

## COMMISSION STATEMENT

November 30, 2017

ROBERT STRAVINSKI  
11384 HIGHBROOK COURT

BROKER #: 58  
BRANCH: HOME OFFICE

POTOMAC FALLS, VA 20165

COMMISSION STATEMENT for ROBERT STRAVINSKI

TRADE DATE	CLIENT	INVESTMENT	B/S	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
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BROKER TRANSACTIONSPRODUCT CATEGORY: MUTUAL FUNDS

11/10/2017	00061056926	LORENZEN, CAROLYN	EUROPACIFIC GROWTH FUND-A	B	50.00	1.00	0.00	1.00	80.0	0.80
11/10/2017	00061056926	LORENZEN, CAROLYN	NEW PERSPECTIVE FUND-A	B	50.00	1.00	0.00	1.00	80.0	0.80
11/10/2017	00061056926	LORENZEN, CAROLYN	THE INVESTMENT COMPANY OF AMERICA-A	B	50.00	1.00	0.00	1.00	80.0	0.80
11/06/2017	00082988425	RIGGLEMAN, LUTHER	AMCAP FUND-A	B	9.61	0.26	0.00	0.26	80.0	0.21
11/06/2017	00082988425	RIGGLEMAN, LUTHER	AMCAP FUND-A	B	11.70	0.32	0.00	0.32	80.0	0.26
11/06/2017	00082988425	RIGGLEMAN, LUTHER	CAPITAL WORLD GROWTH AND INCOME FUN	B	3.20	0.09	0.00	0.09	80.0	0.07
11/06/2017	00082988425	RIGGLEMAN, LUTHER	CAPITAL WORLD GROWTH AND INCOME FUN	B	3.90	0.11	0.00	0.11	80.0	0.09
11/06/2017	00082988425	RIGGLEMAN, LUTHER	INTERMEDIATE BOND FUND OF AMERICA-A	B	1.60	0.03	0.00	0.03	80.0	0.02
11/06/2017	00082988425	RIGGLEMAN, LUTHER	INTERMEDIATE BOND FUND OF AMERICA-A	B	1.95	0.04	0.00	0.04	80.0	0.03
11/06/2017	00082988425	RIGGLEMAN, LUTHER	THE GROWTH FUND OF AMERICA-A	B	9.61	0.26	0.00	0.26	80.0	0.21
11/06/2017	00082988425	RIGGLEMAN, LUTHER	THE GROWTH FUND OF AMERICA-A	B	11.70	0.32	0.00	0.32	80.0	0.26
11/06/2017	00082988425	RIGGLEMAN, LUTHER	THE INVESTMENT COMPANY OF AMERICA-A	B	3.20	0.09	0.00	0.09	80.0	0.07
11/06/2017	00082988425	RIGGLEMAN, LUTHER	THE INVESTMENT COMPANY OF AMERICA-A	B	3.90	0.11	0.00	0.11	80.0	0.09
11/06/2017	00082988425	RIGGLEMAN, LUTHER	THE NEW ECONOMY FUND-A	B	3.21	0.09	0.00	0.09	80.0	0.07
11/06/2017	00082988425	RIGGLEMAN, LUTHER	THE NEW ECONOMY FUND-A	B	3.90	0.11	0.00	0.11	80.0	0.09
11/10/2017	00082988425	RIGGLEMAN, LUTHER	AMCAP FUND-A	B	9.61	0.26	0.00	0.26	80.0	0.21
11/10/2017	00082988425	RIGGLEMAN, LUTHER	AMCAP FUND-A	B	11.70	0.32	0.00	0.32	80.0	0.26
11/10/2017	00082988425	RIGGLEMAN, LUTHER	CAPITAL WORLD GROWTH AND INCOME FUN	B	3.20	0.09	0.00	0.09	80.0	0.07
11/10/2017	00082988425	RIGGLEMAN, LUTHER	CAPITAL WORLD GROWTH AND INCOME FUN	B	3.90	0.11	0.00	0.11	80.0	0.09
11/10/2017	00082988425	RIGGLEMAN, LUTHER	INTERMEDIATE BOND FUND OF AMERICA-A	B	1.60	0.03	0.00	0.03	80.0	0.02
11/10/2017	00082988425	RIGGLEMAN, LUTHER	INTERMEDIATE BOND FUND OF AMERICA-A	B	1.95	0.04	0.00	0.04	80.0	0.03
11/10/2017	00082988425	RIGGLEMAN, LUTHER	THE GROWTH FUND OF AMERICA-A	B	9.61	0.26	0.00	0.26	80.0	0.21
11/10/2017	00082988425	RIGGLEMAN, LUTHER	THE GROWTH FUND OF AMERICA-A	B	11.70	0.32	0.00	0.32	80.0	0.26
11/10/2017	00082988425	RIGGLEMAN, LUTHER	THE INVESTMENT COMPANY OF AMERICA-A	B	3.20	0.09	0.00	0.09	80.0	0.07
11/10/2017	00082988425	RIGGLEMAN, LUTHER	THE INVESTMENT COMPANY OF AMERICA-A	B	3.90	0.11	0.00	0.11	80.0	0.09
11/10/2017	00082988425	RIGGLEMAN, LUTHER	THE NEW ECONOMY FUND-A	B	3.21	0.09	0.00	0.09	80.0	0.07
11/10/2017	00082988425	RIGGLEMAN, LUTHER	THE NEW ECONOMY FUND-A	B	3.90	0.11	0.00	0.11	80.0	0.09
11/06/2017	00082994053	SMITH, CHARLOTTE	AMCAP FUND-A	B	6.41	0.18	0.00	0.18	80.0	0.14
11/06/2017	00082994053	SMITH, CHARLOTTE	AMCAP FUND-A	B	6.00	0.17	0.00	0.17	80.0	0.14
11/06/2017	00082994053	SMITH, CHARLOTTE	CAPITAL INCOME BUILDER-A	B	6.41	0.18	0.00	0.18	80.0	0.14
11/06/2017	00082994053	SMITH, CHARLOTTE	CAPITAL INCOME BUILDER-A	B	6.00	0.17	0.00	0.17	80.0	0.14

