



Concorde Investment Services, LLC
COMMISSION STATEMENT
September 15, 2017

09/13/2017
Page No. 1

STAN WEBB
300 N. Main Street
Suite 309
Wichita, KS 67202

BROKER #: W121
BRANCH: STAN WEBB

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
09/01/2017	SCHMITT, SUSAN	AGGRESSIVE PORTFOLIO A	50.00	2.50	0.00	2.50	92.0	2.30
09/01/2017	SCHMITT, SUSAN	AGGRESSIVE PORTFOLIO A	50.00	2.50	0.00	2.50	92.0	2.30
08/31/2017	DUSH, THERESA	AM FUNDS AMERICAN BALANCED A	50.00	1.38	0.00	1.38	92.0	1.27
09/05/2017	BOHANNON, DONNA	AM FUNDS AMERICAN BALANCED A	12,199.19	457.47	0.00	457.47	92.0	420.87
09/05/2017	VALDIVIA, HOLLY	AM FUNDS AMERICAN BALANCED A	1,375.00	68.75	0.00	68.75	92.0	63.25
09/05/2017	MULLINIX, JONATHAN	AM FUNDS AMERICAN BALANCED A	1,100.00	55.00	0.00	55.00	92.0	50.60
09/06/2017	BOHANNON, DONNA	AM FUNDS AMERICAN BALANCED A	2,472.55	92.72	0.00	92.72	92.0	85.30
09/05/2017	BOHANNON, DONNA	AM FUNDS CAPITAL INCOME BUILDER A	5,228.23	196.06	0.00	196.06	92.0	180.38
09/05/2017	VALDIVIA, HOLLY	AM FUNDS CAPITAL INCOME BUILDER A	1,100.00	55.00	0.00	55.00	92.0	50.60
09/05/2017	MULLINIX, JONATHAN	AM FUNDS CAPITAL INCOME BUILDER A	1,100.00	55.00	0.00	55.00	92.0	50.60
09/06/2017	HENDERSON, SUSAN	AM FUNDS CAPITAL INCOME BUILDER A	25.00	1.06	0.00	1.06	92.0	0.98
09/06/2017	HENDERSON, SUSAN	AM FUNDS CAPITAL INCOME BUILDER A	25.00	1.06	0.00	1.06	92.0	0.98
09/06/2017	BOHANNON, DONNA	AM FUNDS CAPITAL INCOME BUILDER A	1,059.66	39.74	0.00	39.74	92.0	36.56
09/05/2017	BOHANNON, DONNA	AM FUNDS CAPITAL WORLD GRTH & INC A	3,485.49	130.71	0.00	130.71	92.0	120.25
09/05/2017	VALDIVIA, HOLLY	AM FUNDS CAPITAL WORLD GRTH & INC A	825.00	41.25	0.00	41.25	92.0	37.95
09/05/2017	MULLINIX, JONATHAN	AM FUNDS CAPITAL WORLD GRTH & INC A	1,100.00	55.00	0.00	55.00	92.0	50.60
09/06/2017	BOHANNON, DONNA	AM FUNDS CAPITAL WORLD GRTH & INC A	706.44	26.49	0.00	26.49	92.0	24.37
09/05/2017	BOHANNON, DONNA	AM FUNDS FUNDAMENTAL INVESTORS A	6,970.97	261.41	0.00	261.41	92.0	240.50
09/05/2017	VALDIVIA, HOLLY	AM FUNDS FUNDAMENTAL INVESTORS A	1,100.00	55.00	0.00	55.00	92.0	50.60
09/05/2017	MULLINIX, JONATHAN	AM FUNDS FUNDAMENTAL INVESTORS A	1,100.00	55.00	0.00	55.00	92.0	50.60
09/06/2017	BOHANNON, DONNA	AM FUNDS FUNDAMENTAL INVESTORS A	1,412.89	52.98	0.00	52.98	92.0	48.74
09/05/2017	BOHANNON, DONNA	AM FUNDS WASHINGTON MUTUAL INVESTOR	6,970.97	261.41	0.00	261.41	92.0	240.50
09/05/2017	VALDIVIA, HOLLY	AM FUNDS WASHINGTON MUTUAL INVESTOR	1,100.00	55.00	0.00	55.00	92.0	50.60
09/05/2017	MULLINIX, JONATHAN	AM FUNDS WASHINGTON MUTUAL INVESTOR	1,100.00	55.00	0.00	55.00	92.0	50.60
09/06/2017	BOHANNON, DONNA	AM FUNDS WASHINGTON MUTUAL INVESTOR	1,412.89	52.98	0.00	52.98	92.0	48.74
/ /	RAYMER, CHRISTOPHER	FIDELITY ADV HEALTH CARE T	0.00	1.49	0.00	1.49	92.0	1.37

