

**COMMISSION STATEMENT****January 31, 2018**JEFFREY KAUFMAN
801 Gray Oak DriveBROKER #: K119
BRANCH: JEFFREY KAUFMAN

Columbia, MO 65201

| DATE | CLIENT | INVESTMENT | INVESTMENT AMOUNT | GROSS COMMISSION | CLEARING CHARGE | NET COMMISSION | RATE | BROKER COMMISSION |
|----------------------------------------------|-----------------|------------------------------------|----------------------|---------------------|--------------------|-------------------|------|----------------------|
| <u>DIRECT TRANSACTIONS</u> | | | | | | | | |
| <u>PRODUCT CATEGORY: MUTUAL FUNDS</u> | | | | | | | | |
| 01/16/2018 | BAUER, MATTHEW | AM FUNDS AMERICAN BALANCED A | 572.15 | 21.46 | 0.00 | 21.46 | 90.0 | 19.31 |
| 01/09/2018 | CROWLEY, MICHA | AM FUNDS EUROPACIFIC GROWTH FUND A | 188.46 | 3.77 | 0.00 | 3.77 | 90.0 | 3.39 |
| 01/16/2018 | GAMM, SKYLAR | AM FUNDS EUROPACIFIC GROWTH FUND C | 300.00 | 3.00 | 0.00 | 3.00 | 90.0 | 2.70 |
| 01/09/2018 | CROWLEY, MICHA | AM FUNDS GROWTH FUND OF AMERICA A | 376.92 | 7.54 | 0.00 | 7.54 | 90.0 | 6.79 |
| 01/12/2018 | GUIER, CLINT | AM FUNDS GROWTH FUND OF AMERICA A | 450.00 | 9.00 | 0.00 | 9.00 | 90.0 | 8.10 |
| 01/12/2018 | GUIER, JENNIFER | AM FUNDS GROWTH FUND OF AMERICA A | 450.00 | 9.00 | 0.00 | 9.00 | 90.0 | 8.10 |
| 01/16/2018 | GRIFFIN, AMANDA | AM FUNDS GROWTH FUND OF AMERICA A | 100.00 | 3.75 | 0.00 | 3.75 | 90.0 | 3.38 |
| 01/16/2018 | GRIFFIN, SHAWN | AM FUNDS GROWTH FUND OF AMERICA A | 50.00 | 1.88 | 0.00 | 1.88 | 90.0 | 1.69 |
| 01/16/2018 | BAUER, MATTHEW | AM FUNDS GROWTH FUND OF AMERICA A | 589.50 | 22.11 | 0.00 | 22.11 | 90.0 | 19.90 |
| 01/16/2018 | SUMMERS, AARON | AM FUNDS GROWTH FUND OF AMERICA A | 700.89 | 26.28 | 0.00 | 26.28 | 90.0 | 23.65 |
| 01/16/2018 | EICHHOLZ, JARED | AM FUNDS GROWTH FUND OF AMERICA A | 1,042.41 | 39.09 | 0.00 | 39.09 | 90.0 | 35.18 |
| 01/16/2018 | JOHNSON, MARK | AM FUNDS GROWTH FUND OF AMERICA A | 1,384.23 | 51.91 | 0.00 | 51.91 | 90.0 | 46.72 |
| 01/16/2018 | KAUFMAN, ADAM | AM FUNDS GROWTH FUND OF AMERICA A | 37.50 | 1.88 | 0.00 | 1.88 | 90.0 | 1.69 |
| 01/16/2018 | KAUFMAN, ADAM | AM FUNDS GROWTH FUND OF AMERICA A | 37.50 | 1.88 | 0.00 | 1.88 | 90.0 | 1.69 |
| 01/16/2018 | THOMAS, VIRGIL | AM FUNDS GROWTH FUND OF AMERICA A | 31.80 | 1.59 | 0.00 | 1.59 | 90.0 | 1.43 |
| 01/16/2018 | THOMAS, VIRGIL | AM FUNDS GROWTH FUND OF AMERICA A | 23.85 | 1.19 | 0.00 | 1.19 | 90.0 | 1.07 |
| 01/16/2018 | GAMM, SKYLAR | AM FUNDS GROWTH FUND OF AMERICA C | 300.00 | 3.00 | 0.00 | 3.00 | 90.0 | 2.70 |
| 01/16/2018 | WINFREY, LARRY | AM FUNDS ICA A | 1,098.06 | 41.18 | 0.00 | 41.18 | 90.0 | 37.06 |
| 01/16/2018 | BAUER, MATTHEW | AM FUNDS ICA A | 572.15 | 21.46 | 0.00 | 21.46 | 90.0 | 19.31 |
| 01/16/2018 | SUMMERS, AARON | AM FUNDS ICA A | 700.89 | 26.28 | 0.00 | 26.28 | 90.0 | 23.65 |
| 01/16/2018 | EICHHOLZ, JARED | AM FUNDS ICA A | 1,042.40 | 39.09 | 0.00 | 39.09 | 90.0 | 35.18 |
| 01/09/2018 | CROWLEY, MICHA | AM FUNDS NEW ECONOMY A | 188.46 | 3.77 | 0.00 | 3.77 | 90.0 | 3.39 |
| 01/16/2018 | GAMM, SKYLAR | AM FUNDS NEW ECONOMY C | 300.00 | 3.00 | 0.00 | 3.00 | 90.0 | 2.70 |
| 01/16/2018 | GAMM, SKYLAR | AM FUNDS NEW PERSPECTIVE C | 300.00 | 3.00 | 0.00 | 3.00 | 90.0 | 2.70 |
| 01/09/2018 | CROWLEY, MICHA | AM FUNDS NEW WORLD A | 188.47 | 3.77 | 0.00 | 3.77 | 90.0 | 3.39 |
| 01/16/2018 | GAMM, SKYLAR | AM FUNDS NEW WORLD C | 250.00 | 2.50 | 0.00 | 2.50 | 90.0 | 2.25 |

