



Concorde Investment Services, LLC

04/12/2017
Page No. 1

COMMISSION STATEMENT

April 15, 2017

TIMOTHY STAUFFER
333 Fiddlers Cove

BROKER #: S118
BRANCH: TIMOTHY STAUFFER

Fort Wayne, IN 46825

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: REIT</u>								
03/23/2017	PARKER, MICHAEL	COTTONWOOD MULTIFAMILY REIT I-REG A	31,500.00	2,205.00	0.00	2,205.00	90.0	1,984.50
03/27/2017	WAGLER, HENRY	LIGHTSTONE VALUE PLUS REIT III INC	9,000.00	630.00	0.00	630.00	90.0	567.00
03/29/2017	PARKER, DIANA	LIGHTSTONE VALUE PLUS REIT III INC	18,000.00	1,260.00	0.00	1,260.00	90.0	1,134.00
* REIT SUBTOTAL *			\$58,500.00	\$4,095.00	\$0.00	\$4,095.00		\$3,685.50
<u>PRODUCT CATEGORY: 1031 EXCHANGE</u>								
03/21/2017	ZEHR, PAUL	INLAND BRIGHTON MULTIFAMILY DST	37,500.00	1,875.00	0.00	1,875.00	90.0	1,687.50
03/21/2017	ZEHR, PAUL	INLAND HEALTHCARE PF II DST	37,500.00	1,875.00	0.00	1,875.00	90.0	1,687.50
* 1031 EXCHANGE SUBTOTAL *			\$75,000.00	\$3,750.00	\$0.00	\$3,750.00		\$3,375.00
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
04/03/2017	LARKINS, TROY	AM FUNDS ICA C	215.00	2.15	0.00	2.15	90.0	1.94
/ /	ALLES, JENIFER	GUGGENHEIM US LONG SHORT MOMENTUM A	0.00	0.31	0.00	0.31	90.0	0.28
04/01/2017	NUTTLE, CHRIS	MFS EQUITY OPPORTUNITIES A	0.00	2.22	0.00	2.22	90.0	2.00
04/01/2017	NUTTLE, CHRIS	MFS EQUITY OPPORTUNITIES A	0.00	0.39	0.00	0.39	90.0	0.35
04/01/2017	NUTTLE, CHRIS	MFS EQUITY OPPORTUNITIES B	0.00	0.91	0.00	0.91	90.0	0.82
04/01/2017	BOYLAN, NANCY	MFS UTILITIES C	0.00	24.27	0.00	24.27	90.0	21.84
/ /	MILLER, SEAN	RYDEX GUGG BASIC MATERIALS C	0.00	0.47	0.00	0.47	90.0	0.42
/ /	BRENN, BRIAN	RYDEX GUGG BASIC MATERIALS C	0.00	0.07	0.00	0.07	90.0	0.06
/ /	MILLER, SEAN	RYDEX GUGG ENERGY C	0.00	1.25	0.00	1.25	90.0	1.13
/ /	KROUSE, ANDRE	RYDEX GUGG ENERGY C	0.00	0.93	0.00	0.93	90.0	0.84
/ /	BRENN, BRIAN	RYDEX GUGG ENERGY C	0.00	0.06	0.00	0.06	90.0	0.05
/ /	ALLES, JENIFER	RYDEX GUGG PRECIOUS METALS A	0.00	0.27	0.00	0.27	90.0	0.24
/ /	MILLER, SEAN	RYDEX GUGG PRECIOUS METALS C	0.00	0.62	0.00	0.62	90.0	0.56
/ /	KROUSE, ANDRE	RYDEX GUGG PRECIOUS METALS C	0.00	0.84	0.00	0.84	90.0	0.76
/ /	BRENN, BRIAN	RYDEX GUGG PRECIOUS METALS C	0.00	0.08	0.00	0.08	90.0	0.07
* MUTUAL FUNDS SUBTOTAL *			\$215.00	\$34.84	\$0.00	\$34.84		\$31.36

