

**COMMISSION STATEMENT****February 15, 2018**

101 CFGROUP/KOSANKE  
1120 E. Long Lake Road  
Suite 250  
Troy, MI 48085

**BROKER #: 101**  
**BRANCH: CONCORDE FINANCIAL G**

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<b><u>DIRECT TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u></b>								
01/31/2018	BYERS, SHARRON	GENWORTH TRAILS	115,611.43	19.27	0.00	19.27	95.0	18.31
01/31/2018	EMBACH, KEVIN	GENWORTH TRAILS	86,783.02	72.32	0.00	72.32	95.0	68.70
01/31/2018	EMBACH, JAMES	GENWORTH TRAILS	86,783.03	72.32	0.00	72.32	95.0	68.70
01/31/2018	HARTOUNIAN, HAGOB	GENWORTH TRAILS	12,422.25	10.35	0.00	10.35	95.0	9.83
01/31/2018	MCCLAIN, DOROTHY	GENWORTH TRAILS	104,207.03	86.84	0.00	86.84	95.0	82.50
01/31/2018	ZACK, MAUREEN	GENWORTH TRAILS	86,783.03	72.32	0.00	72.32	95.0	68.70
<b>* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *</b>			<b>\$492,589.79</b>	<b>\$333.42</b>	<b>\$0.00</b>	<b>\$333.42</b>		<b>\$316.74</b>
<b>*** DIRECT TRANSACTIONS TOTAL ***</b>			<b>\$492,589.79</b>	<b>\$333.42</b>	<b>\$0.00</b>	<b>\$333.42</b>		<b>\$316.74</b>

**BROKER COMMISSION TOTALS**

Broker Transactions	\$316.74
Split Transactions	\$0.00
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

<b>Check Amount</b>	<b>\$316.74</b>
<b>Year-to-date Gross</b>	<b>\$333.42</b>
<b>Year-to-date Earnings</b>	<b>\$316.74</b>

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