

**COMMISSION STATEMENT****January 15, 2018**JOSEPH MICHALETZ
41474 Judson Bottom RoadBROKER #: M138
BRANCH: DISCIPLINE ADVISORS,

North Mankato, MI 56003-

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>CLEARING TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
01/02/2018	KELLEY, BRUCE	BOURNE SENIORS HOUSING III LLC CL A	100,000.00	0.00	0.00	0.00	93.0	0.00
12/29/2017	KELLEY, BRUCE	HPI REAL ESTATE FUND V LLC	100,000.00	0.00	0.00	0.00	93.0	0.00
01/04/2018	DIETRICH, RAYMOND	HPI REAL ESTATE FUND V LLC	150,000.00	0.00	0.00	0.00	93.0	0.00
01/04/2018	DIETRICH, SHARON	HPI REAL ESTATE FUND V LLC	50,000.00	0.00	0.00	0.00	93.0	0.00
* MUTUAL FUNDS SUBTOTAL *			\$400,000.00	\$0.00	\$0.00	\$0.00		\$0.00
*** CLEARING TRANSACTIONS TOTAL ***			\$400,000.00	\$0.00	\$0.00	\$0.00		\$0.00

<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: PRIVATE PLACEMENT</u>								
12/29/2017	HAGEN, LINDA	GPB AUTOMOTIVE PORTFOLIO LP	50,000.00	3,500.00	0.00	3,500.00	93.0	3,255.00
12/29/2017	PATRICIA FLOR TTEE	GPB AUTOMOTIVE PORTFOLIO LP	50,000.00	3,500.00	0.00	3,500.00	93.0	3,255.00
12/27/2017	BERGLING TRUST, PAUL	HPI FUND V	100,000.00	6,000.00	0.00	6,000.00	93.0	5,580.00
12/29/2017	DORN, RITA	HPI FUND V	50,000.00	3,000.00	0.00	3,000.00	93.0	2,790.00
12/29/2017	STAFFEN, ROBERT	HPI FUND V	150,000.00	9,000.00	0.00	9,000.00	93.0	8,370.00
12/29/2017	HAGEN, LINDA	HPI FUND V	50,000.00	3,000.00	0.00	3,000.00	93.0	2,790.00
12/29/2017	LELAND, CRAIG	HPI FUND V	100,000.00	6,000.00	0.00	6,000.00	93.0	5,580.00
12/29/2017	PATRICIA FLOR TTEE	HPI FUND V	50,000.00	3,000.00	0.00	3,000.00	93.0	2,790.00
12/29/2017	DUNLAP, JOHN	HPI FUND V	150,000.00	9,000.00	0.00	9,000.00	93.0	8,370.00
12/29/2017	ANDERSEN TRUST, RACHEL	HPI FUND V	100,000.00	6,000.00	0.00	6,000.00	93.0	5,580.00
* PRIVATE PLACEMENT SUBTOTAL *			\$850,000.00	\$52,000.00	\$0.00	\$52,000.00		\$48,360.00

<u>PRODUCT CATEGORY: 1031 EXCHANGES</u>								
12/26/2017	COPPER STAR FARMS LL	HIGHLAND CAP -NREA ADAIR DST	200,000.00	12,000.00	0.00	12,000.00	93.0	11,160.00
12/29/2017	FLO FAMILY TRUST	HIGHLAND CAP -NREA ADAIR DST	75,000.00	4,500.00	0.00	4,500.00	93.0	4,185.00
12/14/2017	WINGERT, CHARLES	PASSCO WATERVUE DST	150,000.00	9,000.00	0.00	9,000.00	93.0	8,370.00
12/14/2017	CREST, JEROME	PASSCO WATERVUE DST	115,590.00	6,935.70	0.00	6,935.70	93.0	6,450.20

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

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: 1031 EXCHANGES</u>								
12/28/2017	CLIFT, GEORGE	PASSCO WATERVUE DST	68,270.00	4,096.50	0.00	4,096.50	93.0	3,809.75
12/29/2017	KALIS, TRUSTEE, KARI	PASSCO WATERVUE DST	166,270.00	9,976.56	0.00	9,976.56	93.0	9,278.20
01/10/2018	DIVENTURES LLC	RRTY KING RIVER ROYALTIES	750,000.00	45,000.00	0.00	45,000.00	93.0	41,850.00
12/26/2017	COPPER STAR FARMS LL	STARBOARD LEMON GROVE DST	200,000.00	12,000.00	0.00	12,000.00	93.0	11,160.00
* 1031 EXCHANGES SUBTOTAL *			\$1,725,130.00	\$103,508.76	\$0.00	\$103,508.76		\$96,263.15
<u>PRODUCT CATEGORY: 529 PLANS</u>								
12/18/2017	SMITH-GROVER, SUSAN	BLACKROCK 67776G477	25.00	0.25	0.00	0.25	93.0	0.23
* 529 PLANS SUBTOTAL *			\$25.00	\$0.25	\$0.00	\$0.25		\$0.23
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
/ /	BOUDREAU, WILLIAM	JH FREEDOM LIFESTYLE GRW 529 PF C2	0.00	1.00	0.00	1.00	93.0	0.93
01/02/2018	BOUDREAU, WILLIAM	JH FREEDOM LIFESTYLE GRW 529 PF C2	100.00	1.00	0.00	1.00	93.0	0.93
01/02/2018	BOUDREAU, WILLIAM	JH FREEDOM LIFESTYLE GRW 529 PF C2	100.00	1.00	0.00	1.00	93.0	0.93
01/02/2018	BOUDREAU, WILLIAM	JH FREEDOM LIFESTYLE GRW 529 PF C2	100.00	1.00	0.00	1.00	93.0	0.93
12/29/2017	HANSGEN, DIANE	TRANSAMERICA AA GROWTH C	1,166.66	11.67	0.00	11.67	93.0	10.85
12/29/2017	HANSGEN, DIANE	TRANSAMERICA AA GROWTH C	231.00	2.31	0.00	2.31	93.0	2.15
12/29/2017	SOLOMON, ARIANNA	TRANSAMERICA AA GROWTH C	2,000.00	20.00	0.00	20.00	93.0	18.60
* MUTUAL FUNDS SUBTOTAL *			\$3,697.66	\$37.98	\$0.00	\$37.98		\$35.32
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
12/29/2017	SMITH, RANDALL	ALLIANZ ALTERITY OPTIONS	50,340.44	62.93	0.00	62.93	93.0	58.52
12/29/2017	SMITH, JESSICA	ALLIANZ ALTERITY OPTIONS	43,822.53	54.78	0.00	54.78	93.0	50.95
12/29/2017	KENDALL, ARCHIE	ALLIANZ VISION BASIC	442,980.86	1,107.45	0.00	1,107.45	93.0	1,029.93
12/29/2017	GORDY, DANNY	ALLIANZ VISION BASIC	87,335.51	218.34	0.00	218.34	93.0	203.06
12/29/2017	RAWSON, JOHN	ALLIANZ VISION BASIC	257,001.55	642.50	0.00	642.50	93.0	597.53
12/29/2017	TURTLE, ERMA	AXA ACCUM 04 ELITE (RO IRA)	284,188.53	817.04	0.00	817.04	93.0	759.85
12/29/2017	PANOS, GEARLDINE	AXA ACCUM 04 ELITE (RO IRA)	68,988.19	215.59	0.00	215.59	93.0	200.50
12/29/2017	CONNOLLY, BARBARA	AXA ACCUM 04 ELITE (RO IRA)	110,017.72	316.30	0.00	316.30	93.0	294.16
12/29/2017	ZIEGLER, DIANNE	AXA ACCUM 04 ELITE (RO IRA)	168,180.09	483.52	0.00	483.52	93.0	449.67
12/29/2017	GRAFF, GARY	AXA ACCUM 04 ELITE (RO IRA)	132,229.48	380.16	0.00	380.16	93.0	353.55
12/29/2017	NAWROCKI TRUST, ALBIN	AXA ACCUM 04 ELITE (RO IRA)	103,487.63	297.53	0.00	297.53	93.0	276.70
12/29/2017	DRAPEAU, GAIL	AXA ACCUM 04 ELITE (RO IRA)	21,427.27	66.96	0.00	66.96	93.0	62.27
12/29/2017	ANN M KRAHMER, LE	AXA ACCUM 04 PLUS (NQ)	435,542.22	816.64	0.00	816.64	93.0	759.48
12/29/2017	SOWERS, SHARON	AXA ACCUM 04 PLUS (NQ)	44,470.72	83.38	0.00	83.38	93.0	77.54

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
12/29/2017	CULLEN, ELLEN	AXA ACCUMULATOR (NQ)	114,531.53	214.75	0.00	214.75	93.0	199.72
12/29/2017	TOAY, BARBARA	AXA ACCUMULATOR (NQ)	85,321.79	159.98	0.00	159.98	93.0	148.78
12/29/2017	KELLOGG, J EDWARD	AXA ACCUMULATOR ELITE	541,205.58	1,691.27	0.00	1,691.27	93.0	1,572.88
12/29/2017	HOGSTAD, RONALD	AXA ACCUMULATOR ELITE	147,425.12	460.70	0.00	460.70	93.0	428.45
12/29/2017	JACKSON, ROBERT	AXA ACCUMULATOR ELITE	5,413.09	15.56	0.00	15.56	93.0	14.47
12/29/2017	JOHNSON, DARLENE	AXA ACCUMULATOR ELITE	8,417.69	24.20	0.00	24.20	93.0	22.51
12/29/2017	ANDERSON, DONALD	AXA ACCUMULATOR II SERIES L	87,968.78	219.92	0.00	219.92	93.0	204.53
12/29/2017	VOIGHT, RICK	AXA REITREMENT CORNERSTONE 13 L	491,962.22	1,229.91	0.00	1,229.91	93.0	1,143.82
12/29/2017	ROSE, REBECCA	AXA REITREMENT CORNERSTONE 13 L	36,834.52	92.09	0.00	92.09	93.0	85.64
12/29/2017	CORDS, RANDALL	AXA RETIREMENT CORNERSTONE 13 B	63,556.88	39.72	0.00	39.72	93.0	36.94
12/31/2017	ANDERSEN, WAYNE	JNL PERSPECTIVE ADV II 5/05	59,172.54	49.31	0.00	49.31	93.0	45.86
12/31/2017	GARTNER TRUST	JNL PERSPECTIVE ADV II 5/05	164,899.20	171.77	0.00	171.77	93.0	159.75
12/29/2017	SIRMANS, DEBBRA	JNL PERSPECTIVE II 04/14	37,859.55	757.19	0.00	757.19	93.0	704.19
12/31/2017	AMERICAN ENDOWMENT FUND	JNL PERSPECTIVE II 04/14	71,189.87	59.32	0.00	59.32	93.0	55.17
12/31/2017	WILLAERT, DIANNE	JNL PERSPECTIVE II 04/14	234,784.82	195.65	0.00	195.65	93.0	181.95
12/31/2017	BOYUM, LEE	JNL PERSPECTIVE II 04/14	153,217.18	127.68	0.00	127.68	93.0	118.74
12/31/2017	BOYUM, LEE	JNL PERSPECTIVE II 04/14	1,394,842.63	1,162.37	0.00	1,162.37	93.0	1,081.00
12/31/2017	STAFFEN, ROBERT	JNL PERSPECTIVE II 04/14	114,768.78	95.64	0.00	95.64	93.0	88.95
01/02/2018	GARTNER, MARIE	JNL PERSPECTIVE II 04/14	12,524.51	250.49	0.00	250.49	93.0	232.96
01/02/2018	LELAND, CRAIG	JNL PERSPECTIVE II 04/14	343,217.74	6,864.35	0.00	6,864.35	93.0	6,383.85
01/03/2018	ROBINSON, MARILYN	JNL PERSPECTIVE II 04/14	216,737.17	4,334.74	0.00	4,334.74	93.0	4,031.31
01/05/2018	VOIGHT, RICK	JNL PERSPECTIVE II 04/14	50,000.00	1,000.00	0.00	1,000.00	93.0	930.00
12/31/2017	LUTZ, TRACY	JNL PERSPECTIVE II 05/05	8,899.75	7.42	0.00	7.42	93.0	6.90
12/31/2017	THOMPSON, JO ANN	JNL PERSPECTIVE L	204,567.39	170.47	0.00	170.47	93.0	158.54
12/31/2017	VANDERHOOF, DONNA	JNL PERSPECTIVE L	341,738.93	284.78	0.00	284.78	93.0	264.85
12/31/2017	GREEN, STEVEN	JNL PERSPECTIVE L	88,223.01	73.52	0.00	73.52	93.0	68.37
12/31/2017	GREEN, STEVEN	JNL PERSPECTIVE L	72,619.68	60.52	0.00	60.52	93.0	56.28
12/31/2017	WOLFF, JEAN	JNL PERSPECTIVE L	88,329.97	73.61	0.00	73.61	93.0	68.46
12/31/2017	WOLFF, JEAN	JNL PERSPECTIVE L	445,336.85	371.11	0.00	371.11	93.0	345.13
12/31/2017	CURTIS, JEFFREY	JNL PERSPECTIVE L	145,092.25	120.91	0.00	120.91	93.0	112.45
12/31/2017	FUENTEZ, IVAN	JNL PERSPECTIVE L	250,487.43	208.74	0.00	208.74	93.0	194.13
12/31/2017	ROSE, ERIC	JNL PERSPECTIVE L	47,570.50	39.64	0.00	39.64	93.0	36.87
12/31/2017	ANDERSEN, WAYNE	JNL PERSPECTIVE L	156,043.82	130.04	0.00	130.04	93.0	120.94

