

**COMMISSION STATEMENT****October 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>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
/ /	DAVIS, GARY	OPPENHEIMER AMT MUNICIPALS A	0.00	19.26	0.00	19.26	90.0	17.33
/ /	HELMBERGER, GENEVIEVE	OPPENHEIMER AMT MUNICIPALS A	0.00	67.03	0.00	67.03	90.0	60.33
/ /	TEUBNER, KATHERINE	OPPENHEIMER AMT MUNICIPALS A	0.00	24.58	0.00	24.58	90.0	22.12
/ /	CROWLEY, HELEN	OPPENHEIMER AMT MUNICIPALS C	0.00	27.17	0.00	27.17	90.0	24.45
/ /	SOLLOWAY, SHARON	OPPENHEIMER AMT MUNICIPALS C	0.00	28.27	0.00	28.27	90.0	25.44
/ /	ANDERSON II, ROBERT	OPPENHEIMER AMT MUNICIPALS C	0.00	245.99	0.00	245.99	90.0	221.39
/ /	AKPABIO, UWEM	OPPENHEIMER AMT MUNICIPALS C	0.00	54.23	0.00	54.23	90.0	48.81
/ /	VAN DRUNEN, CATHERINE	OPPENHEIMER AMT MUNICIPALS C	0.00	21.85	0.00	21.85	90.0	19.67
/ /	RIEBE, ALAN	OPPENHEIMER AMT MUNICIPALS C	0.00	259.15	0.00	259.15	90.0	233.24
/ /	COLE, RANDY	OPPENHEIMER CAPITAL APPRECIATION A	0.00	6.55	0.00	6.55	90.0	5.90
/ /	ARCHER, DEBORAH	OPPENHEIMER CORE BOND FUND C	0.00	100.97	0.00	100.97	90.0	90.87
/ /	HURLEY, JOHN	OPPENHEIMER EQUITY INCOME A	0.00	2.20	0.00	2.20	90.0	1.98
/ /	BONE, SAGE	OPPENHEIMER EQUITY INCOME C	0.00	30.07	0.00	30.07	90.0	27.06
/ /	AKPABIO, UWEM	OPPENHEIMER EQUITY INCOME C	0.00	27.52	0.00	27.52	90.0	24.77
/ /	FREISTROFFER, HENRY	OPPENHEIMER EQUITY INCOME C	0.00	18.19	0.00	18.19	90.0	16.37
/ /	DEWITT, PAMELA	OPPENHEIMER GLOBAL ALLOCATION A	0.00	1.21	0.00	1.21	90.0	1.09
/ /	COLE, RANDY	OPPENHEIMER GLOBAL OPPORTUNITIES A	0.00	18.06	0.00	18.06	90.0	16.25
/ /	MILLER, WILLIAM	OPPENHEIMER GLOBAL OPPORTUNITIES A	0.00	0.55	0.00	0.55	90.0	0.50
/ /	MILLER, NOAH	OPPENHEIMER GLOBAL OPPORTUNITIES A	0.00	1.54	0.00	1.54	90.0	1.39
/ /	HORNBERGER, DEBORAH	OPPENHEIMER GLOBAL OPPORTUNITIES A	0.00	7.51	0.00	7.51	90.0	6.76
/ /	LANGELIER, STEPHANE	OPPENHEIMER GLOBAL OPPORTUNITIES A	0.00	0.48	0.00	0.48	90.0	0.43
/ /	KERN, FORD	OPPENHEIMER GLOBAL OPPORTUNITIES A	0.00	0.43	0.00	0.43	90.0	0.39
/ /	KERN, RYDER	OPPENHEIMER GLOBAL OPPORTUNITIES A	0.00	0.43	0.00	0.43	90.0	0.39
/ /	KERN, WESTON	OPPENHEIMER GLOBAL OPPORTUNITIES A	0.00	0.43	0.00	0.43	90.0	0.39
/ /	KERN, ADELINE	OPPENHEIMER GLOBAL OPPORTUNITIES A	0.00	0.22	0.00	0.22	90.0	0.20
/ /	KERN, BRADEY	OPPENHEIMER GLOBAL OPPORTUNITIES A	0.00	0.22	0.00	0.22	90.0	0.20

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
/ /	FREISTROFFER, MERIDITH	OPPENHEIMER GLOBAL OPPORTUNITIES A	0.00	1.97	0.00	1.97	90.0	1.77
/ /	HURLEY, JOHN	OPPENHEIMER GLOBAL OPPORTUNITIES A	0.00	1.81	0.00	1.81	90.0	1.63
