



Concorde Investment Services, LLC

02/14/2017  
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# COMMISSION STATEMENT

February 15, 2017

DAVID KERN  
4321 Flagstaff Cove

BROKER #: K123  
BRANCH: DAVID KERN

Fort Wayne, IN 46815

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<b><u>BROKER TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: MUTUAL FUNDS</u></b>								
/ /	NICHOLS, CAROLYN	HARTFORD HIGH YIELD A	0.00	0.98	0.00	0.98	90.0	0.88
/ /	KERN, BRIAN	RYDEX GUGG PRECIOUS METALS C	0.00	1.33	0.00	1.33	90.0	1.20
* MUTUAL FUNDS SUBTOTAL *			\$0.00	\$2.31	\$0.00	\$2.31		\$2.08
<b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b>								
01/25/2017	KERN, DAVID	AMERITAS LOWLOAD VUL	9,547.87	0.79	0.00	0.79	90.0	0.71
01/27/2017	KERN, BENJAMIN	AMERITAS LOWLOAD VUL	18,082.73	1.50	0.00	1.50	90.0	1.35
02/01/2017	KERN, BRIAN	AMERITAS LOWLOAD VUL	1,421.53	0.12	0.00	0.12	90.0	0.11
01/27/2017	KERN, DAVID	JNL ELITE ACCESS	6,500.00	243.75	0.00	243.75	90.0	219.38
01/31/2017	KERN, DAVID	JNL ELITE ACCESS	43,839.04	9.13	0.00	9.13	90.0	8.22
01/31/2017	KERN, BENJAMIN	JNL ELITE ACCESS	144,897.26	30.19	0.00	30.19	90.0	27.17
01/31/2017	LINDQUIST FAMILY TRUST, MICAH	JNL ELITE ACCESS	158,612.64	33.04	0.00	33.04	90.0	29.74
01/31/2017	BUTCHER, JACK	JNL ELITE ACCESS	776,720.93	647.27	0.00	647.27	90.0	582.54
01/31/2017	KERN, BRIAN	JNL ELITE ACCESS	44,137.70	36.78	0.00	36.78	90.0	33.10
01/31/2017	RIEBE, PATRICIA	JNL ELITE ACCESS	74,409.58	62.01	0.00	62.01	90.0	55.81
01/31/2017	SVOBODA, JOYCE	JNL ELITE ACCESS	35,961.73	29.97	0.00	29.97	90.0	26.97
01/31/2017	MILLER, LAVERN	JNL ELITE ACCESS	26,815.01	22.35	0.00	22.35	90.0	20.12
01/31/2017	MILLER, JEAN	JNL ELITE ACCESS	11,692.13	9.74	0.00	9.74	90.0	8.77
01/31/2017	BRIEGEL, WILLIAM	JNL ELITE ACCESS	16,311.42	13.59	0.00	13.59	90.0	12.23
01/31/2017	JOHNSON, JULIE	JNL ELITE ACCESS	16,201.50	13.50	0.00	13.50	90.0	12.15
01/31/2017	FORTNEY, ELIZABETH	JNL ELITE ACCESS	25,064.54	20.89	0.00	20.89	90.0	18.80
01/31/2017	JOHNSON, MARGAUX	JNL ELITE ACCESS	6,074.31	5.06	0.00	5.06	90.0	4.55
01/31/2017	SMITH, STEPHANIE	JNL ELITE ACCESS	19,067.80	15.89	0.00	15.89	90.0	14.30
01/31/2017	FREISTROFFER, HENRY	JNL ELITE ACCESS	7,240.87	6.03	0.00	6.03	90.0	5.43
01/31/2017	COLLENTINE, CARYL	JNL ELITE ACCESS	4,503.47	3.75	0.00	3.75	90.0	3.38
01/31/2017	COLLENTINE, SEAN	JNL ELITE ACCESS	4,513.93	3.76	0.00	3.76	90.0	3.38
01/31/2017	ROY, SHARI	JNL ELITE ACCESS	42,706.33	35.59	0.00	35.59	90.0	32.03

