



Concorde Investment Services, LLC

01/13/2017  
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# COMMISSION STATEMENT

January 17, 2017

DAVID KERN  
4321 Flagstaff Cove

BROKER #: K123  
BRANCH: DAVID KERN

Fort Wayne, IN 46815

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>								
/ /	NICHOLS, CAROLYN	HARTFORD HIGH YIELD A	0.00	0.96	0.00	0.96	90.0	0.86
/ /	DAVIS, GARY	OPPENHEIMER AMT MUNICIPALS A	0.00	18.21	0.00	18.21	90.0	16.39
/ /	HORNBERGER, CARL	OPPENHEIMER AMT MUNICIPALS A	0.00	20.35	0.00	20.35	90.0	18.32
/ /	HELMBERGER, GENEVIEVE	OPPENHEIMER AMT MUNICIPALS A	0.00	62.78	0.00	62.78	90.0	56.50
/ /	TEUBNER, KATHERINE	OPPENHEIMER AMT MUNICIPALS A	0.00	23.02	0.00	23.02	90.0	20.72
/ /	WEIRICK, KENT	OPPENHEIMER AMT MUNICIPALS A	0.00	3.00	0.00	3.00	90.0	2.70
/ /	HIPPENSTEEL, TERRY	OPPENHEIMER AMT MUNICIPALS C	0.00	260.18	0.00	260.18	90.0	234.16
/ /	CROWLEY, HELEN	OPPENHEIMER AMT MUNICIPALS C	0.00	25.59	0.00	25.59	90.0	23.03
/ /	SOLLOWAY, SHARON	OPPENHEIMER AMT MUNICIPALS C	0.00	26.63	0.00	26.63	90.0	23.97
/ /	ANDERSON II, ROBERT	OPPENHEIMER AMT MUNICIPALS C	0.00	231.69	0.00	231.69	90.0	208.52
/ /	AKPABIO, UWEM	OPPENHEIMER AMT MUNICIPALS C	0.00	51.08	0.00	51.08	90.0	45.97
/ /	VAN DRUNEN, CATHERINE	OPPENHEIMER AMT MUNICIPALS C	0.00	20.58	0.00	20.58	90.0	18.52
/ /	RIEBE, ALAN	OPPENHEIMER AMT MUNICIPALS C	0.00	187.14	0.00	187.14	90.0	168.43
/ /	COLE, RANDY	OPPENHEIMER CAPITAL APPRECIATION A	0.00	5.57	0.00	5.57	90.0	5.01
/ /	HURLEY, JOHN	OPPENHEIMER CORE BOND A	0.00	1.50	0.00	1.50	90.0	1.35
/ /	ARCHER, DEBORAH	OPPENHEIMER CORE BOND FUND C	0.00	98.78	0.00	98.78	90.0	88.90
/ /	HURLEY, JOHN	OPPENHEIMER EQUITY INCOME A	0.00	0.59	0.00	0.59	90.0	0.53
/ /	BONE, SAGE	OPPENHEIMER EQUITY INCOME C	0.00	13.65	0.00	13.65	90.0	12.29
/ /	AKPABIO, UWEM	OPPENHEIMER EQUITY INCOME C	0.00	25.18	0.00	25.18	90.0	22.66
/ /	FREISTROFFER, HENRY	OPPENHEIMER EQUITY INCOME C	0.00	4.93	0.00	4.93	90.0	4.44
/ /	DEWITT, PAMELA	OPPENHEIMER GLOBAL ALLOCATION A	0.00	1.09	0.00	1.09	90.0	0.98
/ /	COLE, RANDY	OPPENHEIMER GLOBAL OPPORTUNITIES A	0.00	13.83	0.00	13.83	90.0	12.45
/ /	MILLER, WILLIAM	OPPENHEIMER GLOBAL OPPORTUNITIES A	0.00	1.99	0.00	1.99	90.0	1.79
/ /	MILLER, NOAH	OPPENHEIMER GLOBAL OPPORTUNITIES A	0.00	1.18	0.00	1.18	90.0	1.06
/ /	ARCHER, GARY	OPPENHEIMER GLOBAL STRATEGIC INC C	0.00	53.79	0.00	53.79	90.0	48.41
/ /	KERN, FORD	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	1.76	0.00	1.76	90.0	1.58