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
/ /	CHRISTIAN TOD, ROBERT	FIDELITY ADV HEALTH CARE T	0.00	9.97	0.00	9.97	92.0	9.17
/ /	EVERETT, TRAVIS	FIDELITY ADV NEW INSIGHTS-CL A	0.00	1.86	0.00	1.86	92.0	1.71
/ /	LAGPACAN, RAYMUND	FIDELITY ADV OVERSEAS	0.00	2.94	0.00	2.94	92.0	2.70
/ /	LAGPACAN, RAYMUND	FIDELITY ADV OVERSEAS	0.00	1.83	0.00	1.83	92.0	1.68
/ /	LOTT TRUST, EDITH	FIDELITY ADV OVERSEAS	0.00	2.62	0.00	2.62	92.0	2.41
/ /	EVERETT, TRAVIS	FIDELITY ADV REAL ESTATE A	0.00	2.16	0.00	2.16	92.0	1.99
09/01/2017	EVERETT, TRAVIS	FIDELITY ADV REAL ESTATE A	100.00	2.75	0.00	2.75	92.0	2.53
/ /	EVERETT, TRAVIS	FIDELITY ADV STOCK SELECTOR ALLCAP	0.00	1.87	0.00	1.87	92.0	1.72
/ /	CHRISTIAN TOD, ROBERT	FIDELITY ADV STRATEGIC INCOME	0.00	3.77	0.00	3.77	92.0	3.47
/ /	KENNEDY, ROBERT	FIDELITY ADV VALUE STRATEGIES A	0.00	8.38	0.00	8.38	92.0	7.71
/ /	RIEMANN TRUST, ARVELLA	FIDELITY ADVISOR VALUE	0.00	9.26	0.00	9.26	92.0	8.52
/ /	RIEMANN TRUST, ARVELLA	FIDELITY BALANCED T	0.00	9.40	0.00	9.40	92.0	8.65
/ /	CROSS TRUST, ALLEN & CHARLA	FIDELITY BALANCED T	0.00	10.14	0.00	10.14	92.0	9.33
/ /	RIEMANN TRUST, ARVELLA	FIDELITY DIV GROWTH T	0.00	13.68	0.00	13.68	92.0	12.59
/ /	CHRISTIAN TOD, ROBERT	FIDELITY DIV GROWTH T	0.00	9.74	0.00	9.74	92.0	8.96
/ /	EVERETT, TRAVIS	FIDELITY DIVERSIFIED INTL A	0.00	0.56	0.00	0.56	92.0	0.52
/ /	EVERETT, TRAVIS	FIDELITY DIVERSIFIED STOCK A	0.00	1.62	0.00	1.62	92.0	1.49
/ /	EVERETT, TRAVIS	FIDELITY DIVIDEND GROWTH A	0.00	2.15	0.00	2.15	92.0	1.98
/ /	EVERETT, TRAVIS	FIDELITY DIVIDEND GROWTH A	0.00	3.95	0.00	3.95	92.0	3.63
09/01/2017	EVERETT, TRAVIS	FIDELITY DIVIDEND GROWTH A	100.00	2.75	0.00	2.75	92.0	2.53
/ /	KENNEDY, ROBERT	FIDELITY EMERGING MARKET A	0.00	0.70	0.00	0.70	92.0	0.64
/ /	EVERETT, TRAVIS	FIDELITY EMERGING MARKETS A	0.00	0.42	0.00	0.42	92.0	0.39
/ /	EVERETT, TRAVIS	FIDELITY EMERGING MARKETS A	0.00	3.39	0.00	3.39	92.0	3.12
09/01/2017	EVERETT, TRAVIS	FIDELITY EMERGING MARKETS A	100.00	2.75	0.00	2.75	92.0	2.53
/ /	RANCILIO, KENNETH	FIDELITY EQUITY GROWTH A	0.00	0.84	0.00	0.84	92.0	0.77
/ /	LAGPACAN, RAYMUND	FIDELITY EQUITY GROWTH T	0.00	8.47	0.00	8.47	92.0	7.79
/ /	LAGPACAN, RAYMUND	FIDELITY EQUITY GROWTH T	0.00	5.69	0.00	5.69	92.0	5.23
/ /	RIEMANN TRUST, ARVELLA	FIDELITY EQUITY GROWTH T	0.00	27.11	0.00	27.11	92.0	24.94
/ /	HAYES, BEN	FIDELITY EQUITY GROWTH T	0.00	30.80	0.00	30.80	92.0	28.34
/ /	HEARD, DAVID	FIDELITY EQUITY GROWTH T	0.00	1.00	0.00	1.00	92.0	0.92
/ /	LOTT TRUST, EDITH	FIDELITY EQUITY GROWTH T	0.00	23.04	0.00	23.04	92.0	21.20
/ /	LAGPACAN, RAYMUND	FIDELITY EQUITY INCOME	0.00	8.17	0.00	8.17	92.0	7.52
/ /	LAGPACAN, RAYMUND	FIDELITY EQUITY INCOME	0.00	8.21	0.00	8.21	92.0	7.55