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TRADE DATE	CLIENT	INVESTMENT	B/S	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>									
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>									
11/06/2017	00082994053	SMITH, CHARLOTTE							
		EUROPACIFIC GROWTH FUND-A	B	3.20	0.09	0.00	0.09	80.0	0.07
11/06/2017	00082994053	SMITH, CHARLOTTE							
		EUROPACIFIC GROWTH FUND-A	B	3.00	0.08	0.00	0.08	80.0	0.06
11/06/2017	00082994053	SMITH, CHARLOTTE							
		SMALLCAP WORLD FUND-A	B	3.20	0.09	0.00	0.09	80.0	0.07
11/06/2017	00082994053	SMITH, CHARLOTTE							
		SMALLCAP WORLD FUND-A	B	3.00	0.08	0.00	0.08	80.0	0.06
11/06/2017	00082994053	SMITH, CHARLOTTE							
		THE GROWTH FUND OF AMERICA-A	B	8.01	0.22	0.00	0.22	80.0	0.18
11/06/2017	00082994053	SMITH, CHARLOTTE							
		THE GROWTH FUND OF AMERICA-A	B	7.50	0.21	0.00	0.21	80.0	0.17
11/06/2017	00082994053	SMITH, CHARLOTTE							
		THE INVESTMENT COMPANY OF AMERICA-A B		4.80	0.13	0.00	0.13	80.0	0.10
11/06/2017	00082994053	SMITH, CHARLOTTE							
		THE INVESTMENT COMPANY OF AMERICA-A B		4.50	0.12	0.00	0.12	80.0	0.10
11/10/2017	00082994053	SMITH, CHARLOTTE							
		AMCAP FUND-A	B	6.41	0.18	0.00	0.18	80.0	0.14
11/10/2017	00082994053	SMITH, CHARLOTTE							
		AMCAP FUND-A	B	6.00	0.17	0.00	0.17	80.0	0.14
11/10/2017	00082994053	SMITH, CHARLOTTE							
		CAPITAL INCOME BUILDER-A	B	6.41	0.18	0.00	0.18	80.0	0.14
11/10/2017	00082994053	SMITH, CHARLOTTE							
		CAPITAL INCOME BUILDER-A	B	6.00	0.17	0.00	0.17	80.0	0.14
11/10/2017	00082994053	SMITH, CHARLOTTE							
		EUROPACIFIC GROWTH FUND-A	B	3.20	0.09	0.00	0.09	80.0	0.07
11/10/2017	00082994053	SMITH, CHARLOTTE							
		EUROPACIFIC GROWTH FUND-A	B	3.00	0.08	0.00	0.08	80.0	0.06
11/10/2017	00082994053	SMITH, CHARLOTTE							
		SMALLCAP WORLD FUND-A	B	3.20	0.09	0.00	0.09	80.0	0.07
11/10/2017	00082994053	SMITH, CHARLOTTE							
		SMALLCAP WORLD FUND-A	B	3.00	0.08	0.00	0.08	80.0	0.06
11/10/2017	00082994053	SMITH, CHARLOTTE							
		THE GROWTH FUND OF AMERICA-A	B	8.01	0.22	0.00	0.22	80.0	0.18
11/10/2017	00082994053	SMITH, CHARLOTTE							
		THE GROWTH FUND OF AMERICA-A	B	7.50	0.21	0.00	0.21	80.0	0.17
11/10/2017	00082994053	SMITH, CHARLOTTE							
		THE INVESTMENT COMPANY OF AMERICA-A B		4.80	0.13	0.00	0.13	80.0	0.10
