS	180,559.07	150.47	0.00	150.47	90.0	135.42
01/31/2018	SVOBODA, JOYCE	JNL ELITE ACCESS	38,266.48	31.89	0.00	31.89	90.0	28.70
01/31/2018	MILLER, LAVERN	JNL ELITE ACCESS	28,473.64	23.73	0.00	23.73	90.0	21.36
01/31/2018	MILLER, JEAN	JNL ELITE ACCESS	12,418.83	10.35	0.00	10.35	90.0	9.32
01/31/2018	BRIEGEL, WILLIAM	JNL ELITE ACCESS	18,261.45	15.22	0.00	15.22	90.0	13.70
01/31/2018	JOHNSON, JULIE	JNL ELITE ACCESS	17,346.25	14.46	0.00	14.46	90.0	13.01
01/31/2018	FORTNEY, ELIZABETH	JNL ELITE ACCESS	35,510.98	29.59	0.00	29.59	90.0	26.63
01/31/2018	JOHNSON, MARGAUX	JNL ELITE ACCESS	6,766.27	5.64	0.00	5.64	90.0	5.08
01/31/2018	SMITH, STEPHANIE	JNL ELITE ACCESS	21,357.83	17.80	0.00	17.80	90.0	16.02
01/31/2018	FREISTROFFER, HENRY	JNL ELITE ACCESS	8,075.87	6.73	0.00	6.73	90.0	6.06
01/31/2018	COLLENTINE, CARYL	JNL ELITE ACCESS	5,001.45	4.17	0.00	4.17	90.0	3.75
01/31/2018	COLLENTINE, SEAN	JNL ELITE ACCESS	5,013.20	4.18	0.00	4.18	90.0	3.76
01/31/2018	ROY, SHARI	JNL ELITE ACCESS	47,903.03	39.92	0.00	39.92	90.0	35.93
01/31/2018	KERN, LEESA	JNL ELITE ACCESS	42,648.78	35.54	0.00	35.54	90.0	31.99
01/31/2018	CONNER, ANDREW	JNL ELITE ACCESS	8,257.70	6.88	0.00	6.88	90.0	6.19
01/31/2018	CONNER, ANDREW	JNL ELITE ACCESS	10,133.72	8.44	0.00	8.44	90.0	7.60

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>								
01/31/2018	HURLEY, JOHN	JNL ELITE ACCESS	18,832.57	15.69	0.00	15.69	90.0	14.12
01/31/2018	DELLINGER, EMMA	JNL ELITE ACCESS	161,554.05	134.63	0.00	134.63	90.0	121.17
01/31/2018	OBERLIN, DOUGLAS	JNL ELITE ACCESS	25,091.66	20.91	0.00	20.91	90.0	18.82
01/31/2018	SIMS, SUSAN	JNL ELITE ACCESS	4,856.60	4.05	0.00	4.05	90.0	3.65
01/31/2018	BLESSING, THOMAS	JNL ELITE ACCESS	74,657.05	62.21	0.00	62.21	90.0	55.99
01/31/2018	AKPABIO, UWEM	JNL ELITE ACCESS	98,485.52	82.07	0.00	82.07	90.0	73.86
01/31/2018	REBMAN, MONA	JNL ELITE ACCESS	6,540.25	5.45	0.00	5.45	90.0	4.91
01/31/2018	FREISTROFFER, HENRY	JNL ELITE ACCESS	7,813.64	6.51	0.00	6.51	90.0	5.86
01/31/2018	ROGERS, JOHN	JNL ELITE ACCESS	12,901.01	10.75	0.00	10.75	90.0	9.68
01/31/2018	ROGERS, ADRIENNE	JNL ELITE ACCESS	12,901.04	10.75	0.00	10.75	90.0	9.68
01/31/2018	ROGERS, ADRIENNE	JNL ELITE ACCESS	183,354.54	152.80	0.00	152.80	90.0	137.52
01/31/2018	WHITELEATHER, TRACY	JNL ELITE ACCESS	121,407.01	101.17	0.00	101.17	90.0	91.05
01/31/2018	WHITELEATHER, KEVIN	JNL ELITE ACCESS	15,292.67	12.74	0.00	12.74	90.0	11.47
01/31/2018	KELTY, SANDRA	JNL ELITE ACCESS	23,991.20	19.99	0.00	19.99	90.0	17.99
01/31/2018	RIEBE, PATRICIA	JNL ELITE ACCESS	7,064.33	5.89	0.00	5.89	90.0	5.30
01/31/2018	KELTY, SUSAN	JNL ELITE ACCESS	439,656.33	366.38	0.00	366.38	90.0	329.74
01/31/2018	HOVERMAN, ANDREA	JNL ELITE ACCESS	11,352.26	9.46	0.00	9.46	90.0	8.51
01/31/2018	HOVERMAN, BRYAN	JNL ELITE ACCESS	13,131.71	10.94	0.00	10.94	90.0	9.85
01/31/2018	FORTNEY, ELIZABETH	JNL ELITE ACCESS	7,354.16	6.13	0.00	6.13	90.0	5.52
02/01/2018	FORTNEY, ELIZABETH	JNL ELITE ACCESS	400.00	5.00	0.00	5.00	90.0	4.50
01/31/2018	KERN, DAVID	JNL ELITE ACCESS W/ LIQUIDITY	41,536.02	34.61	0.00	34.61	90.0	31.15
01/31/2018	WOODHAMS, JACK	JNL ELITE ACCESS W/ LIQUIDITY	30,632.24	25.53	0.00	25.53	90.0	22.98
01/31/2018	JOHNSON, THEODORE	JNL ELITE ACCESS W/ LIQUIDITY	6,672.98	5.56	0.00	5.56	90.0	5.00
01/31/2018	ROY, RICHARD	JNL ELITE ACCESS W/ LIQUIDITY	27,340.55	22.78	0.00	22.78	90.0	20.50
01/31/2018	PAYNE, MARTHA	JNL ELITE ACCESS W/ LIQUIDITY	10,704.58	8.92	0.00	8.92	90.0	8.03
01/31/2018	COLE, NANCY	JNL ELITE ACCESS W/ LIQUIDITY	48,394.65	40.33	0.00	40.33	90.0	36.30
01/31/2018	DETER, MARY	JNL ELITE ACCESS W/ LIQUIDITY	2,628.88	2.19	0.00	2.19	90.0	1.97
01/31/2018	HESTER, LEEANNE	JNL ELITE ACCESS W/ LIQUIDITY	59,030.29	49.19	0.00	49.19	90.0	44.27
01/31/2018	THEXTON, BARBARA	JNL ELITE ACCESS W/ LIQUIDITY	13,535.52	11.28	0.00	11.28	90.0	10.15
01/31/2018	WEIS, KIMBERLY	JNL ELITE ACCESS W/ LIQUIDITY	95,372.87	79.48	0.00	79.48	90.0	71.53
01/31/2018	HURLEY, JOHN	JNL ELITE ACCESS W/ LIQUIDITY	95,372.86	79.48	0.00	79.48	90.0	71.53
01/31/2018	DAVIS, GARY	JNL PERSPECTIVE L	220,996.42	184.16	0.00	184.16	90.0	165.74
01/31/2018	KELTY, RICHARD	JNL PERSPECTIVE L	743,897.14	619.91	0.00	619.91	90.0	557.92