NOTES: \* - Indicates adjustment is not included in 1099 Earnings  
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<b><u>BROKER TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b>								
01/31/2017	KERN, LEESA	JNL ELITE ACCESS	38,027.49	31.69	0.00	31.69	90.0	28.52
01/31/2017	CONNER, ANDREW	JNL ELITE ACCESS	7,402.97	6.17	0.00	6.17	90.0	5.55
01/31/2017	CONNER, ANDREW	JNL ELITE ACCESS	8,890.13	7.41	0.00	7.41	90.0	6.67
01/31/2017	HURLEY, JOHN	JNL ELITE ACCESS	16,819.59	14.02	0.00	14.02	90.0	12.62
01/31/2017	DELLINGER, EMMA	JNL ELITE ACCESS	143,860.00	119.88	0.00	119.88	90.0	107.89
01/31/2017	OBERLIN, DOUGLAS	JNL ELITE ACCESS	22,736.13	18.95	0.00	18.95	90.0	17.06
01/31/2017	SIMS, SUSAN	JNL ELITE ACCESS	4,502.40	3.75	0.00	3.75	90.0	3.38
01/31/2017	BLESSING, THOMAS	JNL ELITE ACCESS	66,480.30	55.40	0.00	55.40	90.0	49.86
01/31/2017	AKPABIO, UWEM	JNL ELITE ACCESS	87,660.02	73.05	0.00	73.05	90.0	65.75
01/31/2017	REBMAN, MONA	JNL ELITE ACCESS	6,021.87	5.02	0.00	5.02	90.0	4.52
01/31/2017	FREISTROFFER, HENRY	JNL ELITE ACCESS	6,859.85	5.72	0.00	5.72	90.0	5.15
01/31/2017	ROGERS, JOHN	JNL ELITE ACCESS	11,606.38	9.67	0.00	9.67	90.0	8.70
01/31/2017	ROGERS, ADRIENNE	JNL ELITE ACCESS	11,606.42	9.67	0.00	9.67	90.0	8.70
01/31/2017	ROGERS, ADRIENNE	JNL ELITE ACCESS	159,954.51	133.30	0.00	133.30	90.0	119.97
01/31/2017	WHITELEATHER, TRACY	JNL ELITE ACCESS	106,122.54	88.44	0.00	88.44	90.0	79.60
01/31/2017	WHITELEATHER, KEVIN	JNL ELITE ACCESS	6,800.36	5.67	0.00	5.67	90.0	5.10
01/31/2017	KELTY, SANDRA	JNL ELITE ACCESS	20,976.60	17.48	0.00	17.48	90.0	15.73
01/31/2017	RIEBE, PATRICIA	JNL ELITE ACCESS	6,434.78	5.36	0.00	5.36	90.0	4.82
02/01/2017	FORTNEY, ELIZABETH	JNL ELITE ACCESS	400.00	5.00	0.00	5.00	90.0	4.50
01/31/2017	KERN, DAVID	JNL ELITE ACCESS W/ LIQUIDITY	36,374.98	30.31	0.00	30.31	90.0	27.28
01/31/2017	WOODHAMS, JACK	JNL ELITE ACCESS W/ LIQUIDITY	38,342.37	31.95	0.00	31.95	90.0	28.76
01/31/2017	JOHNSON, THEODORE	JNL ELITE ACCESS W/ LIQUIDITY	6,006.50	5.01	0.00	5.01	90.0	4.51
01/31/2017	ROY, RICHARD	JNL ELITE ACCESS W/ LIQUIDITY	24,456.84	20.38	0.00	20.38	90.0	18.34
01/31/2017	PAYNE, MARTHA	JNL ELITE ACCESS W/ LIQUIDITY	9,889.83	8.24	0.00	8.24	90.0	7.42
01/31/2017	HURLEY, JOHN	JNL ELITE ACCESS W/ LIQUIDITY	108,695.01	90.58	0.00	90.58	90.0	81.52
01/31/2017	COLE, NANCY	JNL ELITE ACCESS W/ LIQUIDITY	46,566.62	38.81	0.00	38.81	90.0	34.93
01/31/2017	DETER, MARY	JNL ELITE ACCESS W/ LIQUIDITY	2,967.39	2.47	0.00	2.47	90.0	2.22
01/31/2017	HESTER, LEEANNE	JNL ELITE ACCESS W/ LIQUIDITY	53,507.29	44.59	0.00	44.59	90.0	40.13
01/31/2017	THEXTON, BARBARA	JNL ELITE ACCESS W/ LIQUIDITY	13,671.62	11.39	0.00	11.39	90.0	10.25
01/31/2017	DITTMAR, DONNA	JNL ELITE ACCESS W/ LIQUIDITY	7,003.10	5.84	0.00	5.84	90.0	5.26
01/31/2017	DITTMAR, CHARLES	JNL ELITE ACCESS W/ LIQUIDITY	28,331.89	23.61	0.00	23.61	90.0	21.25
01/31/2017	DAVIS, GARY	JNL PERSPECTIVE L	227,696.95	189.75	0.00	189.75	90.0	170.78
01/31/2017	HIPPENSTEEL, TERRY	JNL PERSPECTIVE L	98,296.84	81.91	0.00	81.91	90.0	73.72