11/10/2017	00082994053	SMITH, CHARLOTTE							
		THE INVESTMENT COMPANY OF AMERICA-A B		4.50	0.12	0.00	0.12	80.0	0.10
11/20/2017	00085961816	MARSHALL, MYRA							
		NEW PERSPECTIVE FUND-529A	B	50.00	1.88	0.00	1.88	80.0	1.50
11/20/2017	00085961816	MARSHALL, MYRA							
		NEW WORLD FUND-529A	B	50.00	1.88	0.00	1.88	80.0	1.50
11/20/2017	00085961816	MARSHALL, MYRA							
		THE NEW ECONOMY FUND-529A	B	50.00	1.88	0.00	1.88	80.0	1.50
11/06/2017	00087267645	GILLESPIE, JASON							
		AMERICAN BALANCED FUND-A	B	2.70	0.07	0.00	0.07	80.0	0.06
11/06/2017	00087267645	GILLESPIE, JASON							
		AMERICAN BALANCED FUND-A	B	4.05	0.11	0.00	0.11	80.0	0.09
11/06/2017	00087267645	GILLESPIE, JASON							
		AMERICAN FUNDS 02629W106	B	2.70	0.07	0.00	0.07	80.0	0.06
11/06/2017	00087267645	GILLESPIE, JASON							
		AMERICAN FUNDS 02629W106	B	4.05	0.11	0.00	0.11	80.0	0.09
11/06/2017	00087267645	GILLESPIE, JASON							
		AMERICAN HIGH-INCOME TRUST-A	B	2.70	0.07	0.00	0.07	80.0	0.06
11/06/2017	00087267645	GILLESPIE, JASON							
		AMERICAN HIGH-INCOME TRUST-A	B	4.05	0.11	0.00	0.11	80.0	0.09
11/06/2017	00087267645	GILLESPIE, JASON							
		NEW PERSPECTIVE FUND-A	B	4.05	0.11	0.00	0.11	80.0	0.09
11/06/2017	00087267645	GILLESPIE, JASON							
		NEW PERSPECTIVE FUND-A	B	6.08	0.17	0.00	0.17	80.0	0.14
11/06/2017	00087267645	GILLESPIE, JASON							
		SMALLCAP WORLD FUND-A	B	8.10	0.22	0.00	0.22	80.0	0.18
11/06/2017	00087267645	GILLESPIE, JASON							
		SMALLCAP WORLD FUND-A	B	12.14	0.33	0.00	0.33	80.0	0.26
11/06/2017	00087267645	GILLESPIE, JASON							
		THE BOND FUND OF AMERICA-A	B	2.70	0.07	0.00	0.07	80.0	0.06
11/06/2017	00087267645	GILLESPIE, JASON							
		THE BOND FUND OF AMERICA-A	B	4.05	0.11	0.00	0.11	80.0	0.09
11/06/2017	00087267645	GILLESPIE, JASON							
		THE GROWTH FUND OF AMERICA-A	B	4.05	0.11	0.00	0.11	80.0	0.09
11/06/2017	00087267645	GILLESPIE, JASON							
		THE GROWTH FUND OF AMERICA-A	B	6.08	0.17	0.00	0.17	80.0	0.14
11/10/2017	00087267645	GILLESPIE, JASON							
		AMERICAN BALANCED FUND-A	B	2.70	0.07	0.00	0.07	80.0	0.06
11/10/2017	00087267645	GILLESPIE, JASON							
		AMERICAN BALANCED FUND-A	B	4.05	0.11	0.00	0.11	80.0	0.09
11/10/2017	00087267645	GILLESPIE, JASON							
		AMERICAN FUNDS 02629W106	B	2.70	0.07	0.00	0.07	80.0	0.06