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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: VARIABLE UNIVERSAL LIFE</u> | | | | | | | | |
| * MUTUAL FUNDS SUBTOTAL * | | | \$11,275.64 | \$352.38 | \$0.00 | \$352.38 | | \$317.12 |
| <u>PRODUCT CATEGORY: VARIABLE UNIVERSAL LIFE</u> | | | | | | | | |
| 01/02/2017 | STALEY, MICHAELA | PAC LIFE VUL | 50.00 | 1.00 | 0.00 | 1.00 | 90.0 | 0.90 |
| 01/02/2017 | ROBINSON, PHYLILS | PAC LIFE VUL | 150.00 | 3.00 | 0.00 | 3.00 | 90.0 | 2.70 |
| 01/02/2017 | REDDICK, RYAN | PAC LIFE VUL | 50.00 | 1.00 | 0.00 | 1.00 | 90.0 | 0.90 |
| 01/02/2017 | REDDICK, CRYSTAL | PAC LIFE VUL | 50.00 | 1.50 | 0.00 | 1.50 | 90.0 | 1.35 |
| 01/02/2017 | STALEY, JOSELYN | PAC LIFE VUL | 150.00 | 3.00 | 0.00 | 3.00 | 90.0 | 2.70 |
| 01/02/2017 | MCNERNEY, SUSAN | PAC LIFE VUL | 1,000.00 | 30.00 | 0.00 | 30.00 | 90.0 | 27.00 |
| 01/02/2017 | MCNERNEY, DASAN | PAC LIFE VUL | 200.00 | 6.00 | 0.00 | 6.00 | 90.0 | 5.40 |
| 01/02/2017 | MCNERNEY, ALYSSA | PAC LIFE VUL | 150.00 | 4.50 | 0.00 | 4.50 | 90.0 | 4.05 |
| 01/03/2017 | GUIER, GREGORY | PAC LIFE VUL | 185.00 | 1.85 | 0.00 | 1.85 | 90.0 | 1.67 |
| 01/02/2018 | KAUFMAN, JEFFREY | PAC LIFE VUL | 200.00 | 4.00 | 0.00 | 4.00 | 90.0 | 3.60 |
| 01/02/2018 | KAUFMAN, KIMBERLY | PAC LIFE VUL | 75.00 | 1.50 | 0.00 | 1.50 | 90.0 | 1.35 |
| 01/02/2018 | KAUFMAN, COOPER | PAC LIFE VUL | 50.00 | 1.00 | 0.00 | 1.00 | 90.0 | 0.90 |
| 01/02/2018 | KAUFMAN, ELLIE | PAC LIFE VUL | 50.00 | 1.00 | 0.00 | 1.00 | 90.0 | 0.90 |
| 01/02/2018 | MCNERNEY, DYLAN | PAC LIFE VUL | 150.00 | 4.50 | 0.00 | 4.50 | 90.0 | 4.05 |
| 01/04/2018 | STEWART, CHAD | PAC LIFE VUL | 420.00 | 8.40 | 0.00 | 8.40 | 90.0 | 7.56 |
| 01/05/2018 | BROCKSMITH, RACHEL | PAC LIFE VUL | 100.00 | 2.00 | 0.00 | 2.00 | 90.0 | 1.80 |
| 01/08/2018 | GUIER, CLINT | PAC LIFE VUL | 74.29 | 0.74 | 0.00 | 0.74 | 90.0 | 0.67 |
| 01/08/2018 | DANIELS, BEVERLY | PAC LIFE VUL | 100.00 | 1.00 | 0.00 | 1.00 | 90.0 | 0.90 |
| 01/08/2018 | GUIER, CLINT | PAC LIFE VUL | 100.00 | 3.00 | 0.00 | 3.00 | 90.0 | 2.70 |
| 01/08/2018 | CALLIS, CHARLES | PAC LIFE VUL | 416.55 | 8.33 | 0.00 | 8.33 | 90.0 | 7.50 |
| 01/08/2018 | ELLIOTT, PATRICIA | PAC LIFE VUL | 100.00 | 2.00 | 0.00 | 2.00 | 90.0 | 1.80 |
| 01/08/2018 | HILL, MIKE | PAC LIFE VUL | 150.00 | 3.00 | 0.00 | 3.00 | 90.0 | 2.70 |
| 01/12/2018 | ANDING, MARY DIANE | PAC LIFE VUL | 1,400.00 | 28.00 | 0.00 | 28.00 | 90.0 | 25.20 |
| 01/12/2018 | REGAN, WILLIAM | PAC LIFE VUL | 150.00 | 1.50 | 0.00 | 1.50 | 90.0 | 1.35 |
| 01/12/2018 | GRIFFIN, SHAWN | PAC LIFE VUL | 97.74 | 1.95 | 0.00 | 1.95 | 90.0 | 1.76 |
| 01/12/2018 | GRIFFIN, SHAWN | PAC LIFE VUL | 52.26 | 1.05 | 0.00 | 1.05 | 90.0 | 0.95 |
| 01/16/2018 | CALLIS, ANNIS | PAC LIFE VUL | 129.63 | 3.89 | 0.00 | 3.89 | 90.0 | 3.50 |
| 01/16/2018 | CALLIS, ANNIS | PAC LIFE VUL | 70.37 | 2.11 | 0.00 | 2.11 | 90.0 | 1.90 |
| 01/16/2018 | MURRAY, JEFFREY | PAC LIFE VUL | 584.57 | 11.69 | 0.00 | 11.69 | 90.0 | 10.52 |
| 01/18/2018 | HALL, ELLEN | PAC LIFE VUL | 50.00 | 1.00 | 0.00 | 1.00 | 90.0 | 0.90 |
| 01/18/2018 | GRIFFITH, CHERYL | PAC LIFE VUL | 50.00 | 1.00 | 0.00 | 1.00 | 90.0 | 0.90 |

