



Concorde Investment Services, LLC

08/14/2017
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COMMISSION STATEMENT August 15, 2017

WILLIAM WALSH
2565 West Maple

BROKER #: W127
BRANCH: WILLIAM WALSH

Troy, MI 48084

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
07/17/2017	SENGSTOCK, KATHLEEN	**CALVER SMALL CAP FD	0.00	29.39	0.00	29.39	87.0	25.57
07/17/2017	SENGSTOCK, KATHLEEN	**CALVERT FD	0.00	3.12	0.00	3.12	87.0	2.71
07/12/2017	SENGSTOCK, KATHLEEN	**PAX FDS SER TR I	0.00	6.42	0.00	6.42	87.0	5.59
07/12/2017	MURPHY, CAROL	ALGER CAPITAL APPRECIATION A	0.00	4.36	0.00	4.36	87.0	3.79
07/12/2017	BOARD, MONTE	ALGER CAPITAL APPRECIATION A	0.00	2.41	0.00	2.41	87.0	2.10
07/12/2017	WALSH, PATRICIA	ALLIANCE SMALLCAP	0.00	0.06	0.00	0.06	87.0	0.05
07/12/2017	WALSH, DAWN ERIN	ALLIANCEBERNSTEIN GL THEMATIC GROWT	0.00	1.64	0.00	1.64	87.0	1.43
07/12/2017	WALSH, PATRICIA	ALLIANCEBERNSTEIN GL THEMATIC GROWT	0.00	0.29	0.00	0.29	87.0	0.25
07/12/2017	WALSH, DAWN ERIN	ALLIANCEBERNSTEIN LARGE CAP GROWTH	0.00	11.07	0.00	11.07	87.0	9.63
07/12/2017	HANSZ, THOMAS	AM FUNDS AMERICAN BALANCED A	0.00	41.95	0.00	41.95	87.0	36.50
07/12/2017	SENGSTOCK, JODIE	AM FUNDS GROWTH FUND OF AMERICA A	0.00	13.46	0.00	13.46	87.0	11.71
07/12/2017	WALSH, MEGAN	AM FUNDS GROWTH FUND OF AMERICA A	0.00	0.11	0.00	0.11	87.0	0.10
07/12/2017	DARGO, JILL	AM FUNDS GROWTH FUND OF AMERICA A	0.00	1.09	0.00	1.09	87.0	0.95
07/12/2017	CHAWLA, MAHINDER	AM FUNDS GROWTH FUND OF AMERICA C	0.00	33.40	0.00	33.40	87.0	29.06
07/12/2017	CHAWLA, SUVIRA	AM FUNDS GROWTH FUND OF AMERICA C	0.00	76.16	0.00	76.16	87.0	66.26
07/12/2017	SENGSTOCK, JODIE	AM FUNDS GROWTH FUND OF AMERICA C	0.00	14.03	0.00	14.03	87.0	12.21
07/12/2017	SENGSTOCK, DAVID	AM FUNDS GROWTH FUND OF AMERICA C	0.00	12.84	0.00	12.84	87.0	11.17
07/12/2017	MURPHY, DANIEL	AM FUNDS GROWTH FUND OF AMERICA C	0.00	42.05	0.00	42.05	87.0	36.58
07/12/2017	MURPHY, DANIEL	AM FUNDS GROWTH FUND OF AMERICA C	0.00	15.17	0.00	15.17	87.0	13.20
07/12/2017	HAMM, MARK	AM FUNDS GROWTH FUND OF AMERICA F1	0.00	4.13	0.00	4.13	87.0	3.59
07/12/2017	BAUER, MATTHEW	AM FUNDS GROWTH FUND OF AMERICA F1	0.00	0.36	0.00	0.36	87.0	0.31
07/12/2017	CHAWLA, SUVIRA	AM FUNDS SMALLCAP WORLD A	0.00	4.49	0.00	4.49	87.0	3.91
07/12/2017	WALSH, DAWN ERIN	BLACKROCK FUNDS FLEXIBLE EQUITY FUN	0.00	4.79	0.00	4.79	87.0	4.17
07/17/2017	SENGSTOCK, KATHLEEN	CALVERT BOND PORT A	0.00	9.06	0.00	9.06	87.0	7.88
07/12/2017	MURPHY, CAROL	DAVIS NEW YORK VENTURE A	0.00	1.23	0.00	1.23	87.0	1.07
07/12/2017	DARGO, JILL	DAVIS NEW YORK VENTURE A	0.00	1.05	0.00	1.05	87.0	0.91