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
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: STOCKS</u>								
04/06/2017	REICHARD, THOMAS	COTTONWOOD RESIDENTIAL INC (REIT)	50,000.00	0.00	0.00	0.00	90.0	0.00
04/03/2017	PARKER, MICHAEL	COTTONWOOD RESIDENTIAL INC PFD REIT	31,500.00	0.00	0.00	0.00	90.0	0.00
04/03/2017	HINDALL, JOHN	PIEDMONT OFFICE RLTY TR INC COM CL	-1,893.94	34.00	22.50	11.50	90.0	10.35
* STOCKS SUBTOTAL *			\$79,606.06	\$34.00	\$22.50	\$11.50		\$10.35
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
03/31/2017	WILD, WILLIAM	JNL ELITE ACCESS	97,568.65	40.65	0.00	40.65	90.0	36.59
03/31/2017	NUTTLE, ALLEN	JNL ELITE ACCESS	27,240.13	5.68	0.00	5.68	90.0	5.11
03/31/2017	MOHR, AMY	JNL ELITE ACCESS	45,034.57	9.38	0.00	9.38	90.0	8.44
03/31/2017	LARKINS, TROY	JNL ELITE ACCESS	47,544.74	9.91	0.00	9.91	90.0	8.92
03/31/2017	ZEHR, PAUL &	JNL ELITE ACCESS	30,175.73	6.29	0.00	6.29	90.0	5.66
03/31/2017	ZIMMERMAN, CATHERINE	JNL PERSPECTIVE	25,593.73	5.33	0.00	5.33	90.0	4.80
03/31/2017	COLEMAN, CHERYL	JNL PERSPECTIVE	31,817.10	6.63	0.00	6.63	90.0	5.97
03/31/2017	FLETCHER, MONA	JNL PERSPECTIVE II	28,227.52	11.76	0.00	11.76	90.0	10.58
03/31/2017	LEDERMAN, JOANNE	JNL PERSPECTIVE II	323,629.74	134.85	0.00	134.85	90.0	121.37
03/31/2017	WILD, CHRISTOPHER	JNL PERSPECTIVE II	13,734.66	5.72	0.00	5.72	90.0	5.15
03/31/2017	MIDDLETON, LUCINDA	JNL PERSPECTIVE II 04/14	83,876.59	34.95	0.00	34.95	90.0	31.46
03/31/2017	MIDDLETON, JAMES	JNL PERSPECTIVE II 04/14	80,983.89	33.74	0.00	33.74	90.0	30.37
03/31/2017	BERKSHIRE, LAURA	JNL PERSPECTIVE II 04/14	142,594.09	59.41	0.00	59.41	90.0	53.47
03/31/2017	BYERLEY, WAYNE	JNL PERSPECTIVE II 05/05	215,978.32	89.99	0.00	89.99	90.0	80.99
03/31/2017	ZAHM SR, RICHARD	JNL PERSPECTIVE II 05/05	139,716.67	58.22	0.00	58.22	90.0	52.40
03/31/2017	CHRIST, LINDA	JNL PERSPECTIVE II 05/05	139,163.87	57.98	0.00	57.98	90.0	52.18
03/31/2017	PARKER, DIANA	JNL PERSPECTIVE II 05/05	82,270.17	34.28	0.00	34.28	90.0	30.85
03/31/2017	PARKER, MICHAEL	JNL PERSPECTIVE II 05/05	90,475.58	37.70	0.00	37.70	90.0	33.93
03/31/2017	RAMIREZ, JOAQUIN	JNL PERSPECTIVE II 05/05	45,783.99	19.08	0.00	19.08	90.0	17.17
03/31/2017	STUCKY, MIKE	JNL PERSPECTIVE II 05/05	79,052.32	32.94	0.00	32.94	90.0	29.65
03/31/2017	GRABER, AMOS	JNL PERSPECTIVE II 05/05	45,230.20	18.85	0.00	18.85	90.0	16.97
03/31/2017	SMITH, KAREN	JOHN HANCOCK VENTURE 2006	145,661.77	121.38	0.00	121.38	90.0	109.24
03/31/2017	BLANCHARD, SUZETTE	JOHN HANCOCK VENTURE III	64,605.51	53.84	0.00	53.84	90.0	48.46
03/31/2017	SITCLER, PATRICIA	JOHN HANCOCK VENTURE III	100,877.08	84.06	0.00	84.06	90.0	75.65
03/31/2017	SHERILL, TIMOTHY	JOHN HANCOCK VENTURE III	200,297.57	166.91	0.00	166.91	90.0	150.22
03/31/2017	SOBERALSKI, EDWARD	JOHN HANCOCK VENTURE III	189,787.04	158.16	0.00	158.16	90.0	142.34
04/01/2017	LEDERMAN, JOANNE	NATIONWIDE BOA ACHIEVER 45	277,336.54	346.67	0.00	346.67	90.0	312.00
04/01/2017	HOUSER, MICHAEL	NATIONWIDE BOA ACHIEVER 45	59,466.75	111.50	0.00	111.50	90.0	100.35

