



Concorde Investment Services, LLC

11/13/2017

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COMMISSION STATEMENT**November 15, 2017**DAVID 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: MUTUAL FUNDS</u>								
/ /	PAYNE, MARTHA	GUGGENHEIM DIVERSIFIED INCOME C	0.00	2.16	0.00	2.16	90.0	1.94
/ /	PAYNE, MARTHA	GUGGENHEIM GOV'T LONG BOND 1.2X STG	0.00	3.19	0.00	3.19	90.0	2.87
/ /	PAYNE, MARTHA	GUGGENHEIM RBP LARGE CAP DEFENSIVE	0.00	1.12	0.00	1.12	90.0	1.01
/ /	KERN, BRIAN	RYDEX GUGG PRECIOUS METALS C	0.00	4.51	0.00	4.51	90.0	4.06
* MUTUAL FUNDS SUBTOTAL *			\$0.00	\$10.98	\$0.00	\$10.98		\$9.88
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
10/25/2017	KERN, DAVID	AMERITAS LOWLOAD VUL	9,910.10	0.82	0.00	0.82	90.0	0.74
10/27/2017	KERN, BENJAMIN	AMERITAS LOWLOAD VUL	16,850.80	1.40	0.00	1.40	90.0	1.26
11/01/2017	KERN, BRIAN	AMERITAS LOWLOAD VUL	745.99	0.06	0.00	0.06	90.0	0.05
10/31/2017	KERN, DAVID	JNL ELITE ACCESS	17,714.58	3.69	0.00	3.69	90.0	3.32
10/31/2017	KERN, DAVID	JNL ELITE ACCESS	28,093.96	23.41	0.00	23.41	90.0	21.07
10/31/2017	KERN, BENJAMIN	JNL ELITE ACCESS	28,907.95	6.02	0.00	6.02	90.0	5.42
10/31/2017	KERN, BENJAMIN	JNL ELITE ACCESS	122,499.34	102.08	0.00	102.08	90.0	91.87
10/31/2017	LINDQUIST FAMILY TRUST, MICAH	JNL ELITE ACCESS	165,740.60	138.12	0.00	138.12	90.0	124.31
10/31/2017	BUTCHER, JACK	JNL ELITE ACCESS	806,861.47	672.38	0.00	672.38	90.0	605.14
10/31/2017	KERN, BRIAN	JNL ELITE ACCESS	46,070.70	38.39	0.00	38.39	90.0	34.55
10/31/2017	RIEBE, PATRICIA	JNL ELITE ACCESS	169,591.99	141.33	0.00	141.33	90.0	127.20
10/31/2017	SVOBODA, JOYCE	JNL ELITE ACCESS	36,326.05	30.27	0.00	30.27	90.0	27.24
10/31/2017	MILLER, LAVERN	JNL ELITE ACCESS	27,855.55	23.21	0.00	23.21	90.0	20.89
10/31/2017	MILLER, JEAN	JNL ELITE ACCESS	12,145.86	10.12	0.00	10.12	90.0	9.11
10/31/2017	BRIEGEL, WILLIAM	JNL ELITE ACCESS	16,992.14	14.16	0.00	14.16	90.0	12.74
10/31/2017	JOHNSON, JULIE	JNL ELITE ACCESS	16,140.55	13.45	0.00	13.45	90.0	12.11
10/31/2017	FORTNEY, ELIZABETH	JNL ELITE ACCESS	29,925.18	24.94	0.00	24.94	90.0	22.45
10/31/2017	JOHNSON, MARGAUX	JNL ELITE ACCESS	6,295.93	5.25	0.00	5.25	90.0	4.73
10/31/2017	SMITH, STEPHANIE	JNL ELITE ACCESS	19,873.34	16.56	0.00	16.56	90.0	14.90
10/31/2017	FREISTROFFER, HENRY	JNL ELITE ACCESS	7,514.54	6.26	0.00	6.26	90.0	5.63

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

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^Date - Split Trade - full Investment Amount & Gross Commission displayed

