



Concorde Investment Services, LLC
COMMISSION STATEMENT
September 15, 2017

09/13/2017
Page No. 1

DAVID ZUPEK
6226 Bankers Rd.
Ste. 4
Racine, WI 53403

BROKER #: Z116
BRANCH: TADA WEALTH ADVISORS

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: PRIVATE PLACEMENT</u>								
08/28/2017	EYNARD, STEPHEN	TEI DIVERSIFIED INC & OPP FD 3	50,000.00	3,500.00	0.00	3,500.00	90.0	3,150.00
		* PRIVATE PLACEMENT SUBTOTAL *	\$50,000.00	\$3,500.00	\$0.00	\$3,500.00		\$3,150.00
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
09/05/2017	THOMPSON, TERRY	AM FUNDS 2015 TARGET DATE A	125.00	2.50	0.00	2.50	90.0	2.25
09/05/2017	KISSH, BARBARA	AM FUNDS AMERICAN BALANCED A	50.00	2.50	0.00	2.50	90.0	2.25
09/05/2017	VASSH, LYNN	AM FUNDS FUNDAMENTAL INVESTORS C	17.00	0.17	0.00	0.17	90.0	0.15
09/05/2017	VASSH, LYNN	AM FUNDS GROWTH FUND OF AMERICA C	16.50	0.17	0.00	0.17	90.0	0.15
09/05/2017	VASSH, LYNN	AM FUNDS WASHINGTON MUTUAL INVESTOR	16.50	0.17	0.00	0.17	90.0	0.15
		* MUTUAL FUNDS SUBTOTAL *	\$225.00	\$5.51	\$0.00	\$5.51		\$4.95
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
09/01/2017	BODVEN, BRUCE	AM GEN POLARIS CHOICE III	111,032.03	416.37	0.00	416.37	90.0	374.73
09/05/2017	MAASS EXCAVAT	GWL NET ASSET VALUE 401K	1,441,247.67	612.04	0.00	612.04	90.0	550.84
08/31/2017	SHELDON, MARK	JNL PERSPECTIVE ADV II 5/05	15,474.47	16.12	0.00	16.12	90.0	14.51
08/31/2017	DEHAHN, RAYMOND	JNL PERSPECTIVE ADV II 5/05	49,689.29	41.41	0.00	41.41	90.0	37.27
08/31/2017	JOHNSON, ROBERT	JNL PERSPECTIVE FOCUS	60,990.72	50.83	0.00	50.83	90.0	45.75
08/31/2017	HARTGERINK, BRETT	JNL PERSPECTIVE II 04/14	115,813.82	24.13	0.00	24.13	90.0	21.72
08/31/2017	INGHAM, LYNNE	JNL PERSPECTIVE II 05/05	14,655.53	6.11	0.00	6.11	90.0	5.50
08/31/2017	BELLAIRE, THOMAS	JNL PERSPECTIVE II 10/04	18,683.39	7.78	0.00	7.78	90.0	7.00
08/31/2017	DENNE, FRANCES	JNL PERSPECTIVE II 10/04	11,867.22	4.94	0.00	4.94	90.0	4.45
08/31/2017	HOSS, GAIL	JNL PERSPECTIVE L	74,953.59	81.20	0.00	81.20	90.0	73.08
08/31/2017	JEANQUART, ROBERT	JNL PERSPECTIVE L	5,690.74	6.16	0.00	6.16	90.0	5.54
08/31/2017	PECKMAN, MARCIA	JNL PERSPECTIVE L	85,873.84	93.03	0.00	93.03	90.0	83.73
08/31/2017	HOOTEN, ROBERT	JNL PERSPECTIVE L	33,958.75	36.79	0.00	36.79	90.0	33.11
08/31/2017	KAEDING, HAROLD	JNL PERSPECTIVE L	66,514.70	55.43	0.00	55.43	90.0	49.89
08/31/2017	BABICKY, SHERRY	JNL PERSPECTIVE L	55,382.76	64.61	0.00	64.61	90.0	58.15

