

# COMMISSION STATEMENT

July 15, 2018

 DAN FENCL-D022  
 422 Main Street

 BROKER #: D022  
 BRANCH: DMG

Cedar Falls, IA 50613

## COMMISSION STATEMENT for DAN FENCL-D022

TRADE DATE	CLIENT	INVESTMENT	B/S	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
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### DIRECT TRANSACTIONS

#### PRODUCT CATEGORY: MUTUAL FUNDS

06/18/2018 (None)	VARIOUS, FENCL	MF	JOHN HANCOCK MUTUAL FUND	B	0.00	7.75	0.00	7.75	85.0	6.59
06/25/2018 (None)	MILLER, TRE	MF	PRINCIPAL	B	25.00	1.19	0.00	1.19	85.0	1.01
06/28/2018 (None)	VARIOUS, FENCL	MF	JOHN HANCOCK MUTUAL FUND	B	0.00	10.29	0.00	10.29	85.0	8.75
* MUTUAL FUNDS SUBTOTAL *					\$25.00	\$19.23	\$0.00	\$19.23		\$16.35

#### PRODUCT CATEGORY: VARIABLE ANNUITIES

06/30/2018 009044607A	BURMAN, HOWARD	VA	PERSPECTIVE	B	10,993.77	9.16	0.00	9.16	85.0	7.79
06/30/2018 1009150001	LAMPE, KAREN	VA	PERSPECTIVE L	B	127,063.88	137.65	0.00	137.65	85.0	117.00
06/30/2018 1009405336	HEIRES, ALAN	VA	PERSPECTIVE L	B	1,649.71	1.37	0.00	1.37	85.0	1.16
06/30/2018 1009405336	HEIRES, ALAN	VA	PERSPECTIVE L	B	11,585.34	12.55	0.00	12.55	85.0	10.67
06/30/2018 1009412669	STEPHENS, CHERYL	VA	PERSPECTIVE L	B	34,693.18	37.58	0.00	37.58	85.0	31.94
06/30/2018 1009442347	NAPIER, JOHN	VA	PERSPECTIVE L	B	14,235.31	15.42	0.00	15.42	85.0	13.11
06/30/2018 1009561753	DES JARLAIS, TERRY	VA	PERSPECTIVE L	B	190,400.64	158.67	0.00	158.67	85.0	134.87
06/30/2018 1009604118	DUNHAM, ARTHUR	VA	PERSPECTIVE L	B	93,537.33	77.95	0.00	77.95	85.0	66.26
06/30/2018 1009660573	STORJOHANN, HAROLD	VA	PERSPECTIVE L	B	16,360.40	13.63	0.00	13.63	85.0	11.59
06/30/2018 1009698791	LAUVER, KEVIN	VA	PERSPECTIVE L	B	36,178.91	30.15	0.00	30.15	85.0	25.63
06/30/2018 1010047648	GRIMM, GREIG	VA	PERSP L 08/11	B	37,901.22	31.58	0.00	31.58	85.0	26.84
06/30/2018 1010047737	GRIMM, GREIG	VA	PERSP L 08/11	B	114,515.75	95.43	0.00	95.43	85.0	81.12
06/30/2018 1010072391	FENCL, DAVID	VA	PERSP L 08/11	B	223,915.65	186.60	0.00	186.60	85.0	158.61
06/30/2018 1010085205	PAISLEY, RUTH	VA	PERSP L 08/11	B	98,843.04	82.37	0.00	82.37	85.0	70.01
06/30/2018 1010151046	STORJOHANN, HAROLD	VA	PERSP L 08/11	B	27,350.01	22.79	0.00	22.79	85.0	19.37
06/30/2018 1010172710	DRENNER, MARTHA	VA	PERSP L 08/11	B	141,016.39	117.51	0.00	117.51	85.0	99.88
06/30/2018 1010832922	FENCL, ROBERT	VA	PERSP L 08/11	B	86,646.13	72.21	0.00	72.21	85.0	61.38
06/30/2018 1010954688	BAILEY, JAMES	VA	PERSP L 08/11	B	106,368.81	124.10	0.00	124.10	85.0	105.49
06/30/2018 1011040396	DRENNER, WILLIAM	VA	PERSP L 08/11	B	119,760.24	99.80	0.00	99.80	85.0	84.83
06/30/2018 1011040434	DRENNER, MARTHA	VA	PERSP L 08/11	B	72,297.55	60.25	0.00	60.25	85.0	51.21
06/30/2018 1011339294	DES JARLAIS, MARY	VA	PERSP L 08/11	B	177,882.30	148.24	0.00	148.24	85.0	126.00
06/30/2018 1011499550	JONES, CARLA	VA	PERSP L 08/11	B	150,518.64	125.43	0.00	125.43	85.0	106.62
06/30/2018 1011726468	ADAMS, DONALD	VA	PERSP L 08/11	B	69,676.58	58.06	0.00	58.06	85.0	49.35
06/30/2018 1012601693	STEFFEN, ALICE	VA	ELITE ACCESS	B	31,435.77	26.20	0.00	26.20	85.0	22.27
06/30/2018 1012601723	FENCL, RANDALL	VA	ELITE ACCESS	B	41,014.37	34.18	0.00	34.18	85.0	29.05