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<b><u>BROKER TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b>								
01/31/2017	KELTY, RICHARD	JNL PERSPECTIVE L	649,570.11	541.31	0.00	541.31	90.0	487.18
01/31/2017	GETTS, JUDITH	JNL PERSPECTIVE L	97,438.14	81.20	0.00	81.20	90.0	73.08
01/31/2017	SOLLOWAY, WILLIAM	JNL PERSPECTIVE L	133,359.72	111.13	0.00	111.13	90.0	100.02
01/31/2017	BUTCHER, JACK	JNL PERSPECTIVE L	339,984.81	283.32	0.00	283.32	90.0	254.99
01/31/2017	DETER, MARY	JNL PERSPECTIVE L	51,936.85	43.28	0.00	43.28	90.0	38.95
01/31/2017	CROWLEY, HELEN	JNL PERSPECTIVE L	43,782.45	36.49	0.00	36.49	90.0	32.84
01/31/2017	FREISTROFFER, HENRY	JNL PERSPECTIVE L	165,962.85	138.30	0.00	138.30	90.0	124.47
01/31/2017	HIPPENSTEEL, PAMELA	JNL PERSPECTIVE L	69,943.15	58.29	0.00	58.29	90.0	52.46
01/31/2017	BOHNKE, LON	JNL PERSPECTIVE L	59,710.16	49.76	0.00	49.76	90.0	44.78
01/31/2017	ROGERS, ADRIENNE	JNL PERSPECTIVE L	48,077.45	40.06	0.00	40.06	90.0	36.05
01/31/2017	ROGERS, JOHN	JNL PERSPECTIVE L	47,750.20	39.79	0.00	39.79	90.0	35.81
01/31/2017	BUTCHER, JACK	JOHN HANCOCK VISION	161,338.79	154.62	0.00	154.62	90.0	139.16
01/31/2017	WEST, JOLAN	JOHN HANCOCK VISION	121,140.67	116.09	0.00	116.09	90.0	104.48
/ /	MARATHON LABELS 401K	NWL FLEX ADVANTAGE	231,713.39	50.79	0.00	50.79	90.0	45.71
/ /	NEW HAVEN PRINT &	NWL FLEX ADVANTAGE	749,557.31	197.14	0.00	197.14	90.0	177.43
/ /	MARATHON LABELS 401K	NWL POOLED FXD	51,346.60	11.25	0.00	11.25	90.0	10.13
/ /	NEW HAVEN PRINT &	NWL POOLED FXD	2,903.54	0.76	0.00	0.76	90.0	0.68
<b>* VARIABLE ANNUITIES SUBTOTAL *</b>			<b>\$5,954,808.08</b>	<b>\$4,398.77</b>	<b>\$0.00</b>	<b>\$4,398.77</b>		<b>\$3,958.92</b>
<b><u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u></b>								
01/19/2017	HELMBERGER, GENNA	SAMMONS	0.00	5.56	0.00	5.56	90.0	5.00
01/30/2017	KERN, BRIAN	SAMMONS	0.00	11.44	0.00	11.44	90.0	10.30
<b>* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *</b>			<b>\$0.00</b>	<b>\$17.00</b>	<b>\$0.00</b>	<b>\$17.00</b>		<b>\$15.30</b>
<b>*** BROKER TRANSACTIONS TOTAL ***</b>			<b>\$5,954,808.08</b>	<b>\$4,418.08</b>	<b>\$0.00</b>	<b>\$4,418.08</b>		<b>\$3,976.30</b>

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<b><u>ADJUSTMENTS</u></b>								
02/15/2017		*E & O INSURANCE: CURRENT MONTH INS	0.00					-300.00
02/15/2017		*TECHNOLOGY: ADMIN - LEESA KERN	0.00					-100.00
02/15/2017		*TECHNOLOGY: CURRENT MONTH TECH	0.00					-275.00
*** ADJUSTMENTS TOTAL ***			<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>		<b>\$-675.00</b>

**BROKER COMMISSION TOTALS**

Broker Transactions	\$3,976.30
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$-675.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	<b>\$3,301.30</b>
Year-to-date Gross	<b>\$20,782.95</b>
Year-to-date Earnings	<b>\$18,741.95</b>

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