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TRADE DATE	CLIENT	INVESTMENT	B/S	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION	
BROKER TRANSACTIONS										
PRODUCT CATEGORY: MUTUAL FUNDS										
11/10/2017	00087267645	GILLESPIE, JASON	AMERICAN FUNDS 02629W106	B	4.05	0.11	0.00	0.11	80.0	0.09
11/10/2017	00087267645	GILLESPIE, JASON	AMERICAN HIGH-INCOME TRUST-A	B	2.70	0.07	0.00	0.07	80.0	0.06
11/10/2017	00087267645	GILLESPIE, JASON	AMERICAN HIGH-INCOME TRUST-A	B	4.05	0.11	0.00	0.11	80.0	0.09
11/10/2017	00087267645	GILLESPIE, JASON	NEW PERSPECTIVE FUND-A	B	4.05	0.11	0.00	0.11	80.0	0.09
11/10/2017	00087267645	GILLESPIE, JASON	NEW PERSPECTIVE FUND-A	B	6.08	0.17	0.00	0.17	80.0	0.14
11/10/2017	00087267645	GILLESPIE, JASON	SMALLCAP WORLD FUND-A	B	8.10	0.22	0.00	0.22	80.0	0.18
11/10/2017	00087267645	GILLESPIE, JASON	SMALLCAP WORLD FUND-A	B	12.14	0.33	0.00	0.33	80.0	0.26
11/10/2017	00087267645	GILLESPIE, JASON	THE BOND FUND OF AMERICA-A	B	2.70	0.07	0.00	0.07	80.0	0.06
11/10/2017	00087267645	GILLESPIE, JASON	THE BOND FUND OF AMERICA-A	B	4.05	0.11	0.00	0.11	80.0	0.09
11/10/2017	00087267645	GILLESPIE, JASON	THE GROWTH FUND OF AMERICA-A	B	4.05	0.11	0.00	0.11	80.0	0.09
11/10/2017	00087267645	GILLESPIE, JASON	THE GROWTH FUND OF AMERICA-A	B	6.08	0.17	0.00	0.17	80.0	0.14
11/06/2017	00087267752	MILLER, DONALD	AMERICAN FUNDS 2035 TARGET DATE-A	B	25.90	0.71	0.00	0.71	80.0	0.57
11/06/2017	00087267752	MILLER, DONALD	AMERICAN FUNDS 2035 TARGET DATE-A	B	25.00	0.69	0.00	0.69	80.0	0.55
11/10/2017	00087267752	MILLER, DONALD	AMERICAN FUNDS 2035 TARGET DATE-A	B	22.20	0.61	0.00	0.61	80.0	0.49
11/10/2017	00087267752	MILLER, DONALD	AMERICAN FUNDS 2035 TARGET DATE-A	B	25.00	0.69	0.00	0.69	80.0	0.55
11/06/2017	04000164266	STEPHENSON, RYAN	AMERICAN FUNDS 2045 TARGET DATE-A	B	159.77	7.99	0.00	7.99	80.0	6.39
* MUTUAL FUNDS SUBTOTAL *					\$951.89	\$30.09	\$0.00	\$30.09		\$24.13
PRODUCT CATEGORY: VARIABLE ANNUITIES										
11/30/2017	(None)	VARIOUS, STRAVINSKI	BLACKROCK	B	0.00	6.50	0.00	6.50	80.0	5.20
11/30/2017	(None)	VARIOUS, STRAVINSKI	BLACKROCK	B	0.00	503.20	0.00	503.20	80.0	402.56
11/30/2017	(None)	VARIOUS, STRAVINSKI	BLACKROCK	B	0.00	533.21	0.00	533.21	80.0	426.57
11/30/2017	(None)	VARIOUS, STRAVINSKI	BLACKROCK	B	0.00	6.79	0.00	6.79	80.0	5.43
11/30/2017	(None)	VARIOUS, STRAVINSKI	GREAT WEST LIFE	B	0.00	2,119.92	0.00	2,119.92	80.0	1,695.94
11/30/2017	(None)	VARIOUS, STRAVINSKI	INVESCO	B	0.00	14.24	0.00	14.24	80.0	11.39
11/30/2017	(None)	VARIOUS, STRAVINSKI	JANUS	B	0.00	199.06	0.00	199.06	80.0	159.25
11/30/2017	(None)	VARIOUS, STRAVINSKI	T ROWE	B	0.00	22.54	0.00	22.54	80.0	18.03
11/30/2017	(None)	VARIOUS, STRAVINSKI	TRANSAMERICA	B	0.00	223.93	0.00	223.93	80.0	179.14
11/30/2017	(None)	VARIOUS, STRAVINSKI	VOYA	B	0.00	138.28	0.00	138.28	80.0	110.62
* VARIABLE ANNUITIES SUBTOTAL *					\$0.00	\$3,767.67	\$0.00	\$3,767.67		\$3,014.13
PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS										
10/31/2017	0000000000008159	STREET, 717	FRANKLIN 354713539	B	0.00	109.31	0.00	109.31	80.0	87.45
10/31/2017	0000000000008452	STREET, 717	FRANKLIN 354713513	B	0.00	43.93	0.00	43.93	80.0	35.14
10/31/2017	0000000000011419	STREET, 717	FRANKLIN 354713513	B	0.00	5.69	0.00	5.69	80.0	4.55
10/31/2017	0000000000026308	STREET, 717	FRANKLIN-353538507	B	0.00	65.16	0.00	65.16	80.0	52.13
10/31/2017	0000000000036119	STREET, 717	FRANKLIN-353538507	B	0.00	67.09	0.00	67.09	80.0	53.67
10/31/2017	0000000000052086	STREET, 717	FRK SM CAP VALUE FND - CL R	B	0.00	34.24	0.00	34.24	80.0	27.39
10/31/2017	0000000000061489	STREET, 717	FRANKLIN-353538507	B	0.00	80.66	0.00	80.66	80.0	64.53
10/31/2017	0000000000173955	STREET, 717	FRK SM CAP VALUE FND - CL R	B	0.00	74.84	0.00	74.84	80.0	59.87