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
12/31/2017	MAINE, VINCENT	JNL PERSPECTIVE L	140,732.43	58.64	0.00	58.64	93.0	54.54
12/31/2017	CALABRESE, CAROL	JNL PERSPECTIVE L	271,538.91	226.28	0.00	226.28	93.0	210.44
12/31/2017	SCHRIOCK, LINDA	JNL PERSPECTIVE L	60,175.78	50.15	0.00	50.15	93.0	46.64
12/31/2017	SCHRIOCK, STANLEY	JNL PERSPECTIVE L	453,382.18	377.82	0.00	377.82	93.0	351.37
12/31/2017	MAINE, VINCENT	JNL PERSPECTIVE L	172,816.15	72.01	0.00	72.01	93.0	66.97
12/31/2017	LUTZ, TRACY	JNL PERSPECTIVE L	24,482.40	20.40	0.00	20.40	93.0	18.97
12/31/2017	CHESNEY, TERRANCE	JNL PERSPECTIVE L	182,995.27	152.50	0.00	152.50	93.0	141.83
12/31/2017	CHESNEY, VIRGINIA	JNL PERSPECTIVE L	111,442.36	92.87	0.00	92.87	93.0	86.37
12/31/2017	CHESNEY, TERRANCE	JNL PERSPECTIVE L	160,256.53	133.55	0.00	133.55	93.0	124.20
12/31/2017	CHESNEY, VIRGINIA	JNL PERSPECTIVE L	164,574.35	137.15	0.00	137.15	93.0	127.55
12/31/2017	ANDERSEN, DAVID	JNL PERSPECTIVE L	91,369.85	76.14	0.00	76.14	93.0	70.81
12/31/2017	ANDERSEN, DAVID	JNL PERSPECTIVE L	199,149.33	165.96	0.00	165.96	93.0	154.34
12/31/2017	KOCON, RAYMOND	JNL PERSPECTIVE L	436,968.22	364.14	0.00	364.14	93.0	338.65
12/31/2017	HOGSTAD, MARY	JNL PERSPECTIVE L	148,595.42	123.83	0.00	123.83	93.0	115.16
12/31/2017	GARTNER TRUST, ORVAL	JNL PERSPECTIVE L	477,588.57	397.99	0.00	397.99	93.0	370.13
12/31/2017	LEASE, NATHELLE	JNL PERSPECTIVE L	295,855.12	246.55	0.00	246.55	93.0	229.29
12/31/2017	STRADTMAN, CHARLES	JNL PERSPECTIVE L	213,362.98	177.80	0.00	177.80	93.0	165.35
12/31/2017	VETTER, JOANN	JNL PERSPECTIVE L	702,066.10	585.06	0.00	585.06	93.0	544.11
12/31/2017	STRADTMAN, CHARLES	JNL PERSPECTIVE L	480,676.20	400.56	0.00	400.56	93.0	372.52
12/31/2017	VETTER, RICHARD	JNL PERSPECTIVE L	128,927.55	107.44	0.00	107.44	93.0	99.92
12/31/2017	VETTER, JOANN	JNL PERSPECTIVE L	118,880.19	99.07	0.00	99.07	93.0	92.14
12/31/2017	FLOR, PATRICIA	JNL PERSPECTIVE L	1,846,066.61	1,538.39	0.00	1,538.39	93.0	1,430.70
12/31/2017	KRAHMER, LE ANN	JNL PERSPECTIVE L	346,816.95	289.01	0.00	289.01	93.0	268.78
12/31/2017	ANDERSEN REV LIV TR, CRYSTAL	JNL PERSPECTIVE L	134,031.97	111.69	0.00	111.69	93.0	103.87
12/31/2017	SHORE, JERRY	JNL PERSPECTIVE L	1,160,902.58	967.42	0.00	967.42	93.0	899.70
12/31/2017	WINDSCHITL, MARLENE	JNL PERSPECTIVE L	1,167,987.86	973.32	0.00	973.32	93.0	905.19
12/31/2017	SHORE, JERRY	JNL PERSPECTIVE L	324,681.58	270.57	0.00	270.57	93.0	251.63
12/31/2017	WINDSCHITL, MARLENE	JNL PERSPECTIVE L	275,495.47	229.58	0.00	229.58	93.0	213.51
12/31/2017	LILLEVOLD, KATHRYN	JNL PERSPECTIVE L	1,038,837.91	865.70	0.00	865.70	93.0	805.10
12/31/2017	BERKNESS, RONALD	JNL PERSPECTIVE L	383,381.84	319.48	0.00	319.48	93.0	297.12
12/31/2017	WOLFF, ANITA	JNL PERSPECTIVE L	616,327.26	513.61	0.00	513.61	93.0	477.66
12/31/2017	NAWROCKI, DONNA	JNL PERSPECTIVE L	843,452.69	702.88	0.00	702.88	93.0	653.68
12/31/2017	BERKNESS, CAROLE	JNL PERSPECTIVE L	160,867.28	134.06	0.00	134.06	93.0	124.68

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12/31/2017	WOLFF, WALTER	JNL PERSPECTIVE L	881,277.81	734.40	0.00	734.40	93.0	682.99
12/31/2017	LARSON, LOIS	JNL PERSPECTIVE L	58,361.41	48.63	0.00	48.63	93.0	45.23
12/31/2017	LARSON, DEAN	JNL PERSPECTIVE L	121,249.00	101.04	0.00	101.04	93.0	93.97
12/31/2017	LEINENWEBER, LE ROY	JNL PERSPECTIVE L	324,620.62	270.52	0.00	270.52	93.0	251.58
12/31/2017	DALLMANN, HOWARD	JNL PERSPECTIVE L	198,778.93	165.65	0.00	165.65	93.0	154.05
12/31/2017	DALLMANN, MARGARET	JNL PERSPECTIVE L	23,868.99	19.89	0.00	19.89	93.0	18.50
12/31/2017	CLOW, SANDRA	JNL PERSPECTIVE L	763,611.71	636.34	0.00	636.34	93.0	591.80
12/31/2017	LARSON, DEAN L & LOIS N	JNL PERSPECTIVE L	569,412.43	474.51	0.00	474.51	93.0	441.29
12/31/2017	LOE, TIMOTHY	JNL PERSPECTIVE L	365,076.47	304.23	0.00	304.23	93.0	282.93
12/31/2017	NAWROCKI, DONNA	JNL PERSPECTIVE L	427,088.16	355.91	0.00	355.91	93.0	331.00
12/31/2017	DOBIE, SHERYL	JNL PERSPECTIVE L	961,521.46	801.27	0.00	801.27	93.0	745.18
12/31/2017	MICHALETZ, GERALD	JNL PERSPECTIVE L	156,428.51	130.36	0.00	130.36	93.0	121.23
12/31/2017	BANWART, ROGER	JNL PERSPECTIVE L	165,960.12	138.30	0.00	138.30	93.0	128.62
12/31/2017	MICHALETZ, FAYE	JNL PERSPECTIVE L	69,593.25	57.99	0.00	57.99	93.0	53.93
12/31/2017	FUNFSINN TRUST, SUSAN	JNL PERSPECTIVE L	331,058.96	275.88	0.00	275.88	93.0	256.57
12/31/2017	POST, TERRY	JNL PERSPECTIVE L	209,813.75	174.84	0.00	174.84	93.0	162.60
12/31/2017	HUISMAN, GERALDINE	JNL PERSPECTIVE L	174,801.69	145.67	0.00	145.67	93.0	135.47
12/31/2017	STEVENS, GEORGE	JNL PERSPECTIVE L	310,900.34	259.08	0.00	259.08	93.0	240.94
12/31/2017	BUCK, NORMAN	JNL PERSPECTIVE L	238,455.15	198.71	0.00	198.71	93.0	184.80
12/31/2017	PANOS, GERALDINE	JNL PERSPECTIVE L	121,125.64	100.94	0.00	100.94	93.0	93.87
12/31/2017	PAHL, JAMES	JNL PERSPECTIVE L	155,812.07	129.84	0.00	129.84	93.0	120.75
12/31/2017	SHAW, CHARLES	JNL PERSPECTIVE L	141,552.39	117.96	0.00	117.96	93.0	109.70
12/31/2017	WARD, JACQUELINE	JNL PERSPECTIVE L	40,020.46	33.35	0.00	33.35	93.0	31.02
12/31/2017	KENDALL, ARCHIE	JNL PERSPECTIVE L	498,488.73	415.41	0.00	415.41	93.0	386.33
12/31/2017	MINNEHAN, MICHAEL	JNL PERSPECTIVE L	147,935.92	123.28	0.00	123.28	93.0	114.65
12/31/2017	CLOW CHARTIBLE TRUST, SANDRA	JNL PERSPECTIVE L	56,595.97	47.16	0.00	47.16	93.0	43.86
12/31/2017	TRINITY EVANGELICAL	JNL PERSPECTIVE L	416,756.07	347.30	0.00	347.30	93.0	322.99
12/31/2017	ARNOLD HOLDINGS LP	JNL PERSPECTIVE L	709,693.79	591.41	0.00	591.41	93.0	550.01
12/31/2017	ARNOLD, EVERETT	JNL PERSPECTIVE L	756,528.21	630.44	0.00	630.44	93.0	586.31
12/31/2017	DORN, EUGENE	JNL PERSPECTIVE L	69,214.53	57.68	0.00	57.68	93.0	53.64
12/31/2017	SCHMIDT, LORI	JNL PERSPECTIVE L	130,152.12	108.46	0.00	108.46	93.0	100.87
12/31/2017	SCHMIDT, HAROLD	JNL PERSPECTIVE L	532,435.85	443.70	0.00	443.70	93.0	412.64
12/31/2017	ZIEGLER, DARRELL	JNL PERSPECTIVE L	45,066.86	37.56	0.00	37.56	93.0	34.93