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06/30/2018	1015625623 FENCL, RONALD	VA PERSP L 08/11	B	173,933.55	202.92	0.00	202.92	85.0	172.48
06/30/2018	1016522321 ANDERSON, GREGORY	VA PERSP L 08/11	B	119,347.58	99.46	0.00	99.46	85.0	84.54
<b>* VARIABLE ANNUITIES SUBTOTAL *</b>				<b>\$2,329,122.05</b>	<b>\$2,081.26</b>	<b>\$0.00</b>	<b>\$2,081.26</b>		<b>\$1,769.07</b>

PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS

06/30/2018	(None) VARIOUS, FENCL	MFT OPPENHEIMER	B	0.00	16.62	0.00	16.62	85.0	14.13
06/30/2018	(None) VARIOUS, FENCL	MFT PRINCIPAL	B	0.00	63.49	0.00	63.49	85.0	53.97
07/09/2018	00006583064 BRUBAKER, DENNIS	MFT FIDELITY GOVERNMENT MKT DAILY	B	0.00	0.76	0.00	0.76	85.0	0.65
07/03/2018	00621091956 DAVIS, KAREN	MFT PIONEER FUND A	B	0.00	4.04	0.00	4.04	85.0	3.43
07/03/2018	00621091956 DAVIS, KAREN	MFT PIONEER MID CAP VALUE FUND A	B	0.00	13.94	0.00	13.94	85.0	11.85
07/03/2018	00621220249 TONN, BILLIE	MFT PIONEER FUND A	B	0.00	48.42	0.00	48.42	85.0	41.16
07/03/2018	00663799662 HOOVER JT TEN,	MFT PIONEER FUND A	B	0.00	6.19	0.00	6.19	85.0	5.26
07/03/2018	00699887190 ADAMS, BRET	MFT TRANSAMERICA-IDEX 893962415	B	0.00	1.35	0.00	1.35	85.0	1.15
07/03/2018	00699887191 ADAMS, BRET	MFT TRANSAMERICA-IDEX 893961813	B	0.00	0.30	0.00	0.30	85.0	0.26
07/01/2018	05566037249 HOOVER JT TEN,	MFT MFS EMERGING MARKETS EQUITY	B	0.00	2.10	0.00	2.10	85.0	1.79
07/03/2018	06206144790 BERRY, DIANA	MFT PIONEER FUND A	B	0.00	33.93	0.00	33.93	85.0	28.84
07/01/2018	08189235404 STECHER, JULIE	MFT MASS INVESTORS GROWTH STOCK	B	0.00	5.99	0.00	5.99	85.0	5.09
07/01/2018	08189709825 HOOVER JT TEN,	MFT MFS INTERNTL DIVERSIFICATION	B	0.00	1.87	0.00	1.87	85.0	1.59
07/01/2018	08189709829 HOOVER JT TEN,	MFT MFS RESEARCH INTERNATIONAL	B	0.00	1.52	0.00	1.52	85.0	1.29
<b>* MUTUAL FUND 12B1 TRAILS SUBTOTAL *</b>				<b>\$0.00</b>	<b>\$200.52</b>	<b>\$0.00</b>	<b>\$200.52</b>		<b>\$170.46</b>

PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS

06/30/2018	(None) CAMPBELL, LEO	VAT ALLIANZ LIFE	B	0.00	99.78	0.00	99.78	85.0	84.81
06/30/2018	(None) CRAVENS, VALERIE	VAT ALLIANZ LIFE	B	0.00	80.31	0.00	80.31	85.0	68.26
06/30/2018	(None) VARIOUS, FENCL	VAT MANULIFE	B	0.00	55.70	0.00	55.70	85.0	47.35
06/30/2018	(None) VARIOUS, FENCL	VAT PRUDENTIAL LIFE	B	0.00	566.13	0.00	566.13	85.0	481.21
06/26/2018	VA96299150 FLEMING, ARLENE	VAT PACIFIC LIFE VA 694474206	B	0.00	32.16	0.00	32.16	85.0	27.34
07/02/2018	VA98909290 DEGROOTE	VAT PACIFIC LIFE CUSIP 694474107	B	0.00	129.12	0.00	129.12	85.0	109.75
06/25/2018	VA99115690 REED	VAT PACIFIC LIFE VA 694474883	B	0.00	10.04	0.00	10.04	85.0	8.53
06/25/2018	VR00011328 SCHRODER	VAT PACIFIC LIFE VA 694474883	B	0.00	4.80	0.00	4.80	85.0	4.08
06/26/2018	VR01000118 SCHOPPE	VAT PACIFIC LIFE VA 694474883	B	0.00	189.59	0.00	189.59	85.0	161.15
07/02/2018	VR01035126 BURMAN, HOWARD	VAT PACIFIC LIFE VA 694474594	B	0.00	121.17	0.00	121.17	85.0	102.99
06/27/2018	VR03020705 SBIRAL, SUSAN	VAT PACIFIC LIFE VA 694474586	B	0.00	56.73	0.00	56.73	85.0	48.22
07/05/2018	VR04059346 LAUVER, KEVIN	VAT PACIFIC LIFE VA 694474610	B	0.00	208.59	0.00	208.59	85.0	177.30
06/25/2018	VR05005533 HARVEY	VAT PACIFIC LIFE VA 694474594	B	0.00	5.25	0.00	5.25	85.0	4.46
07/02/2018	VR05016637 KREMPGES	VAT PACIFIC LIFE CUSIP 694474701	B	0.00	4.40	0.00	4.40	85.0	3.74
07/05/2018	VR05016637 KREMPGES	VAT PACIFIC LIFE CUSIP 694474701	B	0.00	44.74	0.00	44.74	85.0	38.03
07/05/2018	VR12012618 CLEMMENSEN	VAT PACIFIC LIFE VA 694474610	B	0.00	78.18	0.00	78.18	85.0	66.45
07/05/2018	VR16004270 NEDERHOFF	VAT PACIFIC LIFE VA 694474610	B	0.00	100.75	0.00	100.75	85.0	85.64
<b>* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *</b>				<b>\$0.00</b>	<b>\$1,787.44</b>	<b>\$0.00</b>	<b>\$1,787.44</b>		<b>\$1,519.31</b>
<b>*** DIRECT TRANSACTIONS TOTAL ***</b>				<b>\$2,329,147.05</b>	<b>\$4,088.45</b>	<b>\$0.00</b>	<b>\$4,088.45</b>		<b>\$3,475.19</b>

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OVERRIDE TRANSACTIONS

BROKER: SARAH BRAUNSHAUSEN-D062 #13

01/10/2018 (None)	STATE OF IOWA	VAT MASS MUTUAL	B	0.00	17.01	0.00	17.01		10.21
02/10/2018 (None)	STATE OF IOWA	VAT MASS MUTUAL	B	0.00	1.65	0.00	1.65		0.99
03/10/2018 (None)	STATE OF IOWA	VAT MASS MUTUAL	B	0.00	1.64	0.00	1.64		0.98
04/10/2018 (None)	STATE OF IOWA	VAT MASS MUTUAL	B	0.00	17.73	0.00	17.73		10.64
05/25/2018 (None)	STATE OF IOWA	VAT MASS MUTUAL	B	0.00	1.75	0.00	1.75		1.05
06/10/2018 (None)	STATE OF IOWA	VAT MASS MUTUAL	B	0.00	1.83	0.00	1.83		1.10
* SARAH BRAUNSHAUSEN-D062 SUBTOTAL *				\$0.00	\$41.61	\$0.00	\$41.61		\$24.97
*** OVERRIDE TRANSACTIONS TOTAL ***				\$0.00	\$41.61	\$0.00	\$41.61		\$24.97

BROKER COMMISSION TOTALS

Broker Transactions	\$3,475.19
Split Transactions	\$0.00
Override Transactions	\$24.97
Adjustments	\$0.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Net Commissions	\$3,500.16
Year-to-date Commissions	\$47,171.46