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
/ /	RIEMANN TRUST, ARVELLA	FIDELITY EQUITY INCOME	0.00	31.17	0.00	31.17	92.0	28.68
/ /	LOTT TRUST, EDITH	FIDELITY EQUITY INCOME	0.00	35.97	0.00	35.97	92.0	33.09
/ /	HAYES, MARTHA	FIDELITY EQUITY INCOME A	0.00	0.52	0.00	0.52	92.0	0.48
/ /	HAYES, BEN	FIDELITY EQUITY INCOME A	0.00	0.53	0.00	0.53	92.0	0.49
/ /	EVERETT, TRAVIS	FIDELITY FINANCIAL SERVICES A	0.00	0.69	0.00	0.69	92.0	0.63
/ /	EVERETT, TRAVIS	FIDELITY FINANCIAL SERVICES A	0.00	3.19	0.00	3.19	92.0	2.93
/ /	EVERETT, TRAVIS	FIDELITY GOV'T MMKT DAILY MONEY C	0.00	3.11	0.00	3.11	92.0	2.86
/ /	LOTT TRUST, EDITH	FIDELITY GOV'T MMKT DAILY MONEY C	0.00	0.79	0.00	0.79	92.0	0.73
/ /	EVERETT, TRAVIS	FIDELITY GOV'T MMKT DAILY MONEY C	0.00	3.21	0.00	3.21	92.0	2.95
/ /	CHRISTIAN TOD, ROBERT	FIDELITY GOV'T MMKT DAILY MONEY C	0.00	4.27	0.00	4.27	92.0	3.93
/ /	KENNEDY, ROBERT	FIDELITY GROWTH & INCOME A	0.00	3.64	0.00	3.64	92.0	3.35
/ /	EVERETT, TRAVIS	FIDELITY GROWTH & INCOME A	0.00	1.61	0.00	1.61	92.0	1.48
/ /	EVERETT, TRAVIS	FIDELITY HIGH INCOME A	0.00	0.53	0.00	0.53	92.0	0.49
/ /	KENNEDY, ROBERT	FIDELITY HIGH INCOME ADVANTAGE A	0.00	1.00	0.00	1.00	92.0	0.92
/ /	EVERETT, TRAVIS	FIDELITY HIGH INCOME ADVANTAGE A	0.00	1.88	0.00	1.88	92.0	1.73
/ /	RIEMANN TRUST, ARVELLA	FIDELITY HIGH INCOME T	0.00	3.56	0.00	3.56	92.0	3.28
/ /	LOTT TRUST, EDITH	FIDELITY HIGH INCOME T	0.00	3.03	0.00	3.03	92.0	2.79
/ /	RIEMANN TRUST, ARVELLA	FIDELITY MIDCAP T	0.00	4.90	0.00	4.90	92.0	4.51
/ /	RAYMER, CHRISTOPHER	FIDELITY MIDCAP T	0.00	1.22	0.00	1.22	92.0	1.12
/ /	EVERETT, TRAVIS	FIDELITY TECHNOLOGY A	0.00	0.57	0.00	0.57	92.0	0.52
/ /	HAYES, BEN	FIDELITY TECHNOLOGY T	0.00	1.57	0.00	1.57	92.0	1.44
/ /	CHRISTIAN TOD, ROBERT	FIDELITY TECHNOLOGY T	0.00	5.85	0.00	5.85	92.0	5.38
08/21/2017	THOMAS, DAVID	FT FOUNDING FUNDS ALLOC A	150.00	7.50	0.00	7.50	92.0	6.90
08/31/2017	NELSON, ARIKA	INVESCO VALUE OPP A	200.00	6.00	0.00	6.00	92.0	5.52
08/16/2017	WOODWARD, ANDREA	MAINSTAY TAX FREE BOND FUND C	350.00	3.50	0.00	3.50	92.0	3.22
* MUTUAL FUNDS SUBTOTAL *			\$54,119.28	\$2,483.76	\$0.00	\$2,483.76		\$2,285.06

PRODUCT CATEGORY: VARIABLE ANNUITIES

09/02/2017	ERKER, LAWRENCE	AM GEN POLARIS FLEX PYMT DEF ANNUIT	63,795.01	63.80	0.00	63.80	92.0	58.70
08/31/2017	SPRAGUE, KRISTY	JNL ELITE ACCESS	30,769.74	12.82	0.00	12.82	92.0	11.79
08/31/2017	BAZIL, RALPH	JNL ELITE ACCESS	55,572.58	11.58	0.00	11.58	92.0	10.65
08/31/2017	CLEARY, MICHAEL	JNL ELITE ACCESS	62,419.73	13.00	0.00	13.00	92.0	11.96
08/31/2017	ARVANITIS, MICHELLE	JNL PERSPECTIVE II 05/05	25,601.42	21.33	0.00	21.33	92.0	19.62
08/31/2017	STOCKHAM, THOMAS	JNL PERSPECTIVE II 05/05	20,046.44	8.35	0.00	8.35	92.0	7.68