/ /	JOHNSON, MARGAUX	OPPENHEIMER GLOBAL OPPORTUNITIES A	0.00	1.17	0.00	1.17	90.0	1.05
/ /	RIEBE, ALAN	OPPENHEIMER GLOBAL OPPORTUNITIES A	0.00	0.31	0.00	0.31	90.0	0.28
/ /	FREISTROFFER, HENRY	OPPENHEIMER GLOBAL OPPORTUNITIES C	0.00	4.19	0.00	4.19	90.0	3.77
/ /	AKPABIO, UWEM	OPPENHEIMER GLOBAL OPPORTUNITIES C	0.00	8.68	0.00	8.68	90.0	7.81
/ /	OBERLIN, DOUGLAS	OPPENHEIMER GLOBAL OPPORTUNITIES C	0.00	4.34	0.00	4.34	90.0	3.91
/ /	OBERLIN, DOUGLAS	OPPENHEIMER GLOBAL OPPORTUNITIES C	0.00	1.74	0.00	1.74	90.0	1.57
/ /	ARCHER, GARY	OPPENHEIMER GLOBAL STRATEGIC INC C	0.00	56.32	0.00	56.32	90.0	50.69
/ /	KERN, FORD	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	0.42	0.00	0.42	90.0	0.38
/ /	KERN, RYDER	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	0.42	0.00	0.42	90.0	0.38
/ /	KERN, WESTON	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	0.42	0.00	0.42	90.0	0.38
/ /	KERN, ADELINE	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	0.21	0.00	0.21	90.0	0.19
/ /	KERN, BRADEY	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	0.21	0.00	0.21	90.0	0.19
/ /	AKPABIO, UWEM	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	8.45	0.00	8.45	90.0	7.61
/ /	FREISTROFFER, HOLDEN	OPPENHEIMER INTL GROWTH A	0.00	1.30	0.00	1.30	90.0	1.17
/ /	ANDERSON II, ROBERT	OPPENHEIMER PCHSTER INT TERM MUNI F	0.00	50.52	0.00	50.52	90.0	45.47
/ /	AKPABIO, UWEM	OPPENHEIMER PTF SERIES EQUITY INVES	0.00	29.44	0.00	29.44	90.0	26.50
/ /	AKPABIO, UWEM	OPPENHEIMER REAL ESTATE C	0.00	9.30	0.00	9.30	90.0	8.37
/ /	AKPABIO, UWEM	OPPENHEIMER RISING DIVIDENDS C	0.00	29.61	0.00	29.61	90.0	26.65
/ /	HELMBERGER, GENEVIEVE	OPPENHEIMER ROCHESTER INTERMEDIATE	0.00	18.64	0.00	18.64	90.0	16.78
/ /	FREISTROFFER, HENRY	OPPENHEIMER SMALL MID CAP VALUE A	0.00	1.89	0.00	1.89	90.0	1.70
/ /	DAVIS, PATRICIA	PROFUNDS BASIC MATERIALS SVC	0.00	0.21	0.00	0.21	90.0	0.19
/ /	COPELAND, DANIEL	PROFUNDS BASIC MATERIALS SVC	0.00	0.04	0.00	0.04	90.0	0.04
/ /	DAVIS, PATRICIA	PROFUNDS BASIC MATERIALS SVC	0.00	0.63	0.00	0.63	90.0	0.57
/ /	COPELAND, DANIEL	PROFUNDS BASIC MATERIALS SVC	0.00	0.12	0.00	0.12	90.0	0.11
/ /	DAVIS, PATRICIA	PROFUNDS OIL & GAS SVC	0.00	0.10	0.00	0.10	90.0	0.09
/ /	COPELAND, DANIEL	PROFUNDS OIL & GAS SVC	0.00	0.02	0.00	0.02	90.0	0.02
/ /	DAVIS, PATRICIA	PROFUNDS OIL & GAS SVC	0.00	0.31	0.00	0.31	90.0	0.28
/ /	COPELAND, DANIEL	PROFUNDS OIL & GAS SVC	0.00	0.06	0.00	0.06	90.0	0.05
/ /	DAVIS, PATRICIA	PROFUNDS OIL EQUIP SVCS & DIST SVC	0.00	0.10	0.00	0.10	90.0	0.09
/ /	COPELAND, DANIEL	PROFUNDS OIL EQUIP SVCS & DIST SVC	0.00	0.02	0.00	0.02	90.0	0.02