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
10/31/2017	COLLENTINE, CARYL	JNL ELITE ACCESS	4,653.78	3.88	0.00	3.88	90.0	3.49
10/31/2017	COLLENTINE, SEAN	JNL ELITE ACCESS	4,664.72	3.89	0.00	3.89	90.0	3.50
10/31/2017	ROY, SHARI	JNL ELITE ACCESS	44,573.46	37.14	0.00	37.14	90.0	33.43
10/31/2017	KERN, LEESA	JNL ELITE ACCESS	39,684.42	33.07	0.00	33.07	90.0	29.76
10/31/2017	CONNER, ANDREW	JNL ELITE ACCESS	7,683.73	6.40	0.00	6.40	90.0	5.76
10/31/2017	CONNER, ANDREW	JNL ELITE ACCESS	9,417.21	7.85	0.00	7.85	90.0	7.07
10/31/2017	HURLEY, JOHN	JNL ELITE ACCESS	17,523.54	14.60	0.00	14.60	90.0	13.14
10/31/2017	DELLINGER, EMMA	JNL ELITE ACCESS	150,324.93	125.27	0.00	125.27	90.0	112.74
10/31/2017	OBERLIN, DOUGLAS	JNL ELITE ACCESS	23,567.64	19.64	0.00	19.64	90.0	17.68
10/31/2017	SIMS, SUSAN	JNL ELITE ACCESS	4,572.40	3.81	0.00	3.81	90.0	3.43
10/31/2017	BLESSING, THOMAS	JNL ELITE ACCESS	69,467.86	57.89	0.00	57.89	90.0	52.10
10/31/2017	AKPABIO, UWEM	JNL ELITE ACCESS	93,379.27	77.82	0.00	77.82	90.0	70.04
10/31/2017	REBMAN, MONA	JNL ELITE ACCESS	6,099.70	5.08	0.00	5.08	90.0	4.57
10/31/2017	FREISTROFFER, HENRY	JNL ELITE ACCESS	7,307.40	6.09	0.00	6.09	90.0	5.48
10/31/2017	ROGERS, JOHN	JNL ELITE ACCESS	12,011.97	10.01	0.00	10.01	90.0	9.01
10/31/2017	ROGERS, ADRIENNE	JNL ELITE ACCESS	12,011.98	10.01	0.00	10.01	90.0	9.01
10/31/2017	ROGERS, ADRIENNE	JNL ELITE ACCESS	170,390.48	141.99	0.00	141.99	90.0	127.79
10/31/2017	WHITELEATHER, TRACY	JNL ELITE ACCESS	112,822.99	94.02	0.00	94.02	90.0	84.62
10/31/2017	WHITELEATHER, KEVIN	JNL ELITE ACCESS	14,211.39	11.84	0.00	11.84	90.0	10.66
10/31/2017	KELTY, SANDRA	JNL ELITE ACCESS	22,294.90	18.58	0.00	18.58	90.0	16.72
10/31/2017	RIEBE, PATRICIA	JNL ELITE ACCESS	6,684.46	5.57	0.00	5.57	90.0	5.01
10/31/2017	KELTY, SUSAN	JNL ELITE ACCESS	408,570.54	340.48	0.00	340.48	90.0	306.43
10/31/2017	HOVERMAN, ANDREA	JNL ELITE ACCESS	9,979.53	8.32	0.00	8.32	90.0	7.49
10/31/2017	HOVERMAN, BRYAN	JNL ELITE ACCESS	3,520.07	2.93	0.00	2.93	90.0	2.64
11/01/2017	FORTNEY, ELIZABETH	JNL ELITE ACCESS	400.00	5.00	0.00	5.00	90.0	4.50
10/31/2017	KERN, DAVID	JNL ELITE ACCESS W/ LIQUIDITY	38,623.55	32.19	0.00	32.19	90.0	28.97
10/31/2017	WOODHAMS, JACK	JNL ELITE ACCESS W/ LIQUIDITY	39,939.21	33.28	0.00	33.28	90.0	29.95
10/31/2017	JOHNSON, THEODORE	JNL ELITE ACCESS W/ LIQUIDITY	6,213.06	5.18	0.00	5.18	90.0	4.66
10/31/2017	ROY, RICHARD	JNL ELITE ACCESS W/ LIQUIDITY	25,456.21	21.21	0.00	21.21	90.0	19.09
10/31/2017	PAYNE, MARTHA	JNL ELITE ACCESS W/ LIQUIDITY	10,084.56	8.40	0.00	8.40	90.0	7.56
10/31/2017	COLE, NANCY	JNL ELITE ACCESS W/ LIQUIDITY	47,671.16	39.73	0.00	39.73	90.0	35.76
10/31/2017	DETER, MARY	JNL ELITE ACCESS W/ LIQUIDITY	2,476.57	2.06	0.00	2.06	90.0	1.85
10/31/2017	HESTER, LEEANNE	JNL ELITE ACCESS W/ LIQUIDITY	55,479.78	46.23	0.00	46.23	90.0	41.61