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
01/31/2018	SOLLOWAY, WILLIAM	JNL PERSPECTIVE L	132,980.13	110.82	0.00	110.82	90.0	99.74
01/31/2018	BUTCHER, JACK	JNL PERSPECTIVE L	389,427.28	324.52	0.00	324.52	90.0	292.07
01/31/2018	DETER, MARY	JNL PERSPECTIVE L	51,663.02	43.05	0.00	43.05	90.0	38.75
01/31/2018	CROWLEY, HELEN	JNL PERSPECTIVE L	44,000.02	36.67	0.00	36.67	90.0	33.00
01/31/2018	FREISTROFFER, HENRY	JNL PERSPECTIVE L	229,026.72	190.86	0.00	190.86	90.0	171.77
01/31/2018	BOHNKE, LON	JNL PERSPECTIVE L	61,154.42	50.96	0.00	50.96	90.0	45.86
01/31/2018	ROGERS, ADRIENNE	JNL PERSPECTIVE L	54,961.62	45.80	0.00	45.80	90.0	41.22
01/31/2018	ROGERS, JOHN	JNL PERSPECTIVE L	54,582.63	45.49	0.00	45.49	90.0	40.94
01/31/2018	BUTCHER, JACK	JOHN HANCOCK VISION	170,059.46	162.97	0.00	162.97	90.0	146.67
01/31/2018	WEST, JOLAN	JOHN HANCOCK VISION	129,948.07	124.53	0.00	124.53	90.0	112.08
/ /	MARATHON LABELS 401K	NWL FLEX ADVANTAGE	339,071.69	74.32	0.00	74.32	90.0	66.89
/ /	NEW HAVEN PRINT &	NWL FLEX ADVANTAGE	850,351.00	223.65	0.00	223.65	90.0	201.29
/ /	MARATHON LABELS 401K	NWL POOLED FXD	52,075.13	11.41	0.00	11.41	90.0	10.27
/ /	NEW HAVEN PRINT &	NWL POOLED FXD	3,240.68	0.85	0.00	0.85	90.0	0.77
* VARIABLE ANNUITIES SUBTOTAL *			\$7,027,130.38	\$5,112.90	\$0.00	\$5,112.90		\$4,601.64
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
01/29/2018	KERN, BRIAN	SAMMONS MF TRAILS	29,986.46	12.50	0.00	12.50	90.0	11.25
01/29/2018	HELMBERGER, GENNA	SAMMONS MF TRAILS	15,201.85	6.34	0.00	6.34	90.0	5.71
* MUTUAL FUND 12B1 TRAILS SUBTOTAL *			\$45,188.31	\$18.84	\$0.00	\$18.84		\$16.96
*** DIRECT TRANSACTIONS TOTAL ***			\$7,072,318.69	\$5,131.74	\$0.00	\$5,131.74		\$4,618.60
<u>ADJUSTMENTS</u>								
02/15/2018		*E & O INSURANCE: CURRENT MONTH INS	0.00					-300.00
02/15/2018		*TECHNOLOGY: ADMIN - LEESA KERN	0.00					-130.00
02/15/2018		*TECHNOLOGY: CURRENT MONTH BASIC	0.00					-180.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$-610.00

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BROKER COMMISSION TOTALS

Broker Transactions	\$4,618.60
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$-610.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$4,008.60
Year-to-date Gross	\$22,727.53
Year-to-date Earnings	\$20,470.97