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DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
12/31/2017	MOLL TURKEYS INC	JNL PERSPECTIVE L	544,489.03	453.74	0.00	453.74	93.0	421.98
12/31/2017	KRONBACK, JEFFERY	JNL PERSPECTIVE L	25,889.50	21.57	0.00	21.57	93.0	20.06
12/31/2017	KRONBACK, JEFFERY	JNL PERSPECTIVE L	114,492.60	95.41	0.00	95.41	93.0	88.73
12/31/2017	KRONBACK, DEBRA	JNL PERSPECTIVE L	30,696.26	25.58	0.00	25.58	93.0	23.79
12/31/2017	KRONBACK, DEBRA	JNL PERSPECTIVE L	33,774.27	28.15	0.00	28.15	93.0	26.18
12/31/2017	FITZSIMMONS, GARY	JNL PERSPECTIVE L	365,850.45	304.88	0.00	304.88	93.0	283.54
12/31/2017	REED, MARY	JNL PERSPECTIVE L	282,633.21	235.53	0.00	235.53	93.0	219.04
12/31/2017	FITZSIMMONS, KEVIN	JNL PERSPECTIVE L	143,274.44	119.40	0.00	119.40	93.0	111.04
12/31/2017	DIETRICH, SHARON	JNL PERSPECTIVE L	217,329.41	181.11	0.00	181.11	93.0	168.43
12/31/2017	KUEHLWEIN, RICHARD	JNL PERSPECTIVE L	57,290.91	47.74	0.00	47.74	93.0	44.40
12/31/2017	JERROW, ROBERT	JNL PERSPECTIVE L	350,143.62	291.79	0.00	291.79	93.0	271.36
12/31/2017	KASTER, JANICE	JNL PERSPECTIVE L	171,391.17	142.83	0.00	142.83	93.0	132.83
12/31/2017	FEAR, DUANE	JNL PERSPECTIVE L	79,794.28	66.50	0.00	66.50	93.0	61.85
12/31/2017	FEAR, LINDA	JNL PERSPECTIVE L	45,682.14	38.07	0.00	38.07	93.0	35.41
12/31/2017	ESLINGER, PATRICIA	JNL PERSPECTIVE L	25,308.18	21.09	0.00	21.09	93.0	19.61
12/31/2017	OLSON, MARK	JNL PERSPECTIVE L	369,089.63	307.57	0.00	307.57	93.0	286.04
12/31/2017	CHAPMAN, FRANCIS	JNL PERSPECTIVE L	328,389.79	273.66	0.00	273.66	93.0	254.50
12/31/2017	ZIEGLER, DIANNE	JNL PERSPECTIVE L	15,912.63	13.26	0.00	13.26	93.0	12.33
12/31/2017	GRUBISH, MAHLON	JNL PERSPECTIVE L	400,679.65	333.90	0.00	333.90	93.0	310.53
12/31/2017	ROSS TRUST, MARY JO	JNL PERSPECTIVE L	1,041,510.80	867.93	0.00	867.93	93.0	807.17
12/31/2017	ANDERSON, DONALD	JNL PERSPECTIVE L	164,627.74	137.19	0.00	137.19	93.0	127.59
12/31/2017	ROY, JAMES	JNL PERSPECTIVE L	217,668.84	181.39	0.00	181.39	93.0	168.69
12/31/2017	CONRAD, RONALD	JNL PERSPECTIVE L	137,627.82	114.69	0.00	114.69	93.0	106.66
12/31/2017	CONRAD, DELBERT L & ELL	JNL PERSPECTIVE L	479,671.46	399.73	0.00	399.73	93.0	371.75
12/31/2017	GRAFF, BRENT	JNL PERSPECTIVE L	63,508.34	52.92	0.00	52.92	93.0	49.22
12/31/2017	FOSTER, RODNEY	JNL PERSPECTIVE L	200,466.77	167.06	0.00	167.06	93.0	155.37
12/31/2017	SKELLY, SCOTT	JNL PERSPECTIVE L	255,708.74	213.09	0.00	213.09	93.0	198.17
12/31/2017	SKELLY, BRENDA	JNL PERSPECTIVE L	28,475.77	23.73	0.00	23.73	93.0	22.07
12/31/2017	SEVERSON, STANLEY	JNL PERSPECTIVE L	286,240.65	238.53	0.00	238.53	93.0	221.83
12/31/2017	GUNDERSON, HOLLY	JNL PERSPECTIVE L	41,448.94	34.54	0.00	34.54	93.0	32.12
12/31/2017	SEVERSON, JOYCE	JNL PERSPECTIVE L	118,335.10	98.61	0.00	98.61	93.0	91.71
12/31/2017	GUNDERSON, BRIAN	JNL PERSPECTIVE L	102,261.46	85.22	0.00	85.22	93.0	79.25
12/31/2017	CONRAD, DELBERT	JNL PERSPECTIVE L	114,855.15	95.71	0.00	95.71	93.0	89.01

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
12/31/2017	NELSON, BRENDA	JNL PERSPECTIVE L	254,379.09	211.98	0.00	211.98	93.0	197.14
12/31/2017	HAGEN, LINDA	JNL PERSPECTIVE L	1,832,024.36	1,526.69	0.00	1,526.69	93.0	1,419.82
12/31/2017	HUGGINS, JEANNE	JNL PERSPECTIVE L	202,175.37	168.48	0.00	168.48	93.0	156.69
12/31/2017	THOMPSON, MAX	JNL PERSPECTIVE L	155,857.67	129.88	0.00	129.88	93.0	120.79
12/31/2017	THOMPSON, JO ANN	JNL PERSPECTIVE L	184,101.91	153.42	0.00	153.42	93.0	142.68
12/31/2017	THOMPSON, MAX	JNL PERSPECTIVE L	507,579.34	422.98	0.00	422.98	93.0	393.37
12/31/2017	HUGGINS, TONY	JNL PERSPECTIVE L	314,824.35	262.35	0.00	262.35	93.0	243.99
12/31/2017	WOLFF, LINDA	JNL PERSPECTIVE L	753,688.37	628.07	0.00	628.07	93.0	584.11
12/31/2017	OTTO, JANET	JNL PERSPECTIVE L	25,215.85	21.01	0.00	21.01	93.0	19.54
12/31/2017	OTTO, JAMES	JNL PERSPECTIVE L	603,824.46	503.19	0.00	503.19	93.0	467.97
12/31/2017	BUCK, DELORES	JNL PERSPECTIVE L	264,300.68	220.25	0.00	220.25	93.0	204.83
12/31/2017	BRIELMAIER, MICHELE	JNL PERSPECTIVE L	245,522.61	204.60	0.00	204.60	93.0	190.28
12/31/2017	KLEMENT, GARY	JNL PERSPECTIVE L	726,477.23	605.40	0.00	605.40	93.0	563.02
12/31/2017	KLEMENT, GARY	JNL PERSPECTIVE L	722,478.05	602.07	0.00	602.07	93.0	559.93
12/31/2017	CLOW, SANDRA	JNL PERSPECTIVE L	492,564.39	410.47	0.00	410.47	93.0	381.74
12/31/2017	FAMILY CHARITABLE REMAIND,	JNL PERSPECTIVE L	771,698.46	643.08	0.00	643.08	93.0	598.06
12/31/2017	GARTNER, MARIE	JNL PERSPECTIVE L	173,988.42	144.99	0.00	144.99	93.0	134.84
12/31/2017	GARTNER, LEONARD	JNL PERSPECTIVE L	1,195,313.67	996.09	0.00	996.09	93.0	926.36
12/31/2017	GARTNER, LEONARD	JNL PERSPECTIVE L	218,091.77	181.74	0.00	181.74	93.0	169.02
12/31/2017	FITTERER, RUTH	JNL PERSPECTIVE L	212,994.46	177.50	0.00	177.50	93.0	165.08
12/31/2017	MICHELS, DAVID	JNL PERSPECTIVE L	139,377.99	116.15	0.00	116.15	93.0	108.02
12/31/2017	MICHELS, BEVERLEY	JNL PERSPECTIVE L	329,785.72	274.82	0.00	274.82	93.0	255.58
12/31/2017	HANSON, JOY	JNL PERSPECTIVE L	215,242.80	179.37	0.00	179.37	93.0	166.81
12/31/2017	SCHOEN, RICHARD	JNL PERSPECTIVE L	555,392.49	462.83	0.00	462.83	93.0	430.43
12/31/2017	SCHOEN, RICHARD	JNL PERSPECTIVE L	621,013.94	517.51	0.00	517.51	93.0	481.28
12/31/2017	ROBINSON, MARILYN	JNL PERSPECTIVE L	141,871.78	118.23	0.00	118.23	93.0	109.95
12/31/2017	FOSTER, RICHARD	JNL PERSPECTIVE L	1,106,816.68	922.35	0.00	922.35	93.0	857.79
12/31/2017	STAFFEN, ROBERT	JNL PERSPECTIVE L	120,620.84	100.52	0.00	100.52	93.0	93.48
12/31/2017	TURNER, MYRNA	JNL PERSPECTIVE L	182,941.94	152.45	0.00	152.45	93.0	141.78
12/31/2017	TURNER, WENDELL &	JNL PERSPECTIVE L	169,626.31	141.36	0.00	141.36	93.0	131.46
12/31/2017	BENZ, FORREST	JNL PERSPECTIVE L	31,397.03	26.16	0.00	26.16	93.0	24.33
12/31/2017	BENZ, FORREST	JNL PERSPECTIVE L	272,712.76	227.26	0.00	227.26	93.0	211.35
12/31/2017	WEIBLE, DEAN	JNL PERSPECTIVE L	50,335.61	41.95	0.00	41.95	93.0	39.01