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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<b><u>BROKER TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: MUTUAL FUNDS</u></b>								
/ /	KERN, RYDER	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	1.82	0.00	1.82	90.0	1.64
/ /	KERN, WESTON	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	1.82	0.00	1.82	90.0	1.64
/ /	KERN, ADELINE	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	0.86	0.00	0.86	90.0	0.77
/ /	KERN, BRADEY	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	0.86	0.00	0.86	90.0	0.77
/ /	HORNBERGER, DEBORAH	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	4.68	0.00	4.68	90.0	4.21
/ /	FREISTROFFER, HENRY	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	1.43	0.00	1.43	90.0	1.29
/ /	FREISTROFFER, MERIDITH	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	3.42	0.00	3.42	90.0	3.08
/ /	HURLEY, JOHN	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	1.57	0.00	1.57	90.0	1.41
/ /	LANGELIER, STEPHANE	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	1.18	0.00	1.18	90.0	1.06
/ /	JOHNSON, MARGAUX	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	2.93	0.00	2.93	90.0	2.64
/ /	FREISTROFFER, HENRY	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	12.67	0.00	12.67	90.0	11.40
/ /	OBERLIN, DOUGLAS	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	9.74	0.00	9.74	90.0	8.77
/ /	AKPABIO, UWEM	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	16.69	0.00	16.69	90.0	15.02
/ /	FREISTROFFER, HOLDEN	OPPENHEIMER INTL GROWTH A	0.00	1.10	0.00	1.10	90.0	0.99
/ /	ANDERSON II, ROBERT	OPPENHEIMER PCHSTER INT TERM MUNI F	0.00	90.88	0.00	90.88	90.0	81.79
/ /	AKPABIO, UWEM	OPPENHEIMER PTF SERIES EQUITY INVES	0.00	7.18	0.00	7.18	90.0	6.46
/ /	AKPABIO, UWEM	OPPENHEIMER REAL ESTATE C	0.00	8.96	0.00	8.96	90.0	8.06
/ /	AKPABIO, UWEM	OPPENHEIMER RISING DIVIDENDS C	0.00	26.30	0.00	26.30	90.0	23.67
/ /	HELMBERGER, GENEVIEVE	OPPENHEIMER ROCHESTER INTERMEDIATE	0.00	18.02	0.00	18.02	90.0	16.22
/ /	FREISTROFFER, HENRY	OPPENHEIMER SMALL MID CAP VALUE A	0.00	0.55	0.00	0.55	90.0	0.50
/ /	HURLEY, JOHN	OPPENHEIMER SMALL MID CAP VALUE A	0.00	0.98	0.00	0.98	90.0	0.88
/ /	FREISTROFFER, MERIDITH	OPPENHEIMER SMALL MID CAP VALUE A	0.00	1.31	0.00	1.31	90.0	1.18
/ /	HORNBERGER, DEBORAH	OPPENHEIMER SMALL MID CAP VALUE A	0.00	3.59	0.00	3.59	90.0	3.23
/ /	JOHNSON, MARGAUX	OPPENHEIMER SMALL MID CAP VALUE A	0.00	1.12	0.00	1.12	90.0	1.01
/ /	KERN, ADELINE	OPPENHEIMER SMALL MID CAP VALUE A	0.00	0.33	0.00	0.33	90.0	0.30
/ /	KERN, BRADEY	OPPENHEIMER SMALL MID CAP VALUE A	0.00	0.33	0.00	0.33	90.0	0.30
/ /	KERN, FORD	OPPENHEIMER SMALL MID CAP VALUE A	0.00	0.67	0.00	0.67	90.0	0.60
/ /	KERN, RYDER	OPPENHEIMER SMALL MID CAP VALUE A	0.00	0.70	0.00	0.70	90.0	0.63
/ /	KERN, WESTON	OPPENHEIMER SMALL MID CAP VALUE A	0.00	0.70	0.00	0.70	90.0	0.63
/ /	LANGELIER, STEPHANE	OPPENHEIMER SMALL MID CAP VALUE A	0.00	0.46	0.00	0.46	90.0	0.41
/ /	RIEBE, ALAN	OPPENHEIMER SMALL MID CAP VALUE A	0.00	0.25	0.00	0.25	90.0	0.23
12/20/2016	HURLEY, JOHN	OPPENHEIMER SMALL MID CAP VALUE A	650.00	30.88	0.00	30.88	90.0	27.79
/ /	AKPABIO, UWEM	OPPENHEIMER SMALL MID CAP VALUE C	0.00	7.17	0.00	7.17	90.0	6.45