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
10/31/2017	THEXTON, BARBARA	JNL ELITE ACCESS W/ LIQUIDITY	12,751.50	10.63	0.00	10.63	90.0	9.57
10/31/2017	WEIS, KIMBERLY	JNL ELITE ACCESS W/ LIQUIDITY	88,288.53	73.57	0.00	73.57	90.0	66.21
10/31/2017	HURLEY, JOHN	JNL ELITE ACCESS W/ LIQUIDITY	88,288.52	73.57	0.00	73.57	90.0	66.21
06/30/2017	HIPPENSTEEL, PAMELA	JNL PERSPECTIVE L	-71,844.58	-59.87	0.00	-59.87	90.0	-53.88
07/31/2017	HIPPENSTEEL, PAMELA	JNL PERSPECTIVE L	-72,492.47	-60.41	0.00	-60.41	90.0	-54.37
08/31/2017	HIPPENSTEEL, PAMELA	JNL PERSPECTIVE L	-71,903.41	-59.92	0.00	-59.92	90.0	-53.93
09/30/2017	HIPPENSTEEL, PAMELA	JNL PERSPECTIVE L	-72,075.60	-60.06	0.00	-60.06	90.0	-54.05
10/31/2017	DAVIS, GARY	JNL PERSPECTIVE L	220,834.49	184.03	0.00	184.03	90.0	165.63
10/31/2017	KELTY, RICHARD	JNL PERSPECTIVE L	701,451.42	584.54	0.00	584.54	90.0	526.09
10/31/2017	GETTS, JUDITH	JNL PERSPECTIVE L	94,075.25	78.40	0.00	78.40	90.0	70.56
10/31/2017	SOLLOWAY, WILLIAM	JNL PERSPECTIVE L	127,953.88	106.63	0.00	106.63	90.0	95.97
10/31/2017	BUTCHER, JACK	JNL PERSPECTIVE L	367,209.43	306.01	0.00	306.01	90.0	275.41
10/31/2017	DETER, MARY	JNL PERSPECTIVE L	50,676.41	42.23	0.00	42.23	90.0	38.01
10/31/2017	CROWLEY, HELEN	JNL PERSPECTIVE L	43,037.43	35.86	0.00	35.86	90.0	32.27
10/31/2017	FREISTROFFER, HENRY	JNL PERSPECTIVE L	207,180.08	172.65	0.00	172.65	90.0	155.39
10/31/2017	BOHNKE, LON	JNL PERSPECTIVE L	61,510.33	51.26	0.00	51.26	90.0	46.13
10/31/2017	ROGERS, ADRIENNE	JNL PERSPECTIVE L	51,851.55	43.21	0.00	43.21	90.0	38.89
10/31/2017	ROGERS, JOHN	JNL PERSPECTIVE L	51,495.13	42.91	0.00	42.91	90.0	38.62
10/31/2017	BUTCHER, JACK	JOHN HANCOCK VISION	164,486.35	157.63	0.00	157.63	90.0	141.87
10/31/2017	WEST, JOLAN	JOHN HANCOCK VISION	125,181.68	119.97	0.00	119.97	90.0	107.97
/ /	MARATHON LABELS 401K	NWL FLEX ADVANTAGE	306,760.21	67.24	0.00	67.24	90.0	60.52
/ /	NEW HAVEN PRINT &	NWL FLEX ADVANTAGE	866,532.74	227.91	0.00	227.91	90.0	205.12
/ /	MARATHON LABELS 401K	NWL POOLED FXD	51,880.07	11.37	0.00	11.37	90.0	10.23
/ /	NEW HAVEN PRINT &	NWL POOLED FXD	3,146.29	0.83	0.00	0.83	90.0	0.75
* VARIABLE ANNUITIES SUBTOTAL *			\$6,464,094.32	\$4,661.57	\$0.00	\$4,661.57		\$4,195.44
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
10/16/2017	MILLER, ANGELA	ALLSTATE VA TRAILS	0.00	5.04	0.00	5.04	90.0	4.54
10/19/2017	HELMBERGER, GENNA	SAMMONS	0.00	5.92	0.00	5.92	90.0	5.33
10/30/2017	KERN, BRIAN	SAMMONS	0.00	12.04	0.00	12.04	90.0	10.84
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *			\$0.00	\$23.00	\$0.00	\$23.00		\$20.71
*** DIRECT TRANSACTIONS TOTAL ***			\$6,464,094.32	\$4,695.55	\$0.00	\$4,695.55		\$4,226.03

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<u>ADJUSTMENTS</u>								
11/15/2017		*E & O INSURANCE: CURRENT MONTH INS	0.00					-300.00
11/15/2017		*TECHNOLOGY: ADMIN - LEESA KERN	0.00					-130.00
11/15/2017		*TECHNOLOGY: CURRENT MONTH BASIC	0.00					-180.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$-610.00

BROKER COMMISSION TOTALS

Broker Transactions	\$4,226.03
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	\$3,616.03
Year-to-date Gross	\$102,975.78
Year-to-date Earnings	\$92,716.24

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