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
12/31/2017	JOHNSON, HERMIT	JNL PERSPECTIVE L	123,670.18	103.06	0.00	103.06	93.0	95.85
12/31/2017	BOUDREAU, WILLIAM	JNL PERSPECTIVE L	420,476.88	350.40	0.00	350.40	93.0	325.87
12/31/2017	SHEARER, KAREN	JNL PERSPECTIVE L	123,799.31	103.17	0.00	103.17	93.0	95.95
12/31/2017	SHEARER, DONALD	JNL PERSPECTIVE L	334,386.61	278.66	0.00	278.66	93.0	259.15
12/31/2017	JOHNSON, JESSE	JNL PERSPECTIVE L	115,715.17	96.43	0.00	96.43	93.0	89.68
12/31/2017	JOHNSON, HERMIT	JNL PERSPECTIVE L	8,288.67	6.91	0.00	6.91	93.0	6.43
12/31/2017	JOHNSON, KAREN	JNL PERSPECTIVE L	8,285.59	6.90	0.00	6.90	93.0	6.42
12/31/2017	SNYDER, CYNTHIA	JNL PERSPECTIVE L	30,097.73	25.08	0.00	25.08	93.0	23.32
12/31/2017	STEVENS, SANDRA	JNL PERSPECTIVE L	90,712.47	75.59	0.00	75.59	93.0	70.30
12/31/2017	STEVENS, SANDRA	JNL PERSPECTIVE L	25,070.51	20.89	0.00	20.89	93.0	19.43
12/31/2017	STEVENS, GREGORY	JNL PERSPECTIVE L	85,249.71	71.04	0.00	71.04	93.0	66.07
12/31/2017	LOE, TIMOTHY	JNL PERSPECTIVE L	121,559.62	65.84	0.00	65.84	93.0	61.23
12/31/2017	WOLFF, LINDA	JNL PERSPECTIVE L	126,753.76	68.66	0.00	68.66	93.0	63.85
12/31/2017	WOLFF, LINDA	JNL PERSPECTIVE L	140,398.10	117.00	0.00	117.00	93.0	108.81
12/31/2017	LABRIER, JOHN	JNL PERSPECTIVE L	77,632.98	64.69	0.00	64.69	93.0	60.16
12/31/2017	LABRIER, PAULA	JNL PERSPECTIVE L	16,117.15	13.43	0.00	13.43	93.0	12.49
12/31/2017	WETZELL, PAMELA	JNL PERSPECTIVE L	91,644.26	76.37	0.00	76.37	93.0	71.02
12/31/2017	JOHNSON, SHERI	JNL PERSPECTIVE L	164,169.44	136.81	0.00	136.81	93.0	127.23
12/31/2017	REITER, KAREN	JNL PERSPECTIVE L	10,778.02	5.84	0.00	5.84	93.0	5.43
12/31/2017	MULFORD, PATRICIA	JOHN HANCOCK VANTAGE	247,524.97	206.27	0.00	206.27	93.0	191.83
12/31/2017	WILKERSON, LAURA	JOHN HANCOCK VANTAGE	41,448.58	34.54	0.00	34.54	93.0	32.12
12/31/2017	WILKERSON, LAURA	JOHN HANCOCK VANTAGE	35,523.55	29.60	0.00	29.60	93.0	27.53
12/31/2017	BOESCH, RODNEY	JOHN HANCOCK VENTURE	162,506.42	33.86	0.00	33.86	93.0	31.49
12/31/2017	OLSON, BRYCE	PRU AS ADVISOR PLAN III	138,403.05	86.50	0.00	86.50	93.0	80.45
12/31/2017	OLSON, BRENDA	PRU PREMIER RETIREMENT L	87,833.94	219.58	0.00	219.58	93.0	204.21
12/09/2017	JACKSON, SHARON	TRANS LIFE LANDMARK 2003 VA	468,261.80	390.22	0.00	390.22	93.0	362.90
12/17/2017	ROBINSON, CHARLES	TRANS LIFE LANDMARK 2003 VA	115,062.75	95.89	0.00	95.89	93.0	89.18
12/19/2017	STEVENS, JANICE	TRANSAMERICA CATALYST	17,765.55	3.70	0.00	3.70	93.0	3.44
12/04/2017	SEVERSON, STEVEN	TRANSAMERICA EXTRA	183,786.54	153.16	0.00	153.16	93.0	142.44
12/09/2017	VOIGHT, RICKY	TRANSAMERICA EXTRA	655,537.19	546.28	0.00	546.28	93.0	508.04
12/09/2017	VOIGHT, KATHERINE	TRANSAMERICA EXTRA	25,021.37	20.85	0.00	20.85	93.0	19.39
12/11/2017	MICHALETZ, CHRISTINE	TRANSAMERICA EXTRA	6,742.90	5.62	0.00	5.62	93.0	5.23
12/13/2017	VETTER, LORI	TRANSAMERICA EXTRA	37,197.62	31.00	0.00	31.00	93.0	28.83

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
12/13/2017	VOIGHT, KATHERINE	TRANSAMERICA EXTRA	19,068.15	15.89	0.00	15.89	93.0	14.78
12/13/2017	VOIGHT, RICKY	TRANSAMERICA EXTRA	6,772.71	5.64	0.00	5.64	93.0	5.25
12/13/2017	TRIPP, TIMOTHY	TRANSAMERICA EXTRA	25,623.40	21.35	0.00	21.35	93.0	19.86
12/14/2017	GRAFF, JOYCE	TRANSAMERICA EXTRA	49,437.09	41.20	0.00	41.20	93.0	38.32
12/14/2017	GRAFF, JOYCE	TRANSAMERICA EXTRA	17,418.94	14.52	0.00	14.52	93.0	13.50
12/17/2017	ELLIS, ROSEMARY	TRANSAMERICA EXTRA	233,873.01	194.89	0.00	194.89	93.0	181.25
12/19/2017	WETZELL, THOMAS	TRANSAMERICA EXTRA	1,388,959.25	1,157.47	0.00	1,157.47	93.0	1,076.45
12/19/2017	VANDERHOOF, DONALD	TRANSAMERICA EXTRA	8,124.00	6.77	0.00	6.77	93.0	6.30
12/19/2017	LEVIK, LADONNA	TRANSAMERICA EXTRA	231,833.27	193.19	0.00	193.19	93.0	179.67
12/21/2017	VOTCA, JOHN	TRANSAMERICA EXTRA	67,763.97	56.47	0.00	56.47	93.0	52.52
12/21/2017	GRISWOLD, ELLEN	TRANSAMERICA EXTRA	36,603.01	30.50	0.00	30.50	93.0	28.37
12/23/2017	VOIGHT, KATHERINE	TRANSAMERICA EXTRA	33,580.95	27.98	0.00	27.98	93.0	26.02
12/27/2017	BOESCH, RODNEY	TRANSAMERICA EXTRA	55,515.08	46.26	0.00	46.26	93.0	43.02
12/01/2017	BOESCH, JEFFERY	TRANSAMERICA EXTRA 89352F889	236,714.49	197.26	0.00	197.26	93.0	183.45
12/07/2017	MICHALETZ, JOSEPH	TRANSAMERICA EXTRA 89352F889	13,248.80	11.04	0.00	11.04	93.0	10.27
12/10/2017	HORNING, DONALD	TRANSAMERICA EXTRA 89352F889	111,459.19	92.88	0.00	92.88	93.0	86.38
12/16/2017	FEMRITE, LYLE	TRANSAMERICA EXTRA 89352F889	78,006.27	65.01	0.00	65.01	93.0	60.46
12/23/2017	PAULSEN, TAMI	TRANSAMERICA EXTRA 89352F889	70,531.46	58.78	0.00	58.78	93.0	54.67
12/23/2017	PAULSEN, BRYAN	TRANSAMERICA EXTRA 89352F889	188,627.77	157.19	0.00	157.19	93.0	146.19
12/23/2017	FOSTER, RODNEY	TRANSAMERICA EXTRA 89352F889	1,366,659.22	1,138.88	0.00	1,138.88	93.0	1,059.16
12/23/2017	FOSTER, BARBARA	TRANSAMERICA EXTRA 89352F889	305,888.50	254.91	0.00	254.91	93.0	237.07
12/02/2017	PLOTZ, LEO	TRANSAMERICA LANDMARK	323,495.01	269.58	0.00	269.58	93.0	250.71
12/05/2017	TURNER, WENDELL	TRANSAMERICA LANDMARK	121,786.54	101.49	0.00	101.49	93.0	94.39
12/07/2017	SHORE, ROSALIND	TRANSAMERICA LANDMARK	139,599.60	116.33	0.00	116.33	93.0	108.19
12/08/2017	HECK, KELVIN	TRANSAMERICA LANDMARK	266,710.07	222.26	0.00	222.26	93.0	206.70
12/09/2017	BRIELMAIER, MARK	TRANSAMERICA LANDMARK	74,946.93	62.46	0.00	62.46	93.0	58.09
12/15/2017	BENZ, JERRILYN	TRANSAMERICA LANDMARK	389,720.44	324.77	0.00	324.77	93.0	302.04
12/15/2017	JOHNSON, PAUL	TRANSAMERICA LANDMARK	474,572.25	395.48	0.00	395.48	93.0	367.80
12/18/2017	KLEMENT, LINDA	TRANSAMERICA LANDMARK	14,910.17	12.43	0.00	12.43	93.0	11.56
12/20/2017	BERGLING, PAUL	TRANSAMERICA LANDMARK	530,432.86	442.03	0.00	442.03	93.0	411.09
12/22/2017	DALLMANN, MARGARET	TRANSAMERICA LANDMARK	164,494.16	137.08	0.00	137.08	93.0	127.48
12/22/2017	BERGLING, SHARON	TRANSAMERICA LANDMARK	775,033.56	645.86	0.00	645.86	93.0	600.65
12/26/2017	DALLMANN, HOWARD	TRANSAMERICA LANDMARK	13,947.76	11.62	0.00	11.62	93.0	10.81

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
12/28/2017	KLEMENT, LINDA	TRANSAMERICA LANDMARK	72,942.65	60.79	0.00	60.79	93.0	56.53
12/29/2017	SANDER, GLORIAN	TRANSAMERICA LANDMARK	237,099.95	197.58	0.00	197.58	93.0	183.75
12/04/2017	HULST, TIMOTHY	TRANSAMERICA LIBERTY	57,616.25	48.01	0.00	48.01	93.0	44.65
12/11/2017	HAUGH, JOANNE	TRANSAMERICA LIBERTY	38,165.30	31.80	0.00	31.80	93.0	29.57
12/24/2017	MICHALETZ, GERALD	TRANSAMERICA LIBERTY	83,954.31	69.96	0.00	69.96	93.0	65.06
12/24/2017	AYERS, KATHRYN	TRANSAMERICA LIBERTY	226,560.35	188.80	0.00	188.80	93.0	175.58
* VARIABLE ANNUITIES SUBTOTAL *			\$65,580,591.00	\$73,657.39	\$0.00	\$73,657.39		\$68,501.44

PRODUCT CATEGORY: LIFE INSURANCE

12/18/2017	FOELS, TAMMY	TRANSAMERICA LIFE	0.00	1.00	0.00	1.00	93.0	0.93
01/05/2018	SCHMIT, DALE	TRANSAMERICA LIFE	0.00	9.69	0.00	9.69	93.0	9.01
01/05/2018	MICHALETZ, VARIOUS-JOE	TRANSAMERICA LIFE	0.00	447.14	0.00	447.14	93.0	415.84
01/05/2018	MICHALETZ, VARIOUS-JOE	TRANSAMERICA LIFE	0.00	38.67	0.00	38.67	93.0	35.96
01/05/2018	FITTERER, RUTH	TRANSAMERICA LIFE	0.00	197.51	0.00	197.51	93.0	183.68
01/05/2018	MICHALETZ, VARIOUS-JOE	TRANSAMERICA LIFE	0.00	8.60	0.00	8.60	93.0	8.00
01/05/2018	MICHALETZ, VARIOUS-JOE	TRANSAMERICA LIFE	0.00	70.44	0.00	70.44	93.0	65.51
01/05/2018	BEATY, SIGNE	TRANSAMERICA LIFE	0.00	384.95	0.00	384.95	93.0	358.00
01/05/2018	PICHNER, DOUGLAS	TRANSAMERICA LIFE	0.00	25.38	0.00	25.38	93.0	23.60
01/05/2018	WERKMEISTER, DAVID	TRANSAMERICA LIFE	0.00	71.08	0.00	71.08	93.0	66.10
* LIFE INSURANCE SUBTOTAL *			\$0.00	\$1,254.46	\$0.00	\$1,254.46		\$1,166.63