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TRADE DATE	CLIENT	INVESTMENT	B/S	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION	
BROKER TRANSACTIONS										
PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS										
10/31/2017	000004978553471	STREET, 717	TEMP FRGN FND - CL A	B	0.00	1.97	0.00	1.97	80.0	1.58
10/31/2017	000010185921716	STREET, 717	FRANKLIN U.S. GOVERNMENT SECURITIES	B	0.00	6.59	0.00	6.59	80.0	5.27
* MUTUAL FUND 12B1 TRAILS SUBTOTAL *					\$0.00	\$489.48	\$0.00	\$489.48		\$391.58
*** BROKER TRANSACTIONS TOTAL ***					\$951.89	\$4,287.24	\$0.00	\$4,287.24		\$3,429.84

**ADJUSTMENTS**

11/30/2017		E & O INSURANCE: E & O INSURANCE		0.00	0.00	0.00	0.00		-200.00
11/30/2017		OTHER: COMPLIANCE AND TECHNOLOGY		0.00	0.00	0.00	0.00		-20.00
11/30/2017		OTHER: OTHER-VIRTRU		0.00	0.00	0.00	0.00		-7.00
11/30/2017		OTHER: OTHER-360 OFFICE		0.00	0.00	0.00	0.00		-5.00
<b>*** ADJUSTMENTS TOTAL ***</b>				<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>		<b>\$-232.00</b>

**BROKER COMMISSION TOTALS**

Broker Transactions	\$3,429.84
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$-232.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$-17.79
FINRA Assessment	\$-5.36
SIPC Assessment	\$-10.72

<b>Check Amount</b>	<b>\$3,163.97</b>
<b>Year-to-date Earnings</b>	<b>\$22,740.03</b>