

**COMMISSION STATEMENT****October 15, 2017**

THOMAS FANNING
29488 WOODWARD AVE
SUITE 337
Royal Oak, MI 48073

BROKER #: F119
BRANCH: THOMAS FANNING

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
09/29/2017	HANSEMAN, RENE	ALLIANZ VISION	213,429.18	533.57	0.00	533.57	90.0	480.21
09/29/2017	LUDOLPH, PAMELA	ALLIANZ VISION	160,416.42	401.04	0.00	401.04	90.0	360.94
09/29/2017	CHIUCHIARELLI, CHERYL	ALLIANZ VISION	108,759.18	271.90	0.00	271.90	90.0	244.71
09/29/2017	BERRES, SUSAN	ALLIANZ VISION	136,796.77	341.99	0.00	341.99	90.0	307.79
09/29/2017	BERRES, SUSAN	ALLIANZ VISION	345,274.93	863.19	0.00	863.19	90.0	776.87
09/29/2017	BERRES, SUSAN	ALLIANZ VISION	105,011.72	262.53	0.00	262.53	90.0	236.28
09/29/2017	STARKEL, JOHN	ALLIANZ VISION BASIC	483,997.45	605.00	0.00	605.00	90.0	544.50
09/30/2017	KIRCHER, LOIS	JNL PERSPECTIVE L	671,544.01	727.51	0.00	727.51	90.0	654.76
09/30/2017	STARKEL, JOHN	JNL PERSPECTIVE L	639,935.70	533.28	0.00	533.28	90.0	479.95
09/30/2017	STARKEL, JOHN	JOHN HANCOCK VENTURE	103,821.49	21.63	0.00	21.63	90.0	19.47
09/30/2017	SIMON, SUE	JOHN HANCOCK VENTURE	20,362.21	4.24	0.00	4.24	90.0	3.82
09/30/2017	STARKEL, JOHN	PRU AS ADVISOR PLAN II - 1996	114,281.82	71.43	0.00	71.43	90.0	64.29
09/30/2017	STARKEL, JOHN	PRU AS ADVISOR PLAN II - 1996	114,281.82	71.43	0.00	71.43	90.0	64.29
09/30/2017	LANE, JOAN	PRU AS ADVISOR PLAN II - 1996	30,706.81	19.19	0.00	19.19	90.0	17.27
09/30/2017	LANE, JOAN	PRU AS ADVISOR PLAN II - 1996	30,706.81	19.19	0.00	19.19	90.0	17.27
09/18/2017	ENGINEERED COMP PROD	PRU AS APEX II	250.00	0.00	0.00	0.00	90.0	0.00
09/30/2017	LANE, JOAN	PRU AS APEX II	107,156.95	267.89	0.00	267.89	90.0	241.10
09/30/2017	LANE, JOAN	PRU AS APEX II	107,156.95	66.97	0.00	66.97	90.0	60.27
09/30/2017	FLEMING, MARY	PRU AS APEX II	6,555.96	16.39	0.00	16.39	90.0	14.75
09/30/2017	FLEMING, MARY	PRU AS APEX II	6,555.96	4.10	0.00	4.10	90.0	3.69
09/30/2017	FLEMING, MARY	PRU AS APEX II	72,209.11	180.52	0.00	180.52	90.0	162.47
09/30/2017	FLEMING, MARY	PRU AS APEX II	72,209.11	45.13	0.00	45.13	90.0	40.62
09/30/2017	MEDA, MICHAEL	PRU AS APEX II	1,210.34	3.03	0.00	3.03	90.0	2.73
09/30/2017	MEDA, MICHAEL	PRU AS APEX II	1,210.34	0.76	0.00	0.76	90.0	0.68
09/30/2017	MEDA, MICHAEL	PRU AS APEX II	2,390.06	5.98	0.00	5.98	90.0	5.38
09/30/2017	MEDA, MICHAEL	PRU AS APEX II	2,390.06	1.49	0.00	1.49	90.0	1.34

NOTES: * - Indicates adjustment is not included in 1099 Earnings

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^Date - Split Trade - full Investment Amount & Gross Commission displayed

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
09/30/2017	KAPLANSKY, C	PRU AS APEX II	170,838.73	427.10	0.00	427.10	90.0	384.39
09/30/2017	KAPLANSKY, C	PRU AS APEX II	170,838.73	106.77	0.00	106.77	90.0	96.09
09/30/2017	GUTTMAN, JAY	PRU AS APEX II	56,578.63	141.45	0.00	141.45	90.0	127.31
09/30/2017	GUTTMAN, JAY	PRU AS APEX II	56,578.63	35.36	0.00	35.36	90.0	31.82
09/30/2017	SKIBA, ALLEN	PRU AS APEX II	39,569.54	98.92	0.00	98.92	90.0	89.03
09/30/2017	SKIBA, ALLEN	PRU AS APEX II	39,569.54	24.73	0.00	24.73	90.0	22.26
09/30/2017	SERVENTI, PIETRINA	PRU AS APEX II	342,043.29	855.11	0.00	855.11	90.0	769.60
09/30/2017	SERVENTI, PIETRINA	PRU AS APEX II	342,043.29	213.78	0.00	213.78	90.0	192.40
09/30/2017	SERVENTI, PIETRINA	PRU AS APEX II	115,164.78	287.91	0.00	287.91	90.0	259.12
09/30/2017	SERVENTI, PIETRINA	PRU AS APEX II	115,164.78	71.98	0.00	71.98	90.0	64.78
09/30/2017	ENGINEERED COMP PROD	PRU AS APEX II	100,595.91	251.49	0.00	251.49	90.0	226.34
09/30/2017	ENGINEERED COMP PROD	PRU AS APEX II	100,595.91	62.87	0.00	62.87	90.0	56.58
09/30/2017	ENGINEERED COMP PROD	PRU AS APEX II	97,893.65	244.73	0.00	244.73	90.0	220.26
09/30/2017	ENGINEERED COMP PROD	PRU AS APEX II	97,893.65	61.18	0.00	61.18	90.0	55.06
09/30/2017	GUTTMAN, JAY	PRU AS APEX II	65,532.25	40.96	0.00	40.96	90.0	36.86
09/30/2017	GUTTMAN, JAY	PRU AS APEX II	65,532.25	163.83	0.00	163.83	90.0	147.45
09/30/2017	MEDA, ELIZABETH	PRU AS APEX II	6,259.34	3.91	0.00	3.91	90.0	3.52
09/30/2017	MEDA, ELIZABETH	PRU AS APEX II	6,259.34	15.65	0.00	15.65	90.0	14.09
09/30/2017	LUDOLPH, PAMELA	PRU AS APEX II	1,103,630.71	689.77	0.00	689.77	90.0	620.79
09/30/2017	LUDOLPH, PAMELA	PRU AS APEX II	1,103,630.71	2,759.08	0.00	2,759.08	90.0	2,483.17
09/30/2017	BLANCKE, NOELLA	PRU AS APEX II	18,933.78	11.83	0.00	11.83	90.0	10.65
09/30/2017	BLANCKE, NOELLA	PRU AS APEX II	18,933.78	47.33	0.00	47.33	90.0	42.60
09/30/2017	ALEXANIAN, MISSAKA	PRU AS APEX II	142,542.99	89.09	0.00	89.09	90.0	80.18
09/30/2017	ALEXANIAN, MISSAKA	PRU AS APEX II	142,542.99	356.36	0.00	356.36	90.0	320.72
09/30/2017	KEERSMAEKERS, CHARLES	PRU AS APEX II	43,259.83	27.04	0.00	27.04	90.0	24.34
09/30/2017	KEERSMAEKERS, CHARLES	PRU AS APEX II	43,259.83	81.11	0.00	81.11	90.0	73.00
09/30/2017	KEERSMAEKERS, CHARLES	PRU AS APEX II	43,259.82	27.04	0.00	27.04	90.0	24.34
09/30/2017	KEERSMAEKERS, CHARLES	PRU AS APEX II	43,259.82	81.11	0.00	81.11	90.0	73.00
09/30/2017	CHIUCHIARELLI, NINO	PRU AS APEX II	21,761.55	13.60	0.00	13.60	90.0	12.24
09/30/2017	CHIUCHIARELLI, NINO	PRU AS APEX II	21,761.55	54.40	0.00	54.40	90.0	48.96
09/30/2017	GREKIN, STEVEN	PRU AS APEX II	139,802.61	349.51	0.00	349.51	90.0	314.56
09/30/2017	GREKIN, STEVEN	PRU AS APEX II	139,802.61	87.38	0.00	87.38	90.0	78.64
09/30/2017	COHEN, I WILLIAM	PRU AS APEX II	162,669.73	406.67	0.00	406.67	90.0	366.00

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<u>BROKER TRANSACTIONS</u>								
PRODUCT CATEGORY: VARIABLE ANNUITIES								
09/30/2017	COHEN, I WILLIAM	PRU AS APEX II	162,669.73	101.67	0.00	101.67	90.0	91.50
09/30/2017	HANSEMAN, RENE	PRU AS APEX II	195,869.27	489.67	0.00	489.67	90.0	440.70
09/30/2017	HANSEMAN, RENE	PRU AS APEX II	195,869.27	122.42	0.00	122.42	90.0	110.18
09/30/2017	CHIUCHIARELLI, CHERYL	PRU AS APEX II	335,551.02	838.88	0.00	838.88	90.0	754.99
09/30/2017	CHIUCHIARELLI, CHERYL	PRU AS APEX II	335,551.02	209.72	0.00	209.72	90.0	188.75
09/30/2017	KRESS, KAY	PRU PREMIER RETIREMENT L	380,182.66	950.46	0.00	950.46	90.0	855.41
* VARIABLE ANNUITIES SUBTOTAL *			\$10,442,318.68	\$16,241.25	\$0.00	\$16,241.25		\$14,617.13
*** BROKER TRANSACTIONS TOTAL ***			\$10,442,318.68	\$16,241.25	\$0.00	\$16,241.25		\$14,617.13

ADJUSTMENTS

10/15/2017	*E & O INSURANCE: CURRENT MONTH INS	0.00						-300.00
10/15/2017	*TECHNOLOGY: CURRENT MONTH TECH	0.00						-275.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$-575.00

BROKER COMMISSION TOTALS

Broker Transactions	\$14,617.13
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$-575.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$14,042.13
Year-to-date Gross	\$284,249.58
Year-to-date Earnings	\$255,824.71

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