PRODUCT CATEGORY: VARIABLE UNIVERSAL LIFE

12/27/2016	MICHALETZ, VARIOUS-JOE	JOHN HANCOCK LIFE TRAILS	0.00	2.00	0.00	2.00	93.0	1.86
01/03/2017	MICHALETZ, VARIOUS-JOE	JOHN HANCOCK LIFE TRAILS	0.00	3.00	0.00	3.00	93.0	2.79
01/27/2017	MICHALETZ, VARIOUS-JOE	JOHN HANCOCK LIFE TRAILS	0.00	2.00	0.00	2.00	93.0	1.86
02/02/2017	MICHALETZ, VARIOUS-JOE	JOHN HANCOCK LIFE TRAILS	0.00	3.00	0.00	3.00	93.0	2.79
02/27/2017	MICHALETZ, VARIOUS-JOE	JOHN HANCOCK LIFE TRAILS	0.00	2.00	0.00	2.00	93.0	1.86
03/02/2017	MICHALETZ, VARIOUS-JOE	JOHN HANCOCK LIFE TRAILS	0.00	3.00	0.00	3.00	93.0	2.79
03/27/2017	MICHALETZ, VARIOUS-JOE	JOHN HANCOCK LIFE TRAILS	0.00	2.00	0.00	2.00	93.0	1.86
04/03/2017	MICHALETZ, VARIOUS-JOE	JOHN HANCOCK LIFE TRAILS	0.00	3.00	0.00	3.00	93.0	2.79
04/27/2017	MICHALETZ, VARIOUS-JOE	JOHN HANCOCK LIFE TRAILS	0.00	2.00	0.00	2.00	93.0	1.86
05/02/2017	MICHALETZ, VARIOUS-JOE	JOHN HANCOCK LIFE TRAILS	0.00	3.00	0.00	3.00	93.0	2.79
05/30/2017	MICHALETZ, VARIOUS-JOE	JOHN HANCOCK LIFE TRAILS	0.00	2.00	0.00	2.00	93.0	1.86
06/02/2017	MICHALETZ, VARIOUS-JOE	JOHN HANCOCK LIFE TRAILS	0.00	3.00	0.00	3.00	93.0	2.79

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DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE UNIVERSAL LIFE</u>								
06/27/2017	MICHALETZ, VARIOUS-JOE	JOHN HANCOCK LIFE TRAILS	0.00	2.00	0.00	2.00	93.0	1.86
07/27/2017	MICHALETZ, VARIOUS-JOE	JOHN HANCOCK LIFE TRAILS	0.00	2.00	0.00	2.00	93.0	1.86
07/30/2017	MICHALETZ, VARIOUS-JOE	JOHN HANCOCK LIFE TRAILS	0.00	3.00	0.00	3.00	93.0	2.79
08/02/2017	MICHALETZ, VARIOUS-JOE	JOHN HANCOCK LIFE TRAILS	0.00	3.00	0.00	3.00	93.0	2.79
08/28/2017	MICHALETZ, VARIOUS-JOE	JOHN HANCOCK LIFE TRAILS	0.00	2.00	0.00	2.00	93.0	1.86
09/05/2017	MICHALETZ, VARIOUS-JOE	JOHN HANCOCK LIFE TRAILS	0.00	3.00	0.00	3.00	93.0	2.79
09/27/2017	MICHALETZ, VARIOUS-JOE	JOHN HANCOCK LIFE TRAILS	0.00	2.00	0.00	2.00	93.0	1.86
10/02/2017	MICHALETZ, VARIOUS-JOE	JOHN HANCOCK LIFE TRAILS	0.00	3.00	0.00	3.00	93.0	2.79
10/27/2017	MICHALETZ, VARIOUS-JOE	JOHN HANCOCK LIFE TRAILS	0.00	2.00	0.00	2.00	93.0	1.86
11/02/2017	MICHALETZ, VARIOUS-JOE	JOHN HANCOCK LIFE TRAILS	0.00	3.00	0.00	3.00	93.0	2.79
11/27/2017	MICHALETZ, VARIOUS-JOE	JOHN HANCOCK LIFE TRAILS	0.00	2.00	0.00	2.00	93.0	1.86
12/05/2017	MICHALETZ, VARIOUS-JOE	JOHN HANCOCK LIFE TRAILS	0.00	3.00	0.00	3.00	93.0	2.79
12/11/2017	STEVENS, GAVIN	PRUDENTIAL VUL	0.00	6.04	0.00	6.04	93.0	5.62
12/17/2017	STEVENS, GAVIN	PRUDENTIAL VUL	0.00	10.06	0.00	10.06	93.0	9.36
12/01/2017	FOELS, BRUCE	TRANSAMERICA LIFE	0.00	1.04	0.00	1.04	93.0	0.97
01/05/2018	MICHALETZ, VARIOUS-JOE	TRANSAMERICA LIFE	0.00	122.57	0.00	122.57	93.0	113.99
01/05/2018	MICHALETZ, VARIOUS-JOE	TRANSAMERICA LIFE	0.00	52.91	0.00	52.91	93.0	49.21
01/05/2018	ANKRUM, CLAUDETTE	TRANSAMERICA LIFE	0.00	8.27	0.00	8.27	93.0	7.69
01/05/2018	ANKRUM, CHARLES	TRANSAMERICA LIFE	0.00	19.01	0.00	19.01	93.0	17.68
* VARIABLE UNIVERSAL LIFE SUBTOTAL *			\$0.00	\$279.90	\$0.00	\$279.90		\$260.32
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
12/15/2017	FITZSIMMONS, CHRISTINE	AM FUNDS AMERICAN BALANCED A	0.00	0.87	0.00	0.87	93.0	0.81
12/15/2017	TURPEN, ERIC	AM FUNDS AMERICAN MUTUAL A	0.00	0.25	0.00	0.25	93.0	0.23
12/15/2017	TURPEN, RACHEL	AM FUNDS AMERICAN MUTUAL A	0.00	0.67	0.00	0.67	93.0	0.62
12/15/2017	FITZSIMMONS, CHRISTINE	AM FUNDS BOND FUND OF AMERICA A	0.00	0.66	0.00	0.66	93.0	0.61
12/15/2017	FITZSIMMONS, KEVIN	AM FUNDS CAPITAL INCOME BUILDER A	0.00	0.12	0.00	0.12	93.0	0.11
12/15/2017	FITZSIMMONS, KEVIN	AM FUNDS CAPITAL INCOME BUILDER A	0.00	0.80	0.00	0.80	93.0	0.74
12/15/2017	FITZSIMMONS, CHRISTINE	AM FUNDS CAPITAL INCOME BUILDER A	0.00	1.01	0.00	1.01	93.0	0.94
12/15/2017	LABRIER, PAULA	AM FUNDS CAPITAL WORLD GRTH & INC A	0.00	1.74	0.00	1.74	93.0	1.62
12/15/2017	TURPEN, ERIC	AM FUNDS EUROPACIFIC GROWTH FUND A	0.00	0.12	0.00	0.12	93.0	0.11
12/15/2017	TURPEN, RACHEL	AM FUNDS EUROPACIFIC GROWTH FUND A	0.00	0.71	0.00	0.71	93.0	0.66
12/15/2017	LOWE, RUSSELL	AM FUNDS FUNDAMENTAL INVESTORS A	0.00	1.59	0.00	1.59	93.0	1.48
12/15/2017	FITZSIMMONS, KEVIN	AM FUNDS GROWTH FUND OF AMERICA A	0.00	0.94	0.00	0.94	93.0	0.87

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
12/15/2017	FITZSIMMONS, CHRISTINE	AM FUNDS GROWTH FUND OF AMERICA A	0.00	0.57	0.00	0.57	93.0	0.53
12/15/2017	LOWE, RUSSELL	AM FUNDS GROWTH FUND OF AMERICA A	0.00	1.52	0.00	1.52	93.0	1.41
12/15/2017	TURPEN, ERIC	AM FUNDS GROWTH FUND OF AMERICA A	0.00	0.70	0.00	0.70	93.0	0.65
12/15/2017	TURPEN, RACHEL	AM FUNDS GROWTH FUND OF AMERICA A	0.00	1.84	0.00	1.84	93.0	1.71
12/15/2017	TURPEN, ERIC	AM FUNDS NEW ECONOMY A	0.00	0.14	0.00	0.14	93.0	0.13
12/15/2017	TURPEN, RACHEL	AM FUNDS NEW ECONOMY A	0.00	0.37	0.00	0.37	93.0	0.34
12/15/2017	FITZSIMMONS, CHRISTINE	AM FUNDS NEW WORLD A	0.00	0.35	0.00	0.35	93.0	0.33
12/15/2017	TURPEN, ERIC	AM FUNDS NEW WORLD A	0.00	0.12	0.00	0.12	93.0	0.11
12/15/2017	TURPEN, RACHEL	AM FUNDS NEW WORLD A	0.00	0.69	0.00	0.69	93.0	0.64
12/15/2017	TURPEN, ERIC	AM FUNDS SMALLCAP WORLD A	0.00	0.08	0.00	0.08	93.0	0.07
12/15/2017	TURPEN, RACHEL	AM FUNDS SMALLCAP WORLD A	0.00	0.51	0.00	0.51	93.0	0.47
12/15/2017	TURPEN, ERIC	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	0.53	0.00	0.53	93.0	0.49
12/15/2017	TURPEN, RACHEL	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	1.38	0.00	1.38	93.0	1.28
/ /	BEEBE, AUDREY	ASCENSUS COLLEGE SAVINGS NEA GRO ST	0.00	77.25	0.00	77.25	93.0	71.84
/ /	BEEBE, AUDREY	ASCENSUS NEA GROWTH STATIC A	0.00	22.74	0.00	22.74	93.0	21.15
12/22/2017	BITTENBENDER, MARILYN	BLK GLOBAL ALLOCATION C	0.00	34.11	0.00	34.11	93.0	31.72
12/21/2017	ROY, DEBRA	BLUEROCK TOTAL INC & REAL ESTATE FU	0.00	4.04	0.00	4.04	93.0	3.76
12/21/2017	ROY, DEBRA	BLUEROCK TOTAL INC & REAL ESTATE FU	0.00	12.13	0.00	12.13	93.0	11.28
12/21/2017	LARSON, DONALD	BLUEROCK TOTAL INC & REAL ESTATE FU	0.00	20.64	0.00	20.64	93.0	19.20
12/21/2017	LARSON, DONALD	BLUEROCK TOTAL INC & REAL ESTATE FU	0.00	61.93	0.00	61.93	93.0	57.59
12/21/2017	BERGLING CHARITABLE	BLUEROCK TOTAL INC & REAL ESTATE FU	0.00	41.03	0.00	41.03	93.0	38.16
12/21/2017	BERGLING CHARITABLE	BLUEROCK TOTAL INC & REAL ESTATE FU	0.00	123.08	0.00	123.08	93.0	114.46
12/21/2017	WOLFF, JEAN	BLUEROCK TOTAL INC & REAL ESTATE FU	0.00	2.10	0.00	2.10	93.0	1.95
12/21/2017	WOLFF, JEAN	BLUEROCK TOTAL INC & REAL ESTATE FU	0.00	6.31	0.00	6.31	93.0	5.87
12/21/2017	WOLFF TRUST, WILLIS	BLUEROCK TOTAL INC & REAL ESTATE FU	0.00	30.95	0.00	30.95	93.0	28.78
12/21/2017	WOLFF TRUST, WILLIS	BLUEROCK TOTAL INC & REAL ESTATE FU	0.00	92.86	0.00	92.86	93.0	86.36
12/22/2017	REILLY, KAREN	DREYFUS WORLDWIDE GROWTH FUND CLASS	0.00	21.82	0.00	21.82	93.0	20.29
12/22/2017	VAN SISTINE, JEANNE	DREYFUS WORLDWIDE GROWTH FUND CLASS	0.00	18.85	0.00	18.85	93.0	17.53
12/22/2017	REINKE, RONALD	DREYFUS WORLDWIDE GROWTH FUND CLASS	0.00	2.82	0.00	2.82	93.0	2.62
12/14/2017	REILLY, KAREN	EATON VANCE TAX MANAGED VALUE FD CL	0.00	8.87	0.00	8.87	93.0	8.25
12/14/2017	VAN SISTINE, JEANNE	EATON VANCE TAX MANAGED VALUE FD CL	0.00	16.83	0.00	16.83	93.0	15.65
/ /	WHITNEY, STANLEY	HARTFORD GROWTH OPP A	0.00	36.55	0.00	36.55	93.0	33.99
/ /	BOUDREAU, WILLIAM	JH FREEDOM LIFESTYLE GRW 529 PF C2	0.00	13.92	0.00	13.92	93.0	12.95