/ /	DAVIS, PATRICIA	PROFUNDS OIL EQUIP SVCS & DIST SVC	0.00	0.31	0.00	0.31	90.0	0.28

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
/ /	COPELAND, DANIEL	PROFUNDS OIL EQUIP SVCS & DIST SVC	0.00	0.06	0.00	0.06	90.0	0.05
/ /	DAVIS, PATRICIA	PROFUNDS PRECIOUS METALS SVC	0.00	0.59	0.00	0.59	90.0	0.53
/ /	COPELAND, DANIEL	PROFUNDS PRECIOUS METALS SVC	0.00	0.12	0.00	0.12	90.0	0.11
/ /	DAVIS, PATRICIA	PROFUNDS PRECIOUS METALS SVC	0.00	1.78	0.00	1.78	90.0	1.60
/ /	COPELAND, DANIEL	PROFUNDS PRECIOUS METALS SVC	0.00	0.35	0.00	0.35	90.0	0.32
* MUTUAL FUNDS SUBTOTAL *			\$0.00	\$1,200.29	\$0.00	\$1,200.29		\$1,080.32
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
09/29/2017	KNUTSON, SUSAN	ALLIANZ VISION	148,260.96	370.65	0.00	370.65	90.0	333.59
09/29/2017	GAGNON, DONALD	ALLIANZ VISION	406,904.79	1,017.26	0.00	1,017.26	90.0	915.53
09/29/2017	THEXTON, BARBARA	ALLIANZ VISION	88,162.63	220.41	0.00	220.41	90.0	198.37
09/29/2017	WILKENING, DAVID	ALLIANZ VISION	75,375.61	188.44	0.00	188.44	90.0	169.60
09/29/2017	SIMS, STEPHEN	ALLIANZ VISION	535,960.14	1,339.90	0.00	1,339.90	90.0	1,205.91
09/29/2017	REBMAN, VICTOR	ALLIANZ VISION	123,754.75	309.39	0.00	309.39	90.0	278.45
09/29/2017	STANFORD, JEFF	ALLIANZ VISION	53,398.35	133.50	0.00	133.50	90.0	120.15
09/29/2017	SOLLOWAY, SHARON	ALLIANZ VISION	141,276.74	353.19	0.00	353.19	90.0	317.87
09/25/2017	KERN, DAVID	AMERITAS LOWLOAD VUL	9,907.51	0.82	0.00	0.82	90.0	0.74
09/27/2017	KERN, BENJAMIN	AMERITAS LOWLOAD VUL	16,953.89	1.41	0.00	1.41	90.0	1.27
10/02/2017	KERN, BRIAN	AMERITAS LOWLOAD VUL	827.23	0.07	0.00	0.07	90.0	0.06
10/04/2017	SCHENKEL, JOHN	AMERITAS LOWLOAD VUL	1,997.29	0.17	0.00	0.17	90.0	0.15
09/30/2017	KERN, DAVID	JNL ELITE ACCESS	17,618.96	3.67	0.00	3.67	90.0	3.30
09/30/2017	KERN, DAVID	JNL ELITE ACCESS	27,942.31	23.29	0.00	23.29	90.0	20.96
09/30/2017	KERN, BENJAMIN	JNL ELITE ACCESS	28,751.92	5.99	0.00	5.99	90.0	5.39
09/30/2017	KERN, BENJAMIN	JNL ELITE ACCESS	121,838.14	101.53	0.00	101.53	90.0	91.38
09/30/2017	LINDQUIST FAMILY TRUST, MICAH	JNL ELITE ACCESS	164,845.97	137.37	0.00	137.37	90.0	123.63
09/30/2017	BUTCHER, JACK	JNL ELITE ACCESS	801,412.16	667.84	0.00	667.84	90.0	601.06
09/30/2017	KERN, BRIAN	JNL ELITE ACCESS	45,822.00	38.18	0.00	38.18	90.0	34.36
09/30/2017	RIEBE, PATRICIA	JNL ELITE ACCESS	168,446.61	140.37	0.00	140.37	90.0	126.33
09/30/2017	SVOBODA, JOYCE	JNL ELITE ACCESS	36,080.74	30.07	0.00	30.07	90.0	27.06
09/30/2017	MILLER, LAVERN	JNL ELITE ACCESS	27,667.43	23.06	0.00	23.06	90.0	20.75
09/30/2017	MILLER, JEAN	JNL ELITE ACCESS	12,063.87	10.05	0.00	10.05	90.0	9.05