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|------------------------------------------------------|--------|--------------------------------------|----------------------|---------------------|--------------------|-------------------|------|----------------------|
| <u>SPLIT TRANSACTIONS</u> | | | | | | | | |
| <u>BROKER: JEFF/JASON KAUFMAN/KEMBLE #349</u> | | | | | | | | |
| | | * VARIABLE UNIVERSAL LIFE SUBTOTAL * | \$6,555.41 | \$144.51 | \$0.00 | \$144.51 | | \$130.08 |
| | | *** DIRECT TRANSACTIONS TOTAL *** | \$17,831.05 | \$496.89 | \$0.00 | \$496.89 | | \$447.20 |

| | | | | | | | | |
|------------------------------------------------------|---------------------|----------------------------------------|------------|----------|--------|----------|------|----------|
| <u>SPLIT TRANSACTIONS</u> | | | | | | | | |
| <u>BROKER: JEFF/JASON KAUFMAN/KEMBLE #349</u> | | | | | | | | |
| 01/16/2018 | SUMNER, CASEY | AM FUNDS 2045 TARGET DATE-A | 33.83 | 0.79 | 0.00 | 0.79 | 90.0 | 0.71 |
| 01/16/2018 | SUMNER, CASEY | AM FUNDS 2045 TARGET DATE-A | 1,041.63 | 24.35 | 0.00 | 24.35 | 90.0 | 21.92 |
| 01/10/2018 | LANGE, ARLEN | AM FUNDS AMERICAN BALANCED A | 800.00 | 22.00 | 0.00 | 22.00 | 90.0 | 19.80 |
| 01/10/2018 | WHEAT, BRYAN | AM FUNDS GROWTH FUND OF AMERICA A | 229.00 | 6.30 | 0.00 | 6.30 | 90.0 | 5.67 |
| 01/16/2018 | SUMNER, CALEB | AM FUNDS GROWTH FUND OF AMERICA A | 833.30 | 19.48 | 0.00 | 19.48 | 90.0 | 17.53 |
| 01/16/2018 | SUMNER, CALEB | AM FUNDS GROWTH FUND OF AMERICA A | 136.64 | 3.20 | 0.00 | 3.20 | 90.0 | 2.88 |
| 01/16/2018 | MCNERNEY, DYLAN | AM FUNDS GROWTH FUND OF AMERICA A | 100.00 | 2.75 | 0.00 | 2.75 | 90.0 | 2.48 |
| 01/16/2018 | MCNERNEY, DASAN | AM FUNDS GROWTH FUND OF AMERICA A | 100.00 | 2.75 | 0.00 | 2.75 | 90.0 | 2.48 |
| 01/16/2018 | HEASTON, JENNALEA | AM FUNDS GROWTH FUND OF AMERICA A | 27.18 | 0.75 | 0.00 | 0.75 | 90.0 | 0.68 |