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<b><u>BROKER TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: MUTUAL FUNDS</u></b>								
/ /	OBERLIN, DOUGLAS	OPPENHEIMER SMALL MID CAP VALUE C	0.00	3.59	0.00	3.59	90.0	3.23
* MUTUAL FUNDS SUBTOTAL *			\$650.00	\$1,419.79	\$0.00	\$1,419.79		\$1,277.80
<b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b>								
12/30/2016	KNUTSON, SUSAN	ALLIANZ VISION	147,261.74	368.15	0.00	368.15	90.0	331.34
12/30/2016	GAGNON, DONALD	ALLIANZ VISION	399,437.53	998.59	0.00	998.59	90.0	898.73
12/30/2016	THEXTON, BARBARA	ALLIANZ VISION	91,750.62	229.38	0.00	229.38	90.0	206.44
12/30/2016	WILKENING, DAVID	ALLIANZ VISION	70,911.65	177.28	0.00	177.28	90.0	159.55
12/30/2016	SIMS, STEPHEN	ALLIANZ VISION	514,540.26	1,286.35	0.00	1,286.35	90.0	1,157.72
12/30/2016	REBMAN, VICTOR	ALLIANZ VISION	117,319.69	293.30	0.00	293.30	90.0	263.97
12/30/2016	STANFORD, JEFF	ALLIANZ VISION	50,595.36	126.49	0.00	126.49	90.0	113.84
12/30/2016	SOLLOWAY, SHARON	ALLIANZ VISION	172,696.76	431.74	0.00	431.74	90.0	388.57
12/27/2016	KERN, DAVID	AMERITAS LOWLOAD VUL	9,051.28	0.75	0.00	0.75	90.0	0.68
12/27/2016	KERN, BENJAMIN	AMERITAS LOWLOAD VUL	17,475.44	1.45	0.00	1.45	90.0	1.31
01/03/2017	KERN, BRIAN	AMERITAS LOWLOAD VUL	1,488.74	0.12	0.00	0.12	90.0	0.11
01/04/2017	SCHENKEL, JOHN	AMERITAS LOWLOAD VUL	1,122.00	0.09	0.00	0.09	90.0	0.08
12/31/2016	KERN, DAVID	JNL ELITE ACCESS	44,879.76	9.35	0.00	9.35	90.0	8.42
12/31/2016	KERN, BENJAMIN	JNL ELITE ACCESS	116,582.47	24.29	0.00	24.29	90.0	21.86
12/31/2016	LINDQUIST FAMILY TRUST, MICAH	JNL ELITE ACCESS	157,733.47	32.86	0.00	32.86	90.0	29.57
12/31/2016	BUTCHER, JACK	JNL ELITE ACCESS	771,557.53	642.96	0.00	642.96	90.0	578.66
12/31/2016	KERN, BRIAN	JNL ELITE ACCESS	43,893.05	36.58	0.00	36.58	90.0	32.92
12/31/2016	RIEBE, PATRICIA	JNL ELITE ACCESS	73,914.93	61.60	0.00	61.60	90.0	55.44
12/31/2016	SVOBODA, JOYCE	JNL ELITE ACCESS	35,722.67	29.77	0.00	29.77	90.0	26.79
12/31/2016	MILLER, LAVERN	JNL ELITE ACCESS	26,636.72	22.20	0.00	22.20	90.0	19.98
12/31/2016	MILLER, JEAN	JNL ELITE ACCESS	11,614.39	9.68	0.00	9.68	90.0	8.71
12/31/2016	BRIEGEL, WILLIAM	JNL ELITE ACCESS	16,221.01	13.52	0.00	13.52	90.0	12.17
12/31/2016	JOHNSON, JULIE	JNL ELITE ACCESS	16,111.67	13.43	0.00	13.43	90.0	12.09
12/31/2016	FORTNEY, ELIZABETH	JNL ELITE ACCESS	24,517.62	20.43	0.00	20.43	90.0	18.39
12/31/2016	JOHNSON, MARGAUX	JNL ELITE ACCESS	6,040.63	5.03	0.00	5.03	90.0	4.53
12/31/2016	SMITH, STEPHANIE	JNL ELITE ACCESS	18,962.12	15.80	0.00	15.80	90.0	14.22
12/31/2016	FREISTROFFER, HENRY	JNL ELITE ACCESS	7,200.77	6.00	0.00	6.00	90.0	5.40
12/31/2016	COLLENTINE, CARYL	JNL ELITE ACCESS	4,478.49	3.73	0.00	3.73	90.0	3.36
12/31/2016	COLLENTINE, SEAN	JNL ELITE ACCESS	4,488.89	3.74	0.00	3.74	90.0	3.37
12/31/2016	ROY, SHARI	JNL ELITE ACCESS	42,469.65	35.39	0.00	35.39	90.0	31.85