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
07/12/2017	WALSH, DAWN ERIN	DAVIS NEW YORK VENTURE A	0.00	12.35	0.00	12.35	87.0	10.74
07/12/2017	WALSH, MARIANNE	DAVIS NEW YORK VENTURE A	0.00	1.01	0.00	1.01	87.0	0.88
07/12/2017	MURPHY, DANIEL	DAVIS NEW YORK VENTURE A	0.00	9.74	0.00	9.74	87.0	8.47
07/12/2017	SENGSTOCK, JODIE	DAVIS NEW YORK VENTURE C	0.00	13.28	0.00	13.28	87.0	11.55
07/12/2017	BOARD, MONTE	DAVIS NEW YORK VENTURE C	0.00	2.31	0.00	2.31	87.0	2.01
07/12/2017	SENGSTOCK, DAVID	DAVIS NEW YORK VENTURE C	0.00	12.72	0.00	12.72	87.0	11.07
07/12/2017	HAMM, MARK	DAVIS NEW YORK VENTURE C	0.00	19.92	0.00	19.92	87.0	17.33
07/12/2017	WALSH, PATRICIA	DAVIS NEW YORK VENTURE C	0.00	1.74	0.00	1.74	87.0	1.51
07/10/2017	SENGSTOCK, KATHLEEN	EVENTIDE GILEAD FUND CLASS A	0.00	7.04	0.00	7.04	87.0	6.12
07/12/2017	CHAWLA, SUVIRA	FIRST EAGLE GLOBAL C	0.00	44.01	0.00	44.01	87.0	38.29
07/12/2017	WALSH, DAWN ERIN	FRANKLIN SMALL CAP GROWTH A	0.00	7.76	0.00	7.76	87.0	6.75
07/12/2017	WALSH, PATRICIA	FRANKLIN TEMPLETON FUNDS CONV SECUR	0.00	1.04	0.00	1.04	87.0	0.90
07/12/2017	DARGO, JILL	INVESCO SMALL CAP VALUE A	0.00	1.36	0.00	1.36	87.0	1.18
07/12/2017	CHAWLA, MAHINDER	INVESCO SMALL CAP VALUE C	0.00	79.12	0.00	79.12	87.0	68.83
07/12/2017	SENGSTOCK, JODIE	INVESCO SMALL CAP VALUE C	0.00	33.63	0.00	33.63	87.0	29.26
07/12/2017	SENGSTOCK, DAVID	INVESCO SMALL CAP VALUE C	0.00	0.00	0.00	0.00	87.0	0.00
07/12/2017	MURPHY, DANIEL	IVY ASSET STRATEGY FUND CLASS A	0.00	4.51	0.00	4.51	87.0	3.92
07/12/2017	MURPHY, DANIEL	IVY ASSET STRATEGY FUND CLASS A	0.00	5.42	0.00	5.42	87.0	4.72
/ /	DARGO, JILL	JH 529 EQUITY PORT A	0.00	0.01	0.00	0.01	87.0	0.01
07/12/2017	WALSH, DAWN ERIN	JH FINANCIAL INDUSTRIES A	0.00	1.72	0.00	1.72	87.0	1.50
07/12/2017	MURPHY, DANIEL	JH REGIONAL BANK A	0.00	8.51	0.00	8.51	87.0	7.40
07/12/2017	DARGO, JILL	LORD ABBETT DEVELOPING GROWTH A	0.00	0.42	0.00	0.42	87.0	0.37
07/12/2017	CHAWLA, MAHINDER	LORD ABBETT DEVELOPING GROWTH FUND	0.00	25.19	0.00	25.19	87.0	21.92
07/12/2017	CHAWLA, SUVIRA	LORD ABBETT DEVELOPING GROWTH FUND	0.00	51.57	0.00	51.57	87.0	44.87
07/12/2017	SENGSTOCK, JODIE	LORD ABBETT DEVELOPING GROWTH FUND	0.00	10.01	0.00	10.01	87.0	8.71
07/12/2017	SENGSTOCK, DAVID	LORD ABBETT DEVELOPING GROWTH FUND	0.00	10.10	0.00	10.10	87.0	8.79
07/12/2017	WALSH, MARIANNE	MFS MASS INVESTORS GROWTH STOCK A	0.00	1.06	0.00	1.06	87.0	0.92
07/12/2017	SENGSTOCK, FRANK	MFS MASSACHUSETTS INVESTORS TRUST C	0.00	1.62	0.00	1.62	87.0	1.41
07/12/2017	HAMM, MARK	OPPENHEIMER SMALL MID CAP VALUE C	0.00	14.51	0.00	14.51	87.0	12.62
07/12/2017	APPLECON, LLC	PIMCO ALL ASSET A	0.00	500.24	0.00	500.24	87.0	435.21
07/12/2017	YOUNG PROFIT SHARING, RICK	PIMCO ALL ASSET A	0.00	31.88	0.00	31.88	87.0	27.74
07/12/2017	YOUNG-CASH BALANCE, RICK	PIMCO ALL ASSET A	0.00	159.42	0.00	159.42	87.0	138.70
07/12/2017	DARGO, JILL	THORNBURG INT'L VALUE A	0.00	0.30	0.00	0.30	87.0	0.26