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
/ /	KOCON, ANTHONY	JH FREEDOM LIFESTYLE GRW 529 PF C2	0.00	0.42	0.00	0.42	93.0	0.39
/ /	KOCON, ANTHONY	JH FREEDOM LIFESTYLE GRW 529 PF C2	0.00	3.59	0.00	3.59	93.0	3.34
/ /	BOUDREAU, WILLIAM	JH FREEDOM LIFESTYLE GRW 529 PF C2	0.00	7.48	0.00	7.48	93.0	6.96
12/15/2017	TURNER, WANDA	JH HIGH YIELD A	0.00	1.37	0.00	1.37	93.0	1.27
12/15/2017	REINKE, RONALD	JH LARGE CAP EQUITY A	0.00	3.95	0.00	3.95	93.0	3.67
12/15/2017	REILLY, KAREN	JH NEW OPPORTUNITIES A	0.00	9.26	0.00	9.26	93.0	8.61
12/15/2017	VAN SISTINE, JEANNE	JH NEW OPPORTUNITIES A	0.00	8.64	0.00	8.64	93.0	8.04
12/14/2017	PLOTZ, ROSANN	JP MORGAN GROWTH AND INCOME FUND CL	0.00	0.48	0.00	0.48	93.0	0.45
12/14/2017	REILLY, KAREN	JP MORGAN MID CAP GROWTH FUND CLASS	0.00	8.06	0.00	8.06	93.0	7.50
12/14/2017	POLTZ, ALAN	JP MORGAN MID CAP GROWTH FUND CLASS	0.00	0.75	0.00	0.75	93.0	0.70
12/14/2017	REINKE, RONALD	JP MORGAN MID CAP GROWTH FUND CLASS	0.00	4.17	0.00	4.17	93.0	3.88
12/11/2017	SCHLOMANN, DAVID	MFS GROWTH ALLOCATION C	0.00	6.77	0.00	6.77	93.0	6.30
12/11/2017	SCHLOMANN, ANN	MFS MODERATE ALLOCATION C	0.00	8.11	0.00	8.11	93.0	7.54
12/11/2017	POLTZ, ALAN	MFS RESEARCH A	0.00	0.50	0.00	0.50	93.0	0.47
01/03/2018	BOESCH JT TEN, DEBRA	PIONEER INDEPENDENCE A	0.00	8.80	0.00	8.80	93.0	8.18
01/03/2018	GARTNER, MARIE	PIONEER VALUE A	0.00	23.93	0.00	23.93	93.0	22.25
12/15/2017	REINKE, RONALD	PUTNAM HIGH YIELD ADVANTAGE A	0.00	3.53	0.00	3.53	93.0	3.28
12/11/2017	OTTO, CHRISTOPHER	SUNAMERICA FOCUSED ALPHA GROWTH A	0.00	0.69	0.00	0.69	93.0	0.64
12/11/2017	REILLY, KAREN	SUNAMERICA FOCUSED ALPHA LARGE CAP A	0.00	4.35	0.00	4.35	93.0	4.05
12/14/2017	SWANSON, GLENN	TRANSAMERICA AA CONSERVATIVE C	0.00	25.60	0.00	25.60	93.0	23.81
12/14/2017	KOTTSCHADE, DANIEL	TRANSAMERICA AA GROWTH A	0.00	2.37	0.00	2.37	93.0	2.20
12/14/2017	HINTON, ALYSSA	TRANSAMERICA AA GROWTH C	0.00	2.11	0.00	2.11	93.0	1.96
12/14/2017	BOUDREAU, WILLIAM	TRANSAMERICA AA GROWTH C	0.00	12.22	0.00	12.22	93.0	11.36
12/14/2017	BOUDREAU, DIANE	TRANSAMERICA AA GROWTH C	0.00	24.94	0.00	24.94	93.0	23.19
12/14/2017	VETTER, BRIAN	TRANSAMERICA AA GROWTH C	0.00	3.28	0.00	3.28	93.0	3.05
12/14/2017	GRUBISH, JAMES	TRANSAMERICA AA GROWTH C	0.00	30.81	0.00	30.81	93.0	28.65
12/14/2017	LILLEVOLD, KATHRYN	TRANSAMERICA AA GROWTH C	0.00	15.25	0.00	15.25	93.0	14.18
12/14/2017	FITTERER TRUST, RUTH	TRANSAMERICA AA GROWTH C	0.00	72.90	0.00	72.90	93.0	67.80
12/14/2017	VETTER, BRIAN	TRANSAMERICA AA MOD GROWTH C	0.00	4.95	0.00	4.95	93.0	4.60
12/14/2017	SWANSON, GLENN	TRANSAMERICA AA MOD GROWTH C	0.00	33.26	0.00	33.26	93.0	30.93
12/14/2017	FITTERER TRUST, RUTH	TRANSAMERICA AA MOD GROWTH C	0.00	66.12	0.00	66.12	93.0	61.49
12/14/2017	VETTER, BRIAN	TRANSAMERICA AA MODERATE C	0.00	1.97	0.00	1.97	93.0	1.83
12/14/2017	OTTO, CHRISTOPHER	TRANSAMERICA CAPITAL GROWTH A	0.00	0.76	0.00	0.76	93.0	0.71

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
12/14/2017	OTTO, CHRISTOPHER	TRANSAMERICA DIVERSIFIED EQUITY A	0.00	0.77	0.00	0.77	93.0	0.72
12/14/2017	OTTO, CHRISTOPHER	TRANSAMERICA MORGAN STANLEY GRTH OP	0.00	0.93	0.00	0.93	93.0	0.86
12/14/2017	OTTO, CHRISTOPHER	TRANSAMERICA SMALL/MID CAP VALUE A	0.00	1.23	0.00	1.23	93.0	1.14
* MUTUAL FUND 12B1 TRAILS SUBTOTAL *			\$0.00	\$1,071.43	\$0.00	\$1,071.43		\$996.36
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
12/27/2017	SIVANICH, DONALD	PACIFIC LIFE STEP UP VA	0.00	104.61	0.00	104.61	93.0	97.29
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *			\$0.00	\$104.61	\$0.00	\$104.61		\$97.29
*** DIRECT TRANSACTIONS TOTAL ***			\$68,159,443.66	\$231,914.78	\$0.00	\$231,914.78		\$215,680.74

SPLIT TRANSACTIONS**BROKER: 46G-JOE/JACK MICHALETZ #290**

12/21/2017	JANSEN, LOREN	BLUEROCK TOTAL INC & REAL ESTATE FU	0.00	4.70	0.00	4.70	93.0	4.37
12/21/2017	JANSEN, LOREN	BLUEROCK TOTAL INC & REAL ESTATE FU	0.00	14.09	0.00	14.09	93.0	13.10
01/05/2018	OLSON, MARK	HPI REAL ESTATE FUND V LLC	80,000.00	0.00	0.00	0.00	93.0	0.00
* 46G-JOE/JACK MICHALETZ SUBTOTAL *			\$80,000.00	\$18.79	\$0.00	\$18.79		\$17.47
*** SPLIT TRANSACTIONS TOTAL ***			\$80,000.00	\$18.79	\$0.00	\$18.79		\$17.47

OVERRIDE TRANSACTIONS**BROKER: JACK MICHALETZ #287**

12/29/2017	WEBSTER, RONALD	ALLIANZ VISION BASIC	118,449.16	296.12	0.00	296.12	40.0	275.39
12/29/2017	STEPHENS, GREG	ALLIANZ VISION BASIC	65,198.84	163.00	0.00	163.00	40.0	151.59
12/29/2017	ZABEL, DENNIS	ALLIANZ VISION BASIC	132,669.31	331.67	0.00	331.67	40.0	308.45
12/29/2017	DRAPEAU, GAIL	ALLIANZ VISION BASIC	171,420.77	428.55	0.00	428.55	40.0	398.55
12/29/2017	GEHRKE, DEBORAH	ALLIANZ VISION BASIC	32,502.30	40.63	0.00	40.63	40.0	37.79
12/15/2017	PEMBLE, JOCELYN	AM FUNDS AMCAP 529A	0.00	0.35	0.00	0.35	40.0	0.19
12/15/2017	PEMBLE, JOCELYN	AM FUNDS NEW PERSPECTIVE 529A	0.00	0.26	0.00	0.26	40.0	0.14
01/03/2018	STEPHENS, GREG	AM GEN POLARIS CHOICE IV	42,638.30	106.60	0.00	106.60	40.0	99.14
12/29/2017	SOUKUP, ARLENE	AXA ACCUM 04 ELITE (RO IRA)	28,570.39	82.14	0.00	82.14	40.0	76.39
12/29/2017	FEMRITE, LYLE	AXA ACCUM 04 ELITE (RO IRA)	79,916.34	219.77	0.00	219.77	40.0	204.39
12/29/2017	JOHNSON, ELOIS	AXA ACCUMULATOR PLUS (NQ)	103,284.57	193.66	0.00	193.66	40.0	180.10