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
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
04/01/2017	KIRKLAND, CINDY	NATIONWIDE BOA SUCCESSOR 33	6,963.32	17.41	0.00	17.41	90.0	15.67
04/01/2017	THIEME, HEIDI	NATIONWIDE DESTINATION C 01	16,181.11	50.57	0.00	50.57	90.0	45.51
04/01/2017	DAILEY, ANDREA	NATIONWIDE DESTINATION C 01	7,164.76	22.39	0.00	22.39	90.0	20.15
04/01/2017	HITT, ERIN	NATIONWIDE DESTINATION C 01	8,319.09	20.80	0.00	20.80	90.0	18.72
04/01/2017	JACOBS, AMY	NATIONWIDE DESTINATION C 01	10,159.41	25.40	0.00	25.40	90.0	22.86
04/01/2017	HILER, BRITNEY	NATIONWIDE DESTINATION C 01	1,597.67	4.99	0.00	4.99	90.0	4.49
04/01/2017	CRANE, AMY	NATIONWIDE DESTINATION C 01	7,958.92	19.90	0.00	19.90	90.0	17.91
04/01/2017	MATHEWSON, KAYLA	NATIONWIDE DESTINATION C 01	6,686.39	16.72	0.00	16.72	90.0	15.05
04/01/2017	WILLIAMS, ELIZA	NATIONWIDE DESTINATION C 01	10,320.19	25.80	0.00	25.80	90.0	23.22
04/01/2017	LEDERMAN, JOANNE	NATIONWIDE MARKETFLEX BB	80,423.38	100.53	0.00	100.53	90.0	90.48
04/01/2017	LEDERMAN, JOANNE	NATIONWIDE MARKETFLEX BB	8,545.42	10.68	0.00	10.68	90.0	9.61
04/01/2017	BOYLAN TRUST	NATIONWIDE MARKETFLEX BB	46,196.66	115.49	0.00	115.49	90.0	103.94
04/01/2017	RAMIREZ, HERLINDA GARCIA	NATIONWIDE MARKETFLEX BB	27,429.53	68.57	0.00	68.57	90.0	61.71
04/01/2017	DEHAVEN, ELLEN	NATIONWIDE MARKETFLEX BB	18,943.09	23.68	0.00	23.68	90.0	21.31
04/01/2017	NEELEY, JOHN	NATIONWIDE MARKETFLEX BB	23,449.42	29.31	0.00	29.31	90.0	26.38
04/01/2017	ZEHR, BERTHA	NW DESTINATION B2 05	101,045.73	126.31	0.00	126.31	90.0	113.68
04/01/2017	PARKER, MICHAEL	NW DESTINATION B2 05	122,521.54	153.15	0.00	153.15	90.0	137.84
04/01/2017	PARKER, DIANA	NW DESTINATION B2 05	81,781.38	102.23	0.00	102.23	90.0	92.01
04/01/2017	BURD, CHRISTINA	NWL SOLOIST 01	4,253.56	6.91	0.00	6.91	90.0	6.22
04/01/2017	SNYDER, PAIGE	NWL SOLOIST 01	6,592.51	10.71	0.00	10.71	90.0	9.64
04/01/2017	ROBROCK, KYLIA	NWL SOLOIST 01	1,856.29	3.02	0.00	3.02	90.0	2.72
04/01/2017	CIRCLE, MADISON	NWL SOLOIST 01	1,629.56	2.65	0.00	2.65	90.0	2.39
04/01/2017	RINEHOLD, BRANDI	NWL SOLOIST 01	4,651.02	7.56	0.00	7.56	90.0	6.80
04/01/2017	WILLS, LISA	NWL SOLOIST 01	2,892.42	4.70	0.00	4.70	90.0	4.23
03/30/2017	STAUFFER, ARLEN	PAC LIFE INNOVATIVE SELECT	0.00	37.72	0.00	37.72	90.0	33.95
03/31/2017	BROOKSHIRE, JEFFEREY	PRU AS LIFEVEST	22,118.29	41.47	0.00	41.47	90.0	37.32
03/31/2017	BROOKSHIRE, JEFFEREY	PRU AS LIFEVEST	22,118.29	13.82	0.00	13.82	90.0	12.44
03/30/2017	STAUFFER, PATTY	SBL ADVISORDESIGNS VA	19,614.35	16.35	0.00	16.35	90.0	14.72
* VARIABLE ANNUITIES SUBTOTAL *			\$3,525,137.82	\$2,834.70	\$0.00	\$2,834.70		\$2,551.26
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
03/24/2017	REICHARD, THOMAS	ING ESII	0.00	64.18	0.00	64.18	90.0	57.76
04/05/2017	REICHARD, DEBRA	ING ESII	0.00	18.37	0.00	18.37	90.0	16.53
03/26/2017	ALLES, DEVON	ING ESII 2002 STD OPT C	0.00	20.10	0.00	20.10	90.0	18.09

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
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
04/04/2017	NUTTLE, DARREN	ING PREMIUM PLUS	0.00	2.95	0.00	2.95	90.0	2.66
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *			\$0.00	\$105.60	\$0.00	\$105.60		\$95.04
*** BROKER TRANSACTIONS TOTAL ***			\$3,738,458.88	\$10,854.14	\$22.50	\$10,831.64		\$9,748.51

ADJUSTMENTS

04/15/2017		*E & O INSURANCE: CURRENT MONTH INS	0.00					-300.00
04/15/2017		*PERSHING: BOOKS AND RECORDS	0.00					-1.50
04/15/2017		*TECHNOLOGY: ADMIN - KAREN STAUFFER	0.00					-100.00
04/15/2017		*TECHNOLOGY: CURRENT MONTH TECH	0.00					-275.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$-676.50

BROKER COMMISSION TOTALS

Broker Transactions	\$9,748.51
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$-676.50
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$9,072.01
Year-to-date Gross	\$36,321.91
Year-to-date Earnings	\$32,284.31

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