09/30/2017	BRIEGEL, WILLIAM	JNL ELITE ACCESS	16,900.44	14.08	0.00	14.08	90.0	12.67
09/30/2017	JOHNSON, JULIE	JNL ELITE ACCESS	16,053.42	13.38	0.00	13.38	90.0	12.04
09/30/2017	FORTNEY, ELIZABETH	JNL ELITE ACCESS	29,353.81	24.46	0.00	24.46	90.0	22.01

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
09/30/2017	JOHNSON, MARGAUX	JNL ELITE ACCESS	6,261.96	5.22	0.00	5.22	90.0	4.70
09/30/2017	SMITH, STEPHANIE	JNL ELITE ACCESS	19,766.00	16.47	0.00	16.47	90.0	14.82
09/30/2017	FREISTROFFER, HENRY	JNL ELITE ACCESS	7,474.00	6.23	0.00	6.23	90.0	5.61
09/30/2017	COLLENTINE, CARYL	JNL ELITE ACCESS	4,628.68	3.86	0.00	3.86	90.0	3.47
09/30/2017	COLLENTINE, SEAN	JNL ELITE ACCESS	4,639.57	3.87	0.00	3.87	90.0	3.48
09/30/2017	ROY, SHARI	JNL ELITE ACCESS	44,332.85	36.94	0.00	36.94	90.0	33.25
09/30/2017	KERN, LEESA	JNL ELITE ACCESS	39,470.20	32.89	0.00	32.89	90.0	29.60
09/30/2017	CONNER, ANDREW	JNL ELITE ACCESS	7,642.24	6.37	0.00	6.37	90.0	5.73
09/30/2017	CONNER, ANDREW	JNL ELITE ACCESS	9,309.73	7.76	0.00	7.76	90.0	6.98
09/30/2017	HURLEY, JOHN	JNL ELITE ACCESS	17,428.99	14.52	0.00	14.52	90.0	13.07
09/30/2017	DELLINGER, EMMA	JNL ELITE ACCESS	149,513.52	124.59	0.00	124.59	90.0	112.13
09/30/2017	OBERLIN, DOUGLAS	JNL ELITE ACCESS	23,408.45	19.51	0.00	19.51	90.0	17.56
09/30/2017	SIMS, SUSAN	JNL ELITE ACCESS	4,551.14	3.79	0.00	3.79	90.0	3.41
09/30/2017	BLESSING, THOMAS	JNL ELITE ACCESS	69,092.92	57.58	0.00	57.58	90.0	51.82
09/30/2017	AKPABIO, UWEM	JNL ELITE ACCESS	92,313.62	76.93	0.00	76.93	90.0	69.24
09/30/2017	REBMAN, MONA	JNL ELITE ACCESS	6,073.74	5.06	0.00	5.06	90.0	4.55
09/30/2017	FREISTROFFER, HENRY	JNL ELITE ACCESS	7,223.99	6.02	0.00	6.02	90.0	5.42
09/30/2017	ROGERS, JOHN	JNL ELITE ACCESS	11,874.89	9.90	0.00	9.90	90.0	8.91
09/30/2017	ROGERS, ADRIENNE	JNL ELITE ACCESS	11,874.89	9.90	0.00	9.90	90.0	8.91
09/30/2017	ROGERS, ADRIENNE	JNL ELITE ACCESS	168,445.94	140.37	0.00	140.37	90.0	126.33
09/30/2017	WHITELEATHER, TRACY	JNL ELITE ACCESS	111,535.43	92.95	0.00	92.95	90.0	83.66
09/30/2017	WHITELEATHER, KEVIN	JNL ELITE ACCESS	14,049.21	11.71	0.00	11.71	90.0	10.54
09/30/2017	KELTY, SANDRA	JNL ELITE ACCESS	22,090.18	18.41	0.00	18.41	90.0	16.57
09/30/2017	RIEBE, PATRICIA	JNL ELITE ACCESS	6,639.32	5.53	0.00	5.53	90.0	4.98
09/30/2017	KELTY, SUSAN	JNL ELITE ACCESS	403,907.83	336.59	0.00	336.59	90.0	302.93
10/02/2017	FORTNEY, ELIZABETH	JNL ELITE ACCESS	400.00	5.00	0.00	5.00	90.0	4.50
09/30/2017	KERN, DAVID	JNL ELITE ACCESS W/ LIQUIDITY	38,190.34	31.83	0.00	31.83	90.0	28.65
09/30/2017	WOODHAMS, JACK	JNL ELITE ACCESS W/ LIQUIDITY	39,731.53	33.11	0.00	33.11	90.0	29.80