| 01/16/2018 | HEASTON, JENNALEA | AM FUNDS GROWTH FUND OF AMERICA A | 27.18 | 0.75 | 0.00 | 0.75 | 90.0 | 0.68 |
| 01/16/2018 | BACON, KAYLEE | AM FUNDS GROWTH FUND OF AMERICA A | 25.04 | 0.69 | 0.00 | 0.69 | 90.0 | 0.62 |
| 01/16/2018 | BACON, KAYLEE | AM FUNDS GROWTH FUND OF AMERICA A | 25.04 | 0.69 | 0.00 | 0.69 | 90.0 | 0.62 |
| 01/16/2018 | GUTIERREZ, GRISELDA | AM FUNDS GROWTH FUND OF AMERICA A | 5.48 | 0.15 | 0.00 | 0.15 | 90.0 | 0.14 |
| 01/16/2018 | GUTIERREZ, GRISELDA | AM FUNDS GROWTH FUND OF AMERICA A | 5.48 | 0.15 | 0.00 | 0.15 | 90.0 | 0.14 |
| 01/10/2018 | LANGE, ARLEN | AM FUNDS SMALLCAP WORLD A | 200.00 | 5.50 | 0.00 | 5.50 | 90.0 | 4.95 |
| 01/16/2018 | DOOLEY, BRUCE | AM FUNDS SMALLCAP WORLD A | 50.00 | 1.37 | 0.00 | 1.37 | 90.0 | 1.23 |
| 01/16/2018 | SUMNER, CALEB | AM FUNDS WASHINGTON MUTUAL INVESTOR | 34.16 | 0.80 | 0.00 | 0.80 | 90.0 | 0.72 |
| 01/16/2018 | SUMNER, CALEB | AM FUNDS WASHINGTON MUTUAL INVESTOR | 208.33 | 4.87 | 0.00 | 4.87 | 90.0 | 4.38 |
| 01/02/2017 | MCNERNEY, DAVID | PAC LIFE VUL | 1,000.00 | 11.00 | 0.00 | 11.00 | 90.0 | 9.90 |
| | | * JEFF/JASON KAUFMAN/KEMBLE SUBTOTAL * | \$4,882.29 | \$108.34 | \$0.00 | \$108.34 | | \$97.53 |
| <u>BROKER: JASON KEMBLE #394</u> | | | | | | | | |
| 01/10/2018 | DANIELS, CLINTON | AM FUNDS GROWTH FUND OF AMERICA A | 100.00 | 1.70 | 0.00 | 1.70 | 90.0 | 1.53 |
| 01/10/2018 | DANIELS, CLINTON | AM FUNDS SMALLCAP WORLD A | 100.00 | 1.70 | 0.00 | 1.70 | 90.0 | 1.53 |
| | | * JASON KEMBLE SUBTOTAL * | \$200.00 | \$3.40 | \$0.00 | \$3.40 | | \$3.06 |
| | | *** SPLIT TRANSACTIONS TOTAL *** | \$5,082.29 | \$111.74 | \$0.00 | \$111.74 | | \$100.59 |

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BROKER COMMISSION TOTALS

| | |
|-----------------------|----------|
| Broker Transactions | \$447.20 |
| Split Transactions | \$100.59 |
| 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 | \$547.79 |
| Year-to-date Gross | \$50,663.22 |
| Year-to-date Earnings | \$45,677.98 |