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
08/31/2017	KELLEY, JAMES	JNL PERSPECTIVE II 05/05	177,588.89	74.00	0.00	74.00	92.0	68.08
08/31/2017	CARPENTER JR, ROBERT	JNL PERSPECTIVE II 05/05	39,349.33	16.40	0.00	16.40	92.0	15.09
08/31/2017	HOFFMAN, FRANCIS	JNL PERSPECTIVE II 05/05	126,192.33	52.58	0.00	52.58	92.0	48.37
08/31/2017	EVERETT, TRAVIS	JNL PERSPECTIVE II 05/05	102,375.27	42.66	0.00	42.66	92.0	39.25
08/31/2017	BRIMER JR, ALBERT	JNL PERSPECTIVE II 05/05	72,833.37	30.35	0.00	30.35	92.0	27.92
08/31/2017	GREENING, CHRISTOPHER	JNL PERSPECTIVE II 05/05	53,171.64	22.15	0.00	22.15	92.0	20.38
08/31/2017	RHEA, JONNIE	JNL PERSPECTIVE II 05/05	77,593.18	32.33	0.00	32.33	92.0	29.74
08/31/2017	PRACHT, MARK	JNL PERSPECTIVE II 05/05	116,301.99	48.46	0.00	48.46	92.0	44.58
08/31/2017	ENGEL, CALVIN	JNL PERSPECTIVE II 05/05	155,449.73	64.77	0.00	64.77	92.0	59.59
08/31/2017	HESSE, RICHARD	JNL PERSPECTIVE II 05/05	45,849.29	19.10	0.00	19.10	92.0	17.57
08/31/2017	BROWN, MARY	JNL PERSPECTIVE L	18,319.45	19.85	0.00	19.85	92.0	18.26
08/31/2017	CRANE, BEVERLY	JNL PERSPECTIVE L	152,424.00	165.13	0.00	165.13	92.0	151.92
08/31/2017	DANDURAND, BEVERLY	JNL PERSPECTIVE L	156,700.09	169.76	0.00	169.76	92.0	156.18
08/31/2017	ROBINSON, DENNIS	JOHN HANCOCK VANTAGE	70,755.15	14.74	0.00	14.74	92.0	13.56
08/31/2017	KENNEDY, ROBERT	JOHN HANCOCK VENTURE	34,558.35	21.60	0.00	21.60	92.0	19.87
08/31/2017	HEARD, DAVID	JOHN HANCOCK VENTURE	14,273.65	8.92	0.00	8.92	92.0	8.21
08/31/2017	HEIMERMAN, JANET	JOHN HANCOCK VENTURE 2006	40,116.77	8.36	0.00	8.36	92.0	7.69
08/31/2017	ROBINSON, DENNIS	JOHN HANCOCK VENTURE III	118,407.81	98.67	0.00	98.67	92.0	90.78
08/30/2017	ROBINSON, VIRGINIA	SBL ADVISOR PROGRAM	60,813.12	12.67	0.00	12.67	92.0	11.66
08/30/2017	CRANE, JEANNE	SBL ADVISOR PROGRAM	251.61	0.17	0.00	0.17	92.0	0.16
08/30/2017	BROWN, MARSHALL	SBL ADVISOR PROGRAM	5,341.28	3.56	0.00	3.56	92.0	3.28
08/30/2017	BLUMENTHAL, JAY	SBL ADVISOR PROGRAM	42,285.92	28.19	0.00	28.19	92.0	25.93
08/30/2017	PERICA, NICK	SBL ADVISOR PROGRAM	20,375.09	13.58	0.00	13.58	92.0	12.49
08/30/2017	PERICA, NICK	SBL ADVISOR PROGRAM	20,647.02	4.30	0.00	4.30	92.0	3.96
08/30/2017	PRATT, DAN	SBL ADVISOR PROGRAM	73,111.01	48.73	0.00	48.73	92.0	44.83
08/30/2017	PRATT, DAN	SBL ADVISOR PROGRAM	9,665.13	6.44	0.00	6.44	92.0	5.92
08/30/2017	WILSON, MICHAEL	SBL ADVISOR PROGRAM	12,374.45	2.58	0.00	2.58	92.0	2.37
08/30/2017	SCOTT, MELANIE	SBL ADVISOR PROGRAM