09/30/2017	JOHNSON, THEODORE	JNL ELITE ACCESS W/ LIQUIDITY	6,180.78	5.15	0.00	5.15	90.0	4.64
09/30/2017	ROY, RICHARD	JNL ELITE ACCESS W/ LIQUIDITY	25,323.83	21.10	0.00	21.10	90.0	18.99
09/30/2017	PAYNE, MARTHA	JNL ELITE ACCESS W/ LIQUIDITY	10,039.62	8.37	0.00	8.37	90.0	7.53
09/30/2017	COLE, NANCY	JNL ELITE ACCESS W/ LIQUIDITY	47,458.93	39.55	0.00	39.55	90.0	35.60
09/30/2017	DETER, MARY	JNL ELITE ACCESS W/ LIQUIDITY	2,465.54	2.05	0.00	2.05	90.0	1.85

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
09/30/2017	HESTER, LEEANNE	JNL ELITE ACCESS W/ LIQUIDITY	55,116.05	45.93	0.00	45.93	90.0	41.34
09/30/2017	THEXTON, BARBARA	JNL ELITE ACCESS W/ LIQUIDITY	12,744.67	10.62	0.00	10.62	90.0	9.56
09/30/2017	WEIS, KIMBERLY	JNL ELITE ACCESS W/ LIQUIDITY	87,930.14	73.28	0.00	73.28	90.0	65.95
09/30/2017	HURLEY, JOHN	JNL ELITE ACCESS W/ LIQUIDITY	87,930.13	73.28	0.00	73.28	90.0	65.95
09/30/2017	FREISTROFFER, HENRY	JNL INVESTOR VUL	8,454.74	3.17	0.00	3.17	90.0	2.85
09/30/2017	FREISTROFFER, MERIDITH	JNL INVESTOR VUL	6,791.08	2.55	0.00	2.55	90.0	2.30
09/30/2017	DAVIS, GARY	JNL PERSPECTIVE L	221,060.88	184.22	0.00	184.22	90.0	165.80
09/30/2017	KELTY, RICHARD	JNL PERSPECTIVE L	695,100.19	579.25	0.00	579.25	90.0	521.33
09/30/2017	GETTS, JUDITH	JNL PERSPECTIVE L	93,243.91	77.70	0.00	77.70	90.0	69.93
09/30/2017	SOLLOWAY, WILLIAM	JNL PERSPECTIVE L	127,313.81	106.09	0.00	106.09	90.0	95.48
09/30/2017	BUTCHER, JACK	JNL PERSPECTIVE L	363,896.08	303.25	0.00	303.25	90.0	272.93
09/30/2017	DETER, MARY	JNL PERSPECTIVE L	50,574.62	42.15	0.00	42.15	90.0	37.94
09/30/2017	CROWLEY, HELEN	JNL PERSPECTIVE L	42,882.85	35.74	0.00	35.74	90.0	32.17
09/30/2017	FREISTROFFER, HENRY	JNL PERSPECTIVE L	201,720.46	168.10	0.00	168.10	90.0	151.29
09/30/2017	HIPPENSTEEL, PAMELA	JNL PERSPECTIVE L	72,075.60	60.06	0.00	60.06	90.0	54.05
09/30/2017	BOHNKE, LON	JNL PERSPECTIVE L	61,246.13	51.04	0.00	51.04	90.0	45.94
09/30/2017	ROGERS, ADRIENNE	JNL PERSPECTIVE L	51,401.03	42.83	0.00	42.83	90.0	38.55
09/30/2017	ROGERS, JOHN	JNL PERSPECTIVE L	51,048.87	42.54	0.00	42.54	90.0	38.29
09/30/2017	BUTCHER, JACK	JOHN HANCOCK VISION	164,886.54	158.02	0.00	158.02	90.0	142.22
09/30/2017	WEST, JOLAN	JOHN HANCOCK VISION	124,251.14	119.07	0.00	119.07	90.0	107.16
09/30/2017	PAYNE, MARTHA	NATIONWIDE MARKETFLEX BB	15,149.72	37.87	0.00	37.87	90.0	34.08
/ /	MARATHON LABELS 401K	NWL FLEX ADVANTAGE	299,175.06	61.47	0.00	61.47	90.0	55.32
/ /	NEW HAVEN PRINT &	NWL FLEX ADVANTAGE	854,088.46	210.60	0.00	210.60	90.0	189.54
/ /	MARATHON LABELS 401K	NWL POOLED FXD	51,815.56	10.65	0.00	10.65	90.0	9.59