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<b><u>BROKER TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b>								
12/31/2016	KERN, LEESA	JNL ELITE ACCESS	37,816.75	31.51	0.00	31.51	90.0	28.36
12/31/2016	CONNER, ANDREW	JNL ELITE ACCESS	7,361.93	6.13	0.00	6.13	90.0	5.52
12/31/2016	CONNER, ANDREW	JNL ELITE ACCESS	8,873.29	7.39	0.00	7.39	90.0	6.65
12/31/2016	HURLEY, JOHN	JNL ELITE ACCESS	16,726.37	13.94	0.00	13.94	90.0	12.55
12/31/2016	DELLINGER, EMMA	JNL ELITE ACCESS	143,062.62	119.22	0.00	119.22	90.0	107.30
12/31/2016	OBERLIN, DOUGLAS	JNL ELITE ACCESS	22,585.01	18.82	0.00	18.82	90.0	16.94
12/31/2016	SIMS, SUSAN	JNL ELITE ACCESS	4,490.20	3.74	0.00	3.74	90.0	3.37
12/31/2016	BLESSING, THOMAS	JNL ELITE ACCESS	66,111.81	55.09	0.00	55.09	90.0	49.58
12/31/2016	AKPABIO, UWEM	JNL ELITE ACCESS	87,493.84	72.91	0.00	72.91	90.0	65.62
12/31/2016	REBMAN, MONA	JNL ELITE ACCESS	6,042.08	5.04	0.00	5.04	90.0	4.54
12/31/2016	FREISTROFFER, HENRY	JNL ELITE ACCESS	6,896.81	5.75	0.00	5.75	90.0	5.18
12/31/2016	ROGERS, JOHN	JNL ELITE ACCESS	11,634.31	9.70	0.00	9.70	90.0	8.73
12/31/2016	ROGERS, ADRIENNE	JNL ELITE ACCESS	11,634.33	9.70	0.00	9.70	90.0	8.73
12/31/2016	ROGERS, ADRIENNE	JNL ELITE ACCESS	159,651.29	133.04	0.00	133.04	90.0	119.74
12/31/2016	WHITELEATHER, TRACY	JNL ELITE ACCESS	105,921.36	88.27	0.00	88.27	90.0	79.44
12/31/2016	WHITELEATHER, KEVIN	JNL ELITE ACCESS	6,787.48	5.66	0.00	5.66	90.0	5.09
12/31/2016	KELTY, SANDRA	JNL ELITE ACCESS	20,936.88	17.45	0.00	17.45	90.0	15.71
12/31/2016	RIEBE, PATRICIA	JNL ELITE ACCESS	6,392.00	5.33	0.00	5.33	90.0	4.80
01/03/2017	FORTNEY, ELIZABETH	JNL ELITE ACCESS	400.00	5.00	0.00	5.00	90.0	4.50
01/05/2017	HOVERMAN, ANDREA	JNL ELITE ACCESS	530.81	6.64	0.00	6.64	90.0	5.98
12/31/2016	KERN, DAVID	JNL ELITE ACCESS W/ LIQUIDITY	36,313.00	30.26	0.00	30.26	90.0	27.23
12/31/2016	WOODHAMS, JACK	JNL ELITE ACCESS W/ LIQUIDITY	38,137.15	31.78	0.00	31.78	90.0	28.60
12/31/2016	JOHNSON, THEODORE	JNL ELITE ACCESS W/ LIQUIDITY	5,974.34	4.98	0.00	4.98	90.0	4.48
12/31/2016	ROY, RICHARD	JNL ELITE ACCESS W/ LIQUIDITY	24,325.97	20.27	0.00	20.27	90.0	18.24
12/31/2016	PAYNE, MARTHA	JNL ELITE ACCESS W/ LIQUIDITY	9,864.95	8.22	0.00	8.22	90.0	7.40
12/31/2016	HURLEY, JOHN	JNL ELITE ACCESS W/ LIQUIDITY	97,193.83	80.99	0.00	80.99	90.0	72.89
12/31/2016	COLE, NANCY	JNL ELITE ACCESS W/ LIQUIDITY	46,449.55	38.71	0.00	38.71	90.0	34.84
12/31/2016	DETER, MARY	JNL ELITE ACCESS W/ LIQUIDITY	2,959.94	2.47	0.00	2.47	90.0	2.22
12/31/2016	HESTER, LEEANNE	JNL ELITE ACCESS W/ LIQUIDITY	53,161.78	44.30	0.00	44.30	90.0	39.87
12/31/2016	THEXTON, BARBARA	JNL ELITE ACCESS W/ LIQUIDITY	13,637.23	11.36	0.00	11.36	90.0	10.22
12/31/2016	DITTMAR, DONNA	JNL ELITE ACCESS W/ LIQUIDITY	6,985.52	5.82	0.00	5.82	90.0	5.24
12/31/2016	DITTMAR, CHARLES	JNL ELITE ACCESS W/ LIQUIDITY	28,260.63	23.55	0.00	23.55	90.0	21.20
12/31/2016	FREISTROFFER, HENRY	JNL INVESTOR VUL	6,362.93	2.39	0.00	2.39	90.0	2.15