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
07/12/2017	WALSH, DAWN ERIN	THORNBURG INT'L VALUE A	0.00	5.90	0.00	5.90	87.0	5.13
07/12/2017	SENGSTOCK, JODIE	THORNBURG INVT TR INTL VALUE FD CL	0.00	7.15	0.00	7.15	87.0	6.22
07/12/2017	SENGSTOCK, DAVID	THORNBURG INVT TR INTL VALUE FD CL	0.00	8.73	0.00	8.73	87.0	7.60
07/12/2017	HAMM, MARK	THORNBURG INVT TR INTL VALUE FD CL	0.00	13.51	0.00	13.51	87.0	11.75
07/12/2017	WALSH, PATRICIA	THORNBURG INVT TR INTL VALUE FD CL	0.00	0.49	0.00	0.49	87.0	0.43
07/26/2017	MURPHY, CAROL	VICTORY CAPITAL MANAGEMENT	0.00	1.11	0.00	1.11	87.0	0.97
07/26/2017	MURPHY, CAROL	VICTORY CAPITAL MANAGEMENT	0.00	0.22	0.00	0.22	87.0	0.19
07/26/2017	MURPHY, DANIEL	VICTORY CAPITAL MANAGEMENT	0.00	0.21	0.00	0.21	87.0	0.18
07/26/2017	MURPHY, DANIEL	VICTORY CAPITAL MANAGEMENT	0.00	0.46	0.00	0.46	87.0	0.40
* MUTUAL FUNDS SUBTOTAL *			\$0.00	\$1,445.43	\$0.00	\$1,445.43		\$1,257.53
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
08/02/2017	EAGLE LANDSCAPING	GWL GRP ANNUITY 401K	2,938,508.60	873.50	0.00	873.50	87.0	759.95
08/02/2017	MCCLAIN, SMITH & WENZ	GWL GRP ANNUITY 401K	1,304,700.31	554.05	0.00	554.05	87.0	482.02
08/02/2017	IHRIE O'BRIEN PC, 401K	GWL GRP ANNUITY 401K	884,609.30	375.66	0.00	375.66	87.0	326.82
08/02/2017	JACKSON ASSOCIATES, 401K	GWL GRP ANNUITY 401K	432,653.92	183.73	0.00	183.73	87.0	159.85
08/02/2017	INDUSTRIAL FLUID	GWL GRP ANNUITY 401K	531,118.02	225.54	0.00	225.54	87.0	196.22
08/02/2017	WESTSHORE GOLF, RET PLAN	GWL GRP ANNUITY 401K	355,257.45	150.86	0.00	150.86	87.0	131.25
08/02/2017	APPLECON, LLC	GWL GRP ANNUITY 401K	1,323,935.27	562.22	0.00	562.22	87.0	489.13
08/02/2017	RIVERVIEW COMM FED	GWL GRP ANNUITY 401K	262,986.44	111.68	0.00	111.68	87.0	97.16
08/02/2017	STEPHEN HARRIS, DDS, PROFIT	GWL NET ASSET VALUE 401K	1,748,108.63	742.35	0.00	742.35	87.0	645.84
/ /	ACADEMY MANAGEMENT	NW RETIREMENT CLR ADVANTAGE	998,569.97	218.86	0.00	218.86	87.0	190.41
/ /	PREMIERE PACKAGING	NWL FLEX ADVANTAGE	1,127,765.40	123.59	0.00	123.59	87.0	107.52
/ /	PREMIERE PACKAGING	NWL FLEX ADVANTAGE	2,172,806.78	238.12	0.00	238.12	87.0	207.16
/ /	SHAW & SLAVSKY	NWL FLEX ADVANTAGE	2,901,252.98	635.89	0.00	635.89	87.0	553.22
/ /	MARYSVILLE ETHANOL	NWL FLEX ADVANTAGE	1,707,187.55	374.18	0.00	374.18	87.0	325.54
/ /	MARYSVILLE ETHANOL	NWL FLEX ADVANTAGE	587,521.40	128.77	0.00	128.77	87.0	112.03
/ /	COMMUNITY HOUSE	NWL FLEX ADVANTAGE	45,104.50	9.89	0.00	9.89	87.0	8.60
/ /	SHAW & SLAVSKY	NWL POOLED FXD	14,363.83	3.15	0.00	3.15	87.0	2.74
/ /	COMMUNITY HOUSE	NWL POOLED FXD	308.64	0.07	0.00	0.07	87.0	0.06
/ /	DETROIT CONNECTION	NWL RETIREMENT INNOVATOR	483,349.02	127.13	0.00	127.13	87.0	110.60
/ /	DETROIT CONNECTION	NWL SELF DIRECTED BROKERAGE GRP	48,751.85	12.82	0.00	12.82	87.0	11.15
/ /	MARYSVILLE ETHANOL	NWL SELF DIRECTED BROKERAGE GRP	94,722.90	20.76	0.00	20.76	87.0	18.06
07/25/2017	BROOKS, JAMES F & MARGE	PAC LIFE INNOVATIVE SELECT	0.00	646.04	0.00	646.04	87.0	562.05

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
07/17/2017	SENGSTOCK, FRANK	PAC LIFE PACIFIC CHOICE	0.00	829.34	0.00	829.34	87.0	721.53
* VARIABLE ANNUITIES SUBTOTAL *			\$19,963,582.76	\$7,148.20	\$0.00	\$7,148.20		\$6,218.91
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
07/31/2017	DETROIT GOLF	VOYA RETIREMENT & ANNUITY	0.00	577.06	0.00	577.06	87.0	502.04
07/31/2017	DETROIT GOLF	VOYA RETIREMENT & ANNUITY	0.00	65.92	0.00	65.92	87.0	57.35
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *			\$0.00	\$642.98	\$0.00	\$642.98		\$559.39
*** BROKER TRANSACTIONS TOTAL ***			\$19,963,582.76	\$9,236.61	\$0.00	\$9,236.61		\$8,035.83

ADJUSTMENTS

08/15/2017		*E & O INSURANCE: CURRENT MONTH INS	0.00					-300.00
08/15/2017		*RBC: ADMIN	0.00					-25.00
08/15/2017		*RBC: WRITE OFF-7A502644	0.00					-35.00
08/15/2017		*RBC: WRITE OFF-7A502647	0.00					-35.00
08/15/2017		*RBC: WRITE OFF-7A502650	0.00					-35.00
08/15/2017		*TECHNOLOGY: ADMIN - JILL DARGO	0.00					-100.00
08/15/2017		*TECHNOLOGY: CURRENT MONTH TECH	0.00					-275.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$-805.00

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BROKER COMMISSION TOTALS

Broker Transactions	\$8,035.83
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$-805.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$7,230.83
Year-to-date Gross	\$96,943.10
Year-to-date Earnings	\$83,782.97