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<u> OVERRIDE TRANSACTIONS </u>								
<u> BROKER: JACK MICHALETZ #287 </u>								
12/29/2017	JANSMA, DWAYNE	AXA ACCUMULATOR SELECT 2004	45,759.21	114.40	0.00	114.40	40.0	106.39
12/29/2017	JANSMA, SUSANNE	AXA ACCUMULATOR SELECT 2004	31,125.31	77.81	0.00	77.81	40.0	72.36
12/29/2017	STEFFL, JOSEPH	AXA REITREMENT CORNERSTONE 13 L	528,557.71	1,321.39	0.00	1,321.39	40.0	1,228.89
12/21/2017	ATKINSON, VONDA	BLUEROCK TOTAL INC & REAL ESTATE FU	0.00	14.60	0.00	14.60	40.0	7.74
12/21/2017	ATKINSON, VONDA	BLUEROCK TOTAL INC & REAL ESTATE FU	0.00	43.81	0.00	43.81	40.0	23.22
12/22/2017	ATKINSON, VONDA	DREYFUS WORLDWIDE GROWTH FUND CLASS	0.00	4.90	0.00	4.90	40.0	2.60
12/15/2017	GROMMERSCH, STACI	JH CLASSIC VALUE A	0.00	0.06	0.00	0.06	40.0	0.03
12/15/2017	GROMMERSCH, STACI	JH LARGE CAP EQUITY A	0.00	0.06	0.00	0.06	40.0	0.03
12/15/2017	GROMMERSCH, STACI	JH NEW OPPORTUNITIES A	0.00	0.05	0.00	0.05	40.0	0.03
12/15/2017	STEFFL, CHRISTINE	JH STRATEGIC GROWTH A	0.00	0.29	0.00	0.29	40.0	0.15
12/15/2017	STEFFL, JOSEPH	JH STRATEGIC GROWTH A	0.00	0.41	0.00	0.41	40.0	0.22
12/15/2017	ATKINSON, VONDA	JH STRATEGIC GROWTH A	0.00	2.74	0.00	2.74	40.0	1.45
12/31/2017	HAAK, HELEN	JNL PERSPECTIVE ADV II 5/05	69,006.64	71.88	0.00	71.88	40.0	66.85
12/31/2017	FIRST CONGREGATIONAL	JNL PERSPECTIVE II 04/14	180,760.23	37.66	0.00	37.66	40.0	35.02
12/31/2017	STEFFL, JAMES	JNL PERSPECTIVE II 04/14	164,729.30	34.32	0.00	34.32	40.0	31.92
12/31/2017	ZOARS UNITED CHURCH OF CH	JNL PERSPECTIVE II 04/14	36,050.97	7.51	0.00	7.51	40.0	6.98
12/31/2017	COLBY, TODD	JNL PERSPECTIVE II 04/14	210,407.72	43.83	0.00	43.83	40.0	40.76
12/31/2017	ROY, DEBRA	JNL PERSPECTIVE II 04/14	168,145.09	140.12	0.00	140.12	40.0	130.31
12/31/2017	STEVERMER, THOMAS	JNL PERSPECTIVE II 04/14	112,701.24	46.96	0.00	46.96	40.0	43.67
12/31/2017	VAUBEL, TIMOTHY	JNL PERSPECTIVE II 04/14	47,364.71	39.47	0.00	39.47	40.0	36.71
12/31/2017	WATTS, BAMBI	JNL PERSPECTIVE II 04/14	5,100.27	4.25	0.00	4.25	40.0	3.95
12/31/2017	ROSE, DENNIS	JNL PERSPECTIVE II 05/05	84,743.38	70.62	0.00	70.62	40.0	65.68
12/31/2017	ROSE, CHERYL	JNL PERSPECTIVE II 05/05	141,622.42	118.02	0.00	118.02	40.0	109.76
12/31/2017	OTTO, CURTIS	JNL PERSPECTIVE II 05/05	8,680.83	7.23	0.00	7.23	40.0	6.72
12/31/2017	PETERSON, IONE	JNL PERSPECTIVE L	134,429.34	145.64	0.00	145.64	40.0	135.45
12/31/2017	PANKRATZ, SUSAN	JNL PERSPECTIVE L	119,967.52	99.97	0.00	99.97	40.0	92.97
12/31/2017	PANKRATZ, EDWARD	JNL PERSPECTIVE L	214,948.90	179.12	0.00	179.12	40.0	166.58
12/31/2017	ROSE, DENNIS	JNL PERSPECTIVE L	172,747.61	143.96	0.00	143.96	40.0	133.88
12/31/2017	KOPISCHKE, BEVERLY	JNL PERSPECTIVE L	162,780.30	135.65	0.00	135.65	40.0	126.15
12/31/2017	JOHNSON, ELOIS	JNL PERSPECTIVE L	494,660.09	412.22	0.00	412.22	40.0	383.36
12/31/2017	FITTERER, DELORIS	JNL PERSPECTIVE L	109,885.63	91.57	0.00	91.57	40.0	85.16
12/31/2017	FITTERER, DELORIS	JNL PERSPECTIVE L	250,749.24	208.96	0.00	208.96	40.0	194.33
12/31/2017	SHIRK, PAMELA	JNL PERSPECTIVE L	212,151.22	176.79	0.00	176.79	40.0	164.41

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<u> OVERRIDE TRANSACTIONS </u>								
<u> BROKER: JACK MICHALETZ #287 </u>								
12/31/2017	ENGELBRECHT, ALICE	JNL PERSPECTIVE L	246,214.24	205.18	0.00	205.18	40.0	190.82
12/31/2017	UTZKA, LANA	JNL PERSPECTIVE L	8,545.76	7.12	0.00	7.12	40.0	6.62
12/31/2017	KRONBACK, MAYDELLE	JNL PERSPECTIVE L	183,751.15	153.13	0.00	153.13	40.0	142.41
12/31/2017	ESLINGER, DOUGLAS	JNL PERSPECTIVE L	46,736.10	38.95	0.00	38.95	40.0	36.22
12/31/2017	DAHLKE, RONALD	JNL PERSPECTIVE L	9,496.38	7.91	0.00	7.91	40.0	7.36
12/31/2017	HOL, PATRICIA	JNL PERSPECTIVE L	133,326.92	111.10	0.00	111.10	40.0	103.32
12/31/2017	HAGER, REBECCA	JNL PERSPECTIVE L	66,379.55	55.32	0.00	55.32	40.0	51.45
12/31/2017	WESTERMAYER, CHARLES	JNL PERSPECTIVE L	37,467.02	31.22	0.00	31.22	40.0	29.03
12/31/2017	OLSON, BRENDA	JNL PERSPECTIVE L	56,845.86	47.37	0.00	47.37	40.0	44.05
12/31/2017	OLSON, BRYCE	JNL PERSPECTIVE L	460,506.80	383.76	0.00	383.76	40.0	356.90
12/31/2017	WESTERMAYER, CHARLES	JNL PERSPECTIVE L	270,557.48	225.46	0.00	225.46	40.0	209.68
12/31/2017	GOFF, WESLEY	JNL PERSPECTIVE L	34,797.13	29.00	0.00	29.00	40.0	26.97
12/31/2017	KRAFT, JUDITH	JNL PERSPECTIVE L	168,021.31	140.02	0.00	140.02	40.0	130.22
12/31/2017	KRAFT, JUDITH	JNL PERSPECTIVE L	107,681.47	89.73	0.00	89.73	40.0	83.45
12/31/2017	SIEBERG, JOSEPH	JNL PERSPECTIVE L	73,171.95	60.98	0.00	60.98	40.0	56.71
12/31/2017	SIEBERG, DIANE	JNL PERSPECTIVE L	6,451.98	5.38	0.00	5.38	40.0	5.00
12/31/2017	DORN, SANDRA	JNL PERSPECTIVE L	525,304.25	437.75	0.00	437.75	40.0	407.11
12/31/2017	HOWELL, NICOLE	JNL PERSPECTIVE L	212,758.15	177.30	0.00	177.30	40.0	164.89
12/31/2017	STIERLEN, ROGER	JNL PERSPECTIVE L	90,135.46	75.11	0.00	75.11	40.0	69.85
12/31/2017	MARSH, JAMES	JNL PERSPECTIVE L	40,519.14	33.77	0.00	33.77	40.0	31.41
12/31/2017	DAWSON, DEANNA	JNL PERSPECTIVE L	156,423.97	130.35	0.00	130.35	40.0	121.23
12/31/2017	DAMEWOOD, VIRGINIA	JNL PERSPECTIVE L	34,351.36	28.63	0.00	28.63	40.0	26.63
12/31/2017	DAMEWOOD, VIRGINIA	JNL PERSPECTIVE L	65,947.36	54.96	0.00	54.96	40.0	51.11
12/31/2017	DAWSON, DEANNA	JNL PERSPECTIVE L	38,065.78	31.72	0.00	31.72	40.0	29.50
12/31/2017	FEAR, WILLIAM	JNL PERSPECTIVE L	144,012.29	120.01	0.00	120.01	40.0	111.61
12/31/2017	PEMBLE, MICHELLE	JNL PERSPECTIVE L	313,657.27	261.38	0.00	261.38	40.0	243.08
12/31/2017	HART, JILLANE	JNL PERSPECTIVE L	101,525.44	84.60	0.00	84.60	40.0	78.68
12/31/2017	HART, KEVIN	JNL PERSPECTIVE L	300,057.60	250.04	0.00	250.04	40.0	232.54
12/31/2017	STEFFL, CHRISTINE	JNL PERSPECTIVE L	24,762.55	20.64	0.00	20.64	40.0	19.20
12/31/2017	BEVAN, HELEN	JNL PERSPECTIVE L	39,271.40	32.73	0.00	32.73	40.0	30.44
12/31/2017	SOUKUP, LAVERN	JNL PERSPECTIVE L	263,312.74	219.43	0.00	219.43	40.0	204.07
12/15/2017	GROMMERSCH, STACI	JOHN HANCOCK LIFESTYLE BALANCED POR	0.00	0.04	0.00	0.04	40.0	0.02
12/11/2017	PAHL, ADAM	MFS AGGRESSIVE GROWTH ALLOCATION C	0.00	11.88	0.00	11.88	40.0	6.30