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<b><u>BROKER TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b>								
12/31/2016	FREISTROFFER, MERIDITH	JNL INVESTOR VUL	6,192.05	2.32	0.00	2.32	90.0	2.09
12/31/2016	DAVIS, GARY	JNL PERSPECTIVE L	227,868.82	189.89	0.00	189.89	90.0	170.90
12/31/2016	HIPPENSTEEL, TERRY	JNL PERSPECTIVE L	97,530.89	81.28	0.00	81.28	90.0	73.15
12/31/2016	KELTY, RICHARD	JNL PERSPECTIVE L	643,246.36	536.04	0.00	536.04	90.0	482.44
12/31/2016	GETTS, JUDITH	JNL PERSPECTIVE L	96,678.86	80.57	0.00	80.57	90.0	72.51
12/31/2016	SOLLOWAY, WILLIAM	JNL PERSPECTIVE L	132,848.66	110.71	0.00	110.71	90.0	99.64
12/31/2016	BUTCHER, JACK	JNL PERSPECTIVE L	336,691.25	280.58	0.00	280.58	90.0	252.52
12/31/2016	DETER, MARY	JNL PERSPECTIVE L	51,875.31	43.23	0.00	43.23	90.0	38.91
12/31/2016	CROWLEY, HELEN	JNL PERSPECTIVE L	43,667.71	36.39	0.00	36.39	90.0	32.75
12/31/2016	FREISTROFFER, HENRY	JNL PERSPECTIVE L	160,870.46	134.06	0.00	134.06	90.0	120.65
12/31/2016	HIPPENSTEEL, PAMELA	JNL PERSPECTIVE L	69,560.49	57.97	0.00	57.97	90.0	52.17
12/31/2016	BOHNKE, LON	JNL PERSPECTIVE L	59,524.26	49.60	0.00	49.60	90.0	44.64
12/31/2016	ROGERS, ADRIENNE	JNL PERSPECTIVE L	47,626.89	39.69	0.00	39.69	90.0	35.72
12/31/2016	ROGERS, JOHN	JNL PERSPECTIVE L	47,303.77	39.42	0.00	39.42	90.0	35.48
12/31/2016	BUTCHER, JACK	JOHN HANCOCK VISION	159,853.90	153.19	0.00	153.19	90.0	137.87
12/31/2016	WEST, JOLAN	JOHN HANCOCK VISION	119,876.77	114.88	0.00	114.88	90.0	103.39
12/31/2016	PAYNE, MARTHA	NATIONWIDE MARKETFLEX BB	14,830.79	37.08	0.00	37.08	90.0	33.37
/ /	MARATHON LABELS 401K	NWL FLEX ADVANTAGE	216,932.82	47.55	0.00	47.55	90.0	42.80
/ /	NEW HAVEN PRINT &	NWL FLEX ADVANTAGE	734,946.62	193.30	0.00	193.30	90.0	173.97
/ /	MARATHON LABELS 401K	NWL POOLED FXD	51,249.65	11.23	0.00	11.23	90.0	10.11
/ /	NEW HAVEN PRINT &	NWL POOLED FXD	2,871.32	0.76	0.00	0.76	90.0	0.68
12/31/2016	WEST, STEVEN	PRU AS APEX II	243,228.06	152.02	0.00	152.02	90.0	136.82
12/31/2016	WEST, STEVEN	PRU AS APEX II	243,228.06	456.05	0.00	456.05	90.0	410.45
12/31/2016	HEY, BYARD	PRU AS APEX II	92,673.44	57.92	0.00	57.92	90.0	52.13
12/31/2016	HEY, BYARD	PRU AS APEX II	92,673.44	173.76	0.00	173.76	90.0	156.38
12/31/2016	BROWN, KENNETH	PRU AS APEX II	109,999.89	68.75	0.00	68.75	90.0	61.88
12/31/2016	BROWN, KENNETH	PRU AS APEX II	109,999.89	206.25	0.00	206.25	90.0	185.63
12/31/2016	RIEBE, ALAN	PRU AS APEX II	114,172.51	71.36	0.00	71.36	90.0	64.22
12/31/2016	RIEBE, ALAN	PRU AS APEX II	114,172.51	214.07	0.00	214.07	90.0	192.66
12/31/2016	ARCHER, GARY	PRU AS APEX II	171,287.86	107.05	0.00	107.05	90.0	96.35
12/31/2016	ARCHER, GARY	PRU AS APEX II	171,287.86	321.16	0.00	321.16	90.0	289.04
12/31/2016	SIMS, SUSAN	PRU AS APEX II	64,380.36	40.24	0.00	40.24	90.0	36.22
12/31/2016	SIMS, SUSAN	PRU AS APEX II	64,380.36	120.71	0.00	120.71	90.0	108.64