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
08/31/2017	MCFADDEN, JAMES	JNL PERSPECTIVE L	171,709.85	200.33	0.00	200.33	90.0	180.30
08/31/2017	TASKONIS, RICHARD	JNL PERSPECTIVE L	129,642.71	151.25	0.00	151.25	90.0	136.13
08/31/2017	BABICKY, SHERRY	JNL PERSPECTIVE L	42,478.51	49.56	0.00	49.56	90.0	44.60
08/31/2017	EDQUIST, BETTY	JNL PERSPECTIVE L	44,202.79	36.84	0.00	36.84	90.0	33.16
08/31/2017	FLETCHER, JEWEL	JNL PERSPECTIVE L	26,440.57	22.03	0.00	22.03	90.0	19.83
08/31/2017	SMITH, BETTY	JNL PERSPECTIVE L	37,283.37	43.50	0.00	43.50	90.0	39.15
08/31/2017	NONDORF, DENNIS	JNL PERSPECTIVE L	10,010.45	8.34	0.00	8.34	90.0	7.51
08/31/2017	WILLIAMS, WARNER	JNL PERSPECTIVE L	33,937.81	28.28	0.00	28.28	90.0	25.45
08/31/2017	ZUPFER, CHARLES	JNL PERSPECTIVE L	31,559.87	26.30	0.00	26.30	90.0	23.67
08/31/2017	HUIZINGA, SHIRLEY	JNL PERSPECTIVE L	33,200.69	27.67	0.00	27.67	90.0	24.90
08/31/2017	SPERER, MARION	JNL PERSPECTIVE L	24,422.31	20.35	0.00	20.35	90.0	18.32
08/31/2017	VERBETEN, KAREN	JNL PERSPECTIVE L	9,330.04	10.89	0.00	10.89	90.0	9.80
08/31/2017	BOLAND, TERRENCE	JNL PERSPECTIVE L	24,195.35	28.23	0.00	28.23	90.0	25.41
08/31/2017	HARTGERINK, EDWARD	JNL PERSPECTIVE L	28,503.47	30.88	0.00	30.88	90.0	27.79
08/31/2017	HARTGERINK, EDWARD	JNL PERSPECTIVE L	26,476.33	28.68	0.00	28.68	90.0	25.81
08/31/2017	HARTGERINK, EDWARD	JNL PERSPECTIVE L	28,612.79	23.84	0.00	23.84	90.0	21.46
08/31/2017	BODVEN, BRUCE	JNL PERSPECTIVE L	56,672.29	66.12	0.00	66.12	90.0	59.51
08/31/2017	PAULICK, BERNARD	JNL PERSPECTIVE L	145,499.10	121.25	0.00	121.25	90.0	109.13
08/31/2017	SORENSEN SR, ROBERT	JNL PERSPECTIVE L	142,192.70	118.49	0.00	118.49	90.0	106.64
08/31/2017	RACK, JOAN	JNL PERSPECTIVE L	146,412.70	158.61	0.00	158.61	90.0	142.75
08/31/2017	HUIZINGA, SHIRLEY	JNL PERSPECTIVE L	107,608.12	89.67	0.00	89.67	90.0	80.70
08/31/2017	INGHAM, LYNNE	JNL PERSPECTIVE L	70,590.68	58.83	0.00	58.83	90.0	52.95
08/31/2017	SORENSEN SR, ROBERT	JNL PERSPECTIVE L	174,034.32	145.03	0.00	145.03	90.0	130.53
08/31/2017	CRAWFORD, TIMOTHY	JNL PERSPECTIVE L	210,476.67	175.40	0.00	175.40	90.0	157.86
08/31/2017	WELLMAN, JAMES	JNL PERSPECTIVE L	58,540.72	68.30	0.00	68.30	90.0	61.47
08/31/2017	CRAWFORD, JEANNE	JNL PERSPECTIVE L	103,155.67	120.35	0.00	120.35	90.0	108.32
08/31/2017	THOMPSON, CAROL	JNL PERSPECTIVE L	79,810.11	66.51	0.00	66.51	90.0	59.86
08/31/2017	SHELDON, SUSAN	JNL PERSPECTIVE L	49,911.51	41.59	0.00	41.59	90.0	37.43
08/31/2017	SHELDON, MARK	JNL PERSPECTIVE L	97,066.33	113.24	0.00	113.24	90.0	101.92
08/31/2017	FIEHWEG-CARTWRIGHT, LISA	JNL PERSPECTIVE L	379,272.26	316.06	0.00	316.06	90.0	284.45
08/31/2017	PERONE, PASQUALE	JNL PERSPECTIVE L	645,619.00	753.22	0.00	753.22	90.0	677.90
08/31/2017	PECKMAN, ROGER	JNL PERSPECTIVE L	140,608.53	164.04	0.00	164.04	90.0	147.64
08/31/2017	RUFFOLO, BENNY	JNL PERSPECTIVE L	107,025.84	124.86	0.00	124.86	90.0	112.37