/ /	NEW HAVEN PRINT &	NWL POOLED FXD	3,126.69	0.77	0.00	0.77	90.0	0.69
09/30/2017	SIMS, SUSAN	PRU AS APEX II	68,945.74	129.27	0.00	129.27	90.0	116.34
09/30/2017	SIMS, SUSAN	PRU AS APEX II	68,945.74	43.09	0.00	43.09	90.0	38.78
09/30/2017	ARCHER, GARY	PRU AS APEX II	167,296.54	313.68	0.00	313.68	90.0	282.31
09/30/2017	ARCHER, GARY	PRU AS APEX II	167,296.54	104.56	0.00	104.56	90.0	94.10
09/30/2017	RIEBE, ALAN	PRU AS APEX II	122,429.88	229.56	0.00	229.56	90.0	206.60
09/30/2017	RIEBE, ALAN	PRU AS APEX II	122,429.88	76.52	0.00	76.52	90.0	68.87
09/30/2017	BROWN, KENNETH	PRU AS APEX II	109,535.78	205.38	0.00	205.38	90.0	184.84
09/30/2017	BROWN, KENNETH	PRU AS APEX II	109,535.78	68.46	0.00	68.46	90.0	61.61

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DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
09/30/2017	HEY, BYARD	PRU AS APEX II	87,371.69	163.82	0.00	163.82	90.0	147.44
09/30/2017	HEY, BYARD	PRU AS APEX II	87,371.69	54.61	0.00	54.61	90.0	49.15
09/30/2017	WEST, STEVEN	PRU AS APEX II	260,928.42	489.24	0.00	489.24	90.0	440.32
09/30/2017	WEST, STEVEN	PRU AS APEX II	260,928.42	163.08	0.00	163.08	90.0	146.77
09/30/2017	POORMAN, MAX	PRU AS LIFEVEST II	41,828.04	26.14	0.00	26.14	90.0	23.53
09/30/2017	POORMAN, MAX	PRU AS LIFEVEST II	41,828.04	78.43	0.00	78.43	90.0	70.59
09/30/2017	ZONAKIS, DELORES	PRU AS LIFEVEST II	45,524.40	28.45	0.00	28.45	90.0	25.61
09/30/2017	ZONAKIS, DELORES	PRU AS LIFEVEST II	45,524.40	85.36	0.00	85.36	90.0	76.82
09/30/2017	ZONAKIS, DELORES	PRU AS LIFEVEST II	31,380.53	19.61	0.00	19.61	90.0	17.65
09/30/2017	ZONAKIS, DELORES	PRU AS LIFEVEST II	31,380.53	58.84	0.00	58.84	90.0	52.96
09/30/2017	POORMAN, MAX	PRU AS LIFEVEST II	69,245.68	43.28	0.00	43.28	90.0	38.95
09/30/2017	POORMAN, MAX	PRU AS LIFEVEST II	69,245.68	129.84	0.00	129.84	90.0	116.86
09/30/2017	TEUBNER, KATHERINE	PRU AS LIFEVEST II	43,489.62	81.54	0.00	81.54	90.0	73.39
09/30/2017	TEUBNER, KATHERINE	PRU AS LIFEVEST II	43,489.62	27.18	0.00	27.18	90.0	24.46
09/30/2017	TEUBNER, KATHERINE	PRU AS LIFEVEST II	49,832.12	93.44	0.00	93.44	90.0	84.10
09/30/2017	TEUBNER, KATHERINE	PRU AS LIFEVEST II	49,832.12	31.15	0.00	31.15	90.0	28.04
09/30/2017	GETTS, JUDITH	PRU AS LIFEVEST II	50,540.34	94.76	0.00	94.76	90.0	85.28
09/30/2017	GETTS, JUDITH	PRU AS LIFEVEST II	50,540.34	31.59	0.00	31.59	90.0	28.43
09/30/2017	SVOBODA, JOYCE	PRU AS LIFEVEST II	81,809.12	153.39	0.00	153.39	90.0	138.05
09/30/2017	SVOBODA, JOYCE	PRU AS LIFEVEST II	81,809.12	51.13	0.00	51.13	90.0	46.02