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

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^Date - Split Trade - full Investment Amount &amp; 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>								
12/31/2016	SVOBODA, JOYCE	PRU AS LIFEVEST II	82,404.62	51.50	0.00	51.50	90.0	46.35
12/31/2016	SVOBODA, JOYCE	PRU AS LIFEVEST II	82,404.62	154.51	0.00	154.51	90.0	139.06
12/31/2016	GETTS, JUDITH	PRU AS LIFEVEST II	52,646.89	32.90	0.00	32.90	90.0	29.61
12/31/2016	GETTS, JUDITH	PRU AS LIFEVEST II	52,646.89	98.71	0.00	98.71	90.0	88.84
12/31/2016	TEUBNER, KATHERINE	PRU AS LIFEVEST II	51,186.90	31.99	0.00	31.99	90.0	28.79
12/31/2016	TEUBNER, KATHERINE	PRU AS LIFEVEST II	51,186.90	95.98	0.00	95.98	90.0	86.38
12/31/2016	TEUBNER, KATHERINE	PRU AS LIFEVEST II	44,683.35	27.93	0.00	27.93	90.0	25.14
12/31/2016	TEUBNER, KATHERINE	PRU AS LIFEVEST II	44,683.35	83.78	0.00	83.78	90.0	75.40
12/31/2016	POORMAN, MAX	PRU AS LIFEVEST II	75,573.81	141.70	0.00	141.70	90.0	127.53
12/31/2016	POORMAN, MAX	PRU AS LIFEVEST II	75,573.81	47.23	0.00	47.23	90.0	42.51
12/31/2016	ZONAKIS, DELORES	PRU AS LIFEVEST II	32,388.18	60.73	0.00	60.73	90.0	54.66
12/31/2016	ZONAKIS, DELORES	PRU AS LIFEVEST II	32,388.18	20.24	0.00	20.24	90.0	18.22
12/31/2016	ZONAKIS, DELORES	PRU AS LIFEVEST II	47,791.53	89.61	0.00	89.61	90.0	80.65
12/31/2016	ZONAKIS, DELORES	PRU AS LIFEVEST II	47,791.53	29.87	0.00	29.87	90.0	26.88
12/31/2016	POORMAN, MAX	PRU AS LIFEVEST II	44,081.98	82.65	0.00	82.65	90.0	74.39
12/31/2016	POORMAN, MAX	PRU AS LIFEVEST II	44,081.98	27.55	0.00	27.55	90.0	24.80
12/31/2016	TEUBNER, KATHERINE	PRU AS XTRA CREDIT SIX	80,585.19	50.37	0.00	50.37	90.0	45.33
12/31/2016	TEUBNER, KATHERINE	PRU AS XTRA CREDIT SIX	80,585.19	50.37	0.00	50.37	90.0	45.33
12/31/2016	COLE, NANCY	PRU AS XTRA CREDIT SIX	514,554.09	321.60	0.00	321.60	90.0	289.44
12/31/2016	FULBRIGHT, SHERRY	PRU AS XTRA CREDIT SIX	140,843.71	88.03	0.00	88.03	90.0	79.23
12/31/2016	PICCIANO, DEAN	PRU AS XTRA CREDIT SIX	153,346.70	95.84	0.00	95.84	90.0	86.26
12/31/2016	PICCIANO, DEAN	PRU AS XTRA CREDIT SIX	153,346.70	95.84	0.00	95.84	90.0	86.26
12/31/2016	BUTCHER, JACK	PRU PREMIER INVT A	69,920.98	52.44	0.00	52.44	90.0	47.20
12/31/2016	DOWNING, LYNETTE	PRU PREMIER RETIREMENT L	152,221.69	380.55	0.00	380.55	90.0	342.50
12/31/2016	SHAW, LORI	PRU PREMIER RETIREMENT L	172,944.69	432.36	0.00	432.36	90.0	389.12
12/31/2016	KELTY, RICHARD	PRU PREMIER RETIREMENT L	262,773.82	656.93	0.00	656.93	90.0	591.24
12/31/2016	KELTY, SANDRA	PRU PREMIER RETIREMENT L	118,254.52	295.64	0.00	295.64	90.0	266.08
12/31/2016	WALKER-BLESSING, DAWN	PRU PREMIER RETIREMENT L	178,439.75	446.10	0.00	446.10	90.0	401.49
12/31/2016	HORNBERGER, CARL	PRU PREMIER RETIREMENT L	68,602.85	171.51	0.00	171.51	90.0	154.36
12/31/2016	SCHNEPP, DAVID	PRU PREMIER RETIREMENT L	91,330.26	228.33	0.00	228.33	90.0	205.50
12/31/2016	FREISTROFFER, HENRY	PRU PREMIER RETIREMENT L	24,709.71	61.77	0.00	61.77	90.0	55.59
<b>* VARIABLE ANNUITIES SUBTOTAL *</b>			<b>\$12,155,159.16</b>	<b>\$14,559.12</b>	<b>\$0.00</b>	<b>\$14,559.12</b>		<b>\$13,103.30</b>