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
08/31/2017	ZUPEK, DAVID	JNL PERSPECTIVE L	229,711.28	268.00	0.00	268.00	90.0	241.20
08/31/2017	FALBO, DIANE	JNL PERSPECTIVE L	681,358.87	794.92	0.00	794.92	90.0	715.43
08/31/2017	GAFKA, PHILIP	JNL PERSPECTIVE L	197,221.57	230.09	0.00	230.09	90.0	207.08
08/31/2017	GAFKA, PHILIP	JNL PERSPECTIVE L	369,102.88	430.62	0.00	430.62	90.0	387.56
08/31/2017	HARRIS, BILLY	JNL PERSPECTIVE L	286,168.15	333.86	0.00	333.86	90.0	300.47
08/31/2017	HEBERLING, DONALD	JNL PERSPECTIVE L	20,675.26	17.23	0.00	17.23	90.0	15.51
08/31/2017	WAYO, DARLENE	JNL PERSPECTIVE L	70,112.20	58.43	0.00	58.43	90.0	52.59
08/31/2017	HOSS, GAIL	JNL PERSPECTIVE L	77,016.00	89.85	0.00	89.85	90.0	80.87
08/31/2017	MUELLER, ROMAYNE	JNL PERSPECTIVE L	57,086.02	47.57	0.00	47.57	90.0	42.81
08/31/2017	PETERSEN, THOMAS	JNL PERSPECTIVE L	105,858.13	88.22	0.00	88.22	90.0	79.40
08/31/2017	STARK, GLORIA	JNL PERSPECTIVE L	61,904.83	51.59	0.00	51.59	90.0	46.43
08/31/2017	SMITHANA, MARGARET	JNL PERSPECTIVE L	248,710.40	207.26	0.00	207.26	90.0	186.53
08/31/2017	GIBSON, ROBERT	JNL PERSPECTIVE L	317,060.20	264.22	0.00	264.22	90.0	237.80
08/31/2017	MCFADDEN, JAMES	JNL PERSPECTIVE L	31,299.24	26.08	0.00	26.08	90.0	23.47
08/31/2017	KELLOGG, MICHAEL	JNL PERSPECTIVE L	226,822.81	189.02	0.00	189.02	90.0	170.12
08/31/2017	BIRKHOLZ, GAY	JNL PERSPECTIVE L	113,173.96	94.31	0.00	94.31	90.0	84.88
08/31/2017	HORNACEK, JOSEPH	JNL PERSPECTIVE L	402,766.08	469.89	0.00	469.89	90.0	422.90
08/31/2017	HALL, MICHAEL	JNL PERSPECTIVE L	132,751.36	110.63	0.00	110.63	90.0	99.57
08/31/2017	BARRETT, PERRY	JNL PERSPECTIVE L	152,777.62	127.31	0.00	127.31	90.0	114.58
08/31/2017	ZUPFER, JO	JNL PERSPECTIVE L	92,931.77	77.44	0.00	77.44	90.0	69.70
08/31/2017	BECKER, JOHN	JNL PERSPECTIVE L	124,086.18	103.41	0.00	103.41	90.0	93.07
08/31/2017	BECKER, JOHN	JNL PERSPECTIVE L	153,637.07	128.03	0.00	128.03	90.0	115.23
08/31/2017	HALL, MICHAEL	JNL PERSPECTIVE L	134,002.78	111.67	0.00	111.67	90.0	100.50
08/31/2017	BAHR, JEFFREY	JNL PERSPECTIVE L	123,990.66	103.33	0.00	103.33	90.0	93.00
08/31/2017	STEPHENS, CAROL	JNL PERSPECTIVE L	366,865.62	305.72	0.00	305.72	90.0	275.15
08/31/2017	GLENNAN, DONALD	JNL PERSPECTIVE L	350,979.25	292.48	0.00	292.48	90.0	263.23
08/05/2017	RACK, JOAN	TRANSAMERICA LIBERTY	164,954.50	137.46	0.00	137.46	90.0	123.71
08/12/2017	BERNHARDT, ROBERT	TRANSAMERICA LIBERTY	159,691.98	133.08	0.00	133.08	90.0	119.77
08/13/2017	SOENS, JAMES	TRANSAMERICA LIBERTY	108,803.17	90.67	0.00	90.67	90.0	81.60
08/13/2017	HARTGERINK, EDWARD	TRANSAMERICA LIBERTY	318,700.54	265.58	0.00	265.58	90.0	239.02
08/15/2017	FRAID, JEROME	TRANSAMERICA LIBERTY	80,256.39	66.88	0.00	66.88	90.0	60.19
08/17/2017	MANDLI, JODI	TRANSAMERICA LIBERTY	34,477.36	28.73	0.00	28.73	90.0	25.86
08/21/2017	LUDWIG, DEBORA	TRANSAMERICA LIBERTY	33,292.87	27.74	0.00	27.74	90.0	24.97