09/30/2017	PICCIANO, DEAN	PRU AS XTRA CREDIT SIX	164,375.23	102.73	0.00	102.73	90.0	92.46
09/30/2017	PICCIANO, DEAN	PRU AS XTRA CREDIT SIX	164,375.23	102.73	0.00	102.73	90.0	92.46
09/30/2017	FULBRIGHT, SHERRY	PRU AS XTRA CREDIT SIX	150,442.99	94.03	0.00	94.03	90.0	84.63
09/30/2017	COLE, NANCY	PRU AS XTRA CREDIT SIX	525,718.92	328.57	0.00	328.57	90.0	295.71
09/30/2017	TEUBNER, KATHERINE	PRU AS XTRA CREDIT SIX	77,894.80	48.68	0.00	48.68	90.0	43.81
09/30/2017	TEUBNER, KATHERINE	PRU AS XTRA CREDIT SIX	77,894.80	48.68	0.00	48.68	90.0	43.81
09/30/2017	RIEBE, ALAN	PRU DEFINED INCOME	166,382.84	415.96	0.00	415.96	90.0	374.36
09/30/2017	BUTCHER, JACK	PRU PREMIER INVT A	70,972.53	53.23	0.00	53.23	90.0	47.91
09/30/2017	FREISTROFFER, HENRY	PRU PREMIER RETIREMENT L	43,681.07	109.20	0.00	109.20	90.0	98.28
09/30/2017	WALKER-BLESSING, DAWN	PRU PREMIER RETIREMENT L	191,122.48	477.81	0.00	477.81	90.0	430.03
09/30/2017	KELTY, SANDRA	PRU PREMIER RETIREMENT L	126,726.61	316.82	0.00	316.82	90.0	285.14
09/30/2017	KELTY, RICHARD	PRU PREMIER RETIREMENT L	281,546.71	703.87	0.00	703.87	90.0	633.48
09/30/2017	SHAW, LORI	PRU PREMIER RETIREMENT L	185,346.12	463.37	0.00	463.37	90.0	417.03

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DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
09/30/2017	DOWNING, LYNETTE	PRU PREMIER RETIREMENT L	163,125.38	407.81	0.00	407.81	90.0	367.03
		* VARIABLE ANNUITIES SUBTOTAL *	\$13,203,863.45	\$15,616.82	\$0.00	\$15,616.82		\$14,055.17
<u>PRODUCT CATEGORY: VARIABLE UNIVERSAL LIFE</u>								
09/30/2017	KERN, VARIOUS	HARTFORD LIFE TRAILS	0.00	52.83	0.00	52.83	90.0	47.55
		* VARIABLE UNIVERSAL LIFE SUBTOTAL *	\$0.00	\$52.83	\$0.00	\$52.83		\$47.55
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
09/19/2017	HELMBERGER, GENNA	SAMMONS	0.00	5.91	0.00	5.91	90.0	5.32
09/28/2017	KERN, BRIAN	SAMMONS	0.00	12.01	0.00	12.01	90.0	10.81
		* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *	\$0.00	\$17.92	\$0.00	\$17.92		\$16.13
		*** BROKER TRANSACTIONS TOTAL ***	\$13,203,863.45	\$16,887.86	\$0.00	\$16,887.86		\$15,199.17
<u>ADJUSTMENTS</u>								
10/15/2017		*E & O INSURANCE: CURRENT MONTH INS	0.00					-300.00
10/15/2017		*TECHNOLOGY: ADMIN - LEESA KERN	0.00					-130.00
10/15/2017		*TECHNOLOGY: CURRENT MONTH BASIC	0.00					-180.00
		*** ADJUSTMENTS TOTAL ***	\$0.00	\$0.00	\$0.00	\$0.00		\$-610.00

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BROKER COMMISSION TOTALS

Broker Transactions	\$15,199.17
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	\$14,589.17
Year-to-date Gross	\$97,592.24
Year-to-date Earnings	\$87,871.00