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DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<b><u>BROKER TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: LIFE INSURANCE</u></b>								
12/31/2016	KERN, VARIOUS	HARTFORD LIFE TRAILS	0.00	41.29	0.00	41.29	90.0	37.16
		* LIFE INSURANCE SUBTOTAL *	\$0.00	\$41.29	\$0.00	\$41.29		\$37.16
<b><u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u></b>								
01/05/2017	HELMBERGER, GENNA	LIVE WELL MUTUAL FUNDS	0.00	5.51	0.00	5.51	90.0	4.96
01/05/2017	KERN, BRIAN	LIVE WELL MUTUAL FUNDS	0.00	11.07	0.00	11.07	90.0	9.96
12/23/2016	DAVIS, PATRICIA	PROFUNDS	0.00	1.78	0.00	1.78	90.0	1.60
		* MUTUAL FUND 12B1 TRAILS SUBTOTAL *	\$0.00	\$18.36	\$0.00	\$18.36		\$16.52
		*** BROKER TRANSACTIONS TOTAL ***	\$12,155,809.16	\$16,038.56	\$0.00	\$16,038.56		\$14,434.78
<b><u>ADJUSTMENTS</u></b>								
01/17/2017		*E & O INSURANCE: CURRENT MONTH INS	0.00					-300.00
01/17/2017		*TECHNOLOGY: ADMIN - LEESA KERN	0.00					-100.00
01/17/2017		*TECHNOLOGY: CURRENT MONTH TECH	0.00					-275.00
		*** ADJUSTMENTS TOTAL ***	\$0.00	\$0.00	\$0.00	\$0.00		\$-675.00

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**BROKER COMMISSION TOTALS**

Broker Transactions	\$14,434.78
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$-675.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$13,759.78
Year-to-date Gross	\$15,997.27
Year-to-date Earnings	\$14,434.78