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
08/23/2017	STARK, GLORIA	TRANSAMERICA LIBERTY	39,075.60	32.56	0.00	32.56	90.0	29.30
08/23/2017	DENNE, THOMAS	TRANSAMERICA LIBERTY	39,809.59	33.17	0.00	33.17	90.0	29.85
08/23/2017	ZUPEK TRUST	TRANSAMERICA LIBERTY	1,042.10	0.87	0.00	0.87	90.0	0.78
08/23/2017	ZUPEK TRUST	TRANSAMERICA LIBERTY	1,190.02	0.99	0.00	0.99	90.0	0.89
08/24/2017	HAMILTON, RONALD	TRANSAMERICA LIBERTY	182,003.16	151.67	0.00	151.67	90.0	136.50
08/24/2017	KASDORF, LINDA	TRANSAMERICA LIBERTY	64,778.83	53.98	0.00	53.98	90.0	48.58
08/26/2017	WAYO, DARLENE	TRANSAMERICA LIBERTY	155,480.75	129.57	0.00	129.57	90.0	116.61
08/27/2017	KIELPINSKI, ANTHONY	TRANSAMERICA LIBERTY	182,049.73	151.71	0.00	151.71	90.0	136.54
* VARIABLE ANNUITIES SUBTOTAL *			\$12,272,008.76	\$11,281.33	\$0.00	\$11,281.33		\$10,153.24
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
08/09/2017	AULER, WILLIAM	BLUEROCK TOTAL INC & REAL ESTATE FU	0.00	28.02	0.00	28.02	90.0	25.22
08/15/2017	SIMMONS, JERRY	JP MORGAN INVESTOR GROWTH & INCOME	0.00	5.74	0.00	5.74	90.0	5.17
* MUTUAL FUND 12B1 TRAILS SUBTOTAL *			\$0.00	\$33.76	\$0.00	\$33.76		\$30.39
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
08/31/2017	MILES, FRANK	DELAWARE LIFE TRAILS	0.00	148.95	0.00	148.95	90.0	134.06
09/06/2017	RACK, JOAN	ING LANDMARK	0.00	650.13	0.00	650.13	90.0	585.12
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *			\$0.00	\$799.08	\$0.00	\$799.08		\$719.18
*** BROKER TRANSACTIONS TOTAL ***			\$12,322,233.76	\$15,619.68	\$0.00	\$15,619.68		\$14,057.76
<u>OVERRIDE TRANSACTIONS</u>								
<u>BROKER: R121-RICHARD RODRIGUEZ #88</u>								
08/31/2017	CAPSTRAW, RONALD	JNL PERSPECTIVE L	392,086.14	326.74	0.00	326.74	0.0	294.07
08/31/2017	CAPSTRAW, RONALD &	JNL PERSPECTIVE L	230,101.61	191.76	0.00	191.76	0.0	172.58
08/31/2017	ROSE, PETER	JNL PERSPECTIVE L	33,214.70	27.68	0.00	27.68	0.0	24.91
* R121-RICHARD RODRIGUEZ SUBTOTAL *			\$655,402.45	\$546.18	\$0.00	\$546.18		\$491.56
<u>BROKER: R122-RICHARD/MARK RODRIGUEZ/HUBER #90</u>								
09/05/2017	ARCIUCH, ARTUR	MFS EMERGING MARKETS EQUITY A	237.70	4.16	0.00	4.16	0.0	3.74
09/05/2017	ARCIUCH, ARTUR	MFS EMERGING MARKETS EQUITY A	1,100.00	19.25	0.00	19.25	0.0	17.33
* R122-RICHARD/MARK RODRIGUEZ/HUBER SUBTOTAL *			\$1,337.70	\$23.41	\$0.00	\$23.41		\$21.07