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<u> OVERRIDE TRANSACTIONS </u>								
<u>BROKER: JACK MICHALETZ #287</u>								
12/11/2017	SWARD, KIM	MFS AGGRESSIVE GROWTH ALLOCATION C	0.00	37.38	0.00	37.38	40.0	19.81
12/11/2017	SORUM, JEFFREY	MFS GROWTH ALLOCATION C	0.00	4.41	0.00	4.41	40.0	2.34
12/11/2017	WHITE, STACEY	MFS GROWTH ALLOCATION C	0.00	11.80	0.00	11.80	40.0	6.25
12/21/2017	SORENSEN, JOSHUA	OPPENHEIMER CAPITAL APPRECIATION A	0.00	0.39	0.00	0.39	40.0	0.21
12/15/2017	ZIEGLER, KRISTINE	PUTNAM ASSET ALLOC GROWTH A	0.00	2.61	0.00	2.61	40.0	1.38
12/15/2017	FLO, PAUL	PUTNAM CAPITAL SPECTRUM C	0.00	1.53	0.00	1.53	40.0	0.81
12/15/2017	FLO, PAUL	PUTNAM CAPITAL SPECTRUM C	0.00	3.83	0.00	3.83	40.0	2.03
12/15/2017	LORENTZ, ANDREW	PUTNAM CAPITAL SPECTRUM C	0.00	0.12	0.00	0.12	40.0	0.06
01/05/2018	LORENTZ, ANDREW	PUTNAM CAPITAL SPECTRUM C	228.00	2.28	12.00	-9.72	40.0	-5.15
12/15/2017	FLO, PAUL	PUTNAM EQUITY SPECTRUM C	0.00	1.49	0.00	1.49	40.0	0.79
12/15/2017	FLO, PAUL	PUTNAM EQUITY SPECTRUM C	0.00	3.87	0.00	3.87	40.0	2.05
12/15/2017	LORENTZ, ANDREW	PUTNAM EQUITY SPECTRUM C	0.00	0.12	0.00	0.12	40.0	0.06
01/05/2018	LORENTZ, ANDREW	PUTNAM EQUITY SPECTRUM C	227.00	2.27	12.00	-9.73	40.0	-5.16
12/15/2017	ATKINSON, VONDA	PUTNAM INTERNATIONAL GROWTH-A	0.00	9.99	0.00	9.99	40.0	5.29
12/15/2017	SCHULLER, ALEC	PUTNAM MULTI CAP GROWTH A	0.00	0.88	0.00	0.88	40.0	0.47
12/11/2017	ATKINSON, VONDA	SUNAMERICA FOCUSED ALPHA LARGE CAP A	0.00	23.70	0.00	23.70	40.0	12.56
12/01/2017	GRONAU, ROLAND	TRANS LIFE LANDMARK 2003 VA	24,356.57	20.30	0.00	20.30	40.0	18.88
12/14/2017	LORENTZ, NICHOLAS	TRANSAMERICA AA GROWTH A	0.00	2.84	0.00	2.84	40.0	1.51
12/14/2017	GILBERTO, SARAH	TRANSAMERICA AA GROWTH A	0.00	3.85	0.00	3.85	40.0	2.04
12/14/2017	KOTTSCHADE, LAURA	TRANSAMERICA AA GROWTH A	0.00	2.37	0.00	2.37	40.0	1.26
12/14/2017	LORENTZ, ROBERT	TRANSAMERICA AA GROWTH A	0.00	5.03	0.00	5.03	40.0	2.67
12/14/2017	LORENTZ, ANDREW	TRANSAMERICA AA GROWTH C	0.00	4.42	0.00	4.42	40.0	2.34
12/14/2017	SIEBERG, KYLE	TRANSAMERICA AA GROWTH C	0.00	0.27	0.00	0.27	40.0	0.14
12/14/2017	LORENTZ, NICHOLAS	TRANSAMERICA AA GROWTH C	0.00	18.49	0.00	18.49	40.0	9.80
12/14/2017	LORENTZ, NICHOLAS	TRANSAMERICA AA GROWTH C	0.00	15.35	0.00	15.35	40.0	8.14
12/18/2017	DREW JAMES KOLLOS, SIM	TRANSAMERICA AA GROWTH C	159.39	1.59	0.00	1.59	40.0	1.48
12/18/2017	DREW JAMES KOLLOS, SIM	TRANSAMERICA AA GROWTH C	159.39	1.59	0.00	1.59	40.0	1.48
12/29/2017	GRETCHEN L WENDT, SIM	TRANSAMERICA AA GROWTH C	45.80	0.46	0.00	0.46	40.0	0.43
12/29/2017	GRETCHEN L WENDT, SIM	TRANSAMERICA AA GROWTH C	45.80	0.46	0.00	0.46	40.0	0.43
12/29/2017	CONRAD, GARY	TRANSAMERICA AA GROWTH C	40.63	0.41	0.00	0.41	40.0	0.38
12/29/2017	CONRAD, GARY	TRANSAMERICA AA GROWTH C	40.63	0.41	0.00	0.41	40.0	0.38
12/29/2017	JENSEN, MICHAEL	TRANSAMERICA AA GROWTH C	87.98	0.88	0.00	0.88	40.0	0.82
12/29/2017	JENSEN, MICHAEL	TRANSAMERICA AA GROWTH C	87.98	0.88	0.00	0.88	40.0	0.82

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<u> OVERRIDE TRANSACTIONS </u>								
<u>BROKER: JACK MICHALETZ #287</u>								
12/29/2017	FURST, KENNETH	TRANSAMERICA AA GROWTH C	74.52	0.75	0.00	0.75	40.0	0.70
12/29/2017	FURST, KENNETH	TRANSAMERICA AA GROWTH C	74.52	0.75	0.00	0.75	40.0	0.70
01/05/2018	LORENTZ, ANDREW	TRANSAMERICA AA GROWTH C	300.00	3.00	12.00	-9.00	40.0	-4.77
12/14/2017	BRAAM, JOHN	TRANSAMERICA AA MOD GROWTH C	0.00	31.40	0.00	31.40	40.0	16.64
12/18/2017	GRUBER, DUSTIN	TRANSAMERICA AA MOD GROWTH C	193.79	1.94	0.00	1.94	40.0	1.80
12/18/2017	GRUBER, DUSTIN	TRANSAMERICA AA MOD GROWTH C	193.79	1.94	0.00	1.94	40.0	1.80
12/14/2017	STEFFL, CHRISTINE	TRANSAMERICA CAPITAL GROWTH A	0.00	0.66	0.00	0.66	40.0	0.35
12/14/2017	STEFFL, JOSEPH	TRANSAMERICA CAPITAL GROWTH A	0.00	0.63	0.00	0.63	40.0	0.33
12/01/2017	STEVENS, DOUGLAS	TRANSAMERICA CLASSIC	12,676.15	2.64	0.00	2.64	40.0	2.46
12/24/2017	KIRCHNER, JACOB	TRANSAMERICA CLASSIC	18,487.55	3.85	0.00	3.85	40.0	3.58
12/14/2017	STEFFL, CHRISTINE	TRANSAMERICA DIVERSIFIED EQUITY A	0.00	0.44	0.00	0.44	40.0	0.23
12/14/2017	STEFFL, JOSEPH	TRANSAMERICA DIVERSIFIED EQUITY A	0.00	0.39	0.00	0.39	40.0	0.21
12/14/2017	SCHULLER, CORY	TRANSAMERICA DIVERSIFIED EQUITY A	0.00	1.46	0.00	1.46	40.0	0.77
12/08/2017	KIRCHNER, DUANE	TRANSAMERICA EXTRA	44,273.06	36.89	0.00	36.89	40.0	34.31
12/09/2017	DRESSEN, KATHRYN	TRANSAMERICA EXTRA	331,743.26	276.45	0.00	276.45	40.0	257.10
12/20/2017	GEWERTH, CHERYL	TRANSAMERICA EXTRA	19,537.10	16.28	0.00	16.28	40.0	15.14
12/21/2017	KRONBACK, EUGENE	TRANSAMERICA EXTRA	58,618.14	48.85	0.00	48.85	40.0	45.43
12/29/2017	BULLER, CAROL	TRANSAMERICA EXTRA	13,939.81	11.62	0.00	11.62	40.0	10.81
12/29/2017	KIRCHNER, JANET	TRANSAMERICA EXTRA	31,777.31	26.48	0.00	26.48	40.0	24.63
12/01/2017	IRELAND, DANIEL	TRANSAMERICA LANDMARK	107,276.09	89.40	0.00	89.40	40.0	83.14
12/16/2017	ZIEGLER, ERIC	TRANSAMERICA LANDMARK	18,472.67	15.39	0.00	15.39	40.0	14.31
12/16/2017	ZIEGLER, KRISTINE	TRANSAMERICA LANDMARK	18,984.82	15.82	0.00	15.82	40.0	14.71
12/25/2017	FITTERER, DELORIS	TRANSAMERICA LANDMARK	52,784.15	43.99	0.00	43.99	40.0	40.91
12/26/2017	ZIEGLER, ERIC	TRANSAMERICA LANDMARK	50.00	2.50	0.00	2.50	40.0	2.33
12/26/2017	ZIEGLER, KRISTINE	TRANSAMERICA LANDMARK	50.00	2.50	0.00	2.50	40.0	2.33
12/29/2017	ATKINSON, VONDA	TRANSAMERICA LANDMARK 89352F772	55,142.43	45.95	0.00	45.95	40.0	42.73
12/08/2017	BECKWITH, DOROTHY	TRANSAMERICA LIBERTY	87,382.52	72.82	0.00	72.82	40.0	67.72
12/13/2017	BECKWITH, ALTON	TRANSAMERICA LIBERTY	88,979.90	74.15	0.00	74.15	40.0	68.96
/ /	FITTERER, CHAD	TRANSAMERICA LIFE	0.00	73.00	0.00	73.00	40.0	67.89
01/05/2018	GARTNER, MARK	TRANSAMERICA LIFE	0.00	34.65	0.00	34.65	40.0	32.22
01/05/2018	KIRCHNER, PAUL	TRANSAMERICA LIFE	0.00	82.59	0.00	82.59	40.0	76.81
01/05/2018	KIRCHNER, DUANE	TRANSAMERICA LIFE	0.00	34.73	0.00	34.73	40.0	32.30
01/05/2018	FITTERER, DELORIS	TRANSAMERICA LIFE	0.00	44.14	0.00	44.14	40.0	41.05

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<u> OVERRIDE TRANSACTIONS </u>								
<u>BROKER: JACK MICHALETZ #287</u>								
01/05/2018	KIRCHNER REV LIV TR, MONICA	TRANSAMERICA LIFE	0.00	52.36	0.00	52.36	40.0	48.69
01/05/2018	KIRCHNER, JACOB	TRANSAMERICA LIFE	0.00	54.63	0.00	54.63	40.0	50.81
* JACK MICHALETZ SUBTOTAL *			\$9,728,271.47	\$10,612.30	\$36.00	\$10,576.30		\$9,739.66
<u>BROKER: JANE MICHALETZ #347</u>								
12/31/2017	BURNHAM, MOLLY	JNL PERSPECTIVE II 05/05	77,208.71	32.17	0.00	32.17	0.0	29.92
* JANE MICHALETZ SUBTOTAL *			\$77,208.71	\$32.17	\$0.00	\$32.17		\$29.92
*** OVERRIDE TRANSACTIONS TOTAL ***			\$9,805,480.18	\$10,644.47	\$36.00	\$10,608.47		\$9,769.58

ADJUSTMENTS

01/15/2018	*AI INSIGHT: CURRENT MONTH - JOE	0.00						-7.00
01/15/2018	*ALBRIDGE: LIGHT USER - JOE	0.00						-76.00
01/15/2018	*CREDIT CARD PYT: CREDIT CARD PYT	0.00						1,497.55
01/15/2018	*EO INS: CURRENT MONTH INS	0.00						-300.00
01/15/2018	*FINRA: AR INDIVID REG FEE GERARD	0.00						-150.00
01/15/2018	*GLOBAL RELAY: WEBSITE - JOE	0.00						-15.00
01/15/2018	*LASER APP: LASER APP - JOE	0.00						-18.00
01/15/2018	*PERSHING: ETF PROSPECTUS	0.00						-1.55
01/15/2018	*RBC: KOCH RBC WEALTH STATION	0.00						-25.00
01/15/2018	*TECHNOLOGY: ADMIN - BRIDGET	0.00						-130.00
01/15/2018	*TECHNOLOGY: ADMIN - CHRISTINE	0.00						-135.00
01/15/2018	*TECHNOLOGY: ADMIN - JANE	0.00						-135.00
01/15/2018	*TECHNOLOGY: ADMIN - KIMBERLY	0.00						-130.00
01/15/2018	*TECHNOLOGY: ADMIN - NICHOLE	0.00						-135.00
01/15/2018	*TECHNOLOGY: BASIC PACKAGE - JOE	0.00						-180.00
01/15/2018	*TECHNOLOGY: LIMITED ADMIN - KENNET	0.00						-60.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$0.00

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BROKER COMMISSION TOTALS

Broker Transactions	\$215,680.74
Split Transactions	\$17.47
Override Transactions	\$9,769.58
Adjustments	\$0.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$225,467.79
Year-to-date Gross	\$230,679.11
Year-to-date Earnings	\$225,467.79