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<u> OVERRIDE TRANSACTIONS </u>								
<u>BROKER: MICHAEL VENTURINI #127</u>								
08/31/2017	CAMPOLO, JON	JNL PERSPECTIVE L	20,749.91	17.29	0.00	17.29	0.0	15.56
08/31/2017	CAMPOLO, JUDITH	JNL PERSPECTIVE L	16,673.71	13.90	0.00	13.90	0.0	12.51
* MICHAEL VENTURINI SUBTOTAL *			\$37,423.62	\$31.19	\$0.00	\$31.19		\$28.07
<u>BROKER: R133-RICH/MARK/DAVE RODRIGUEZ/HUBER #269</u>								
09/05/2017	WEBER, SANDRA	AM FUNDS 2020 TARGET DATE-A	25.00	0.50	0.00	0.50	0.0	0.45
09/05/2017	HEFT, SAMANTHA	AM FUNDS 2035 TARGET DATE-A	50.00	1.00	0.00	1.00	0.0	0.90
* R133-RICH/MARK/DAVE RODRIGUEZ/HUBER SUBTOTAL *			\$75.00	\$1.50	\$0.00	\$1.50		\$1.35
<u>BROKER: MARK HUBER #395</u>								
08/23/2017	KOBER, GARY	JNL PERSPECTIVE II 04/14	107,912.00	2,158.24	0.00	2,158.24	0.0	1,942.42
* MARK HUBER SUBTOTAL *			\$107,912.00	\$2,158.24	\$0.00	\$2,158.24		\$1,942.42
*** OVERRIDE TRANSACTIONS TOTAL ***			\$802,150.77	\$2,760.52	\$0.00	\$2,760.52		\$2,484.47

ADJUSTMENTS

09/15/2017	*E & O INSURANCE: CURRENT MONTH INS	0.00						-300.00
09/15/2017	*E & O INSURANCE: CURRENT MONTH INS	0.00						-300.00
09/15/2017	*E & O INSURANCE: CURRENT MONTH INS	0.00						-300.00
09/15/2017	*MARKETING LIBRARY: MARKETING LIBRA	0.00						-20.00
09/15/2017	*PERSHING: BOOKS & RECORDS	0.00						-1.98
09/15/2017	*TECH: ADMIN - L JOCIUS	0.00						-100.00
09/15/2017	*TECH: ADMIN - RON HAMILTON	0.00						-100.00
09/15/2017	*TECH: ADMIN: JOHN ZUPEK	0.00						-100.00
09/15/2017	*TECHNOLOGY: ADMIN - AMANDA MOON	0.00						-100.00
09/15/2017	*TECHNOLOGY: ALBRIDGE FULL	0.00						-100.00
09/15/2017	*TECHNOLOGY: CURRENT MONTH TECH	0.00						-275.00
09/15/2017	*TECHNOLOGY: CURRENT MONTH TECH-MAR	0.00						-275.00
09/15/2017	*TECHNOLOGY: CURRENT MONTH TECH-RIC	0.00						-275.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$-2,246.98

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BROKER COMMISSION TOTALS

Broker Transactions	\$14,057.76
Split Transactions	\$0.00
Override Transactions	\$2,484.47
Adjustments	\$-2,246.98
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$14,295.25
Year-to-date Gross	\$161,852.32
Year-to-date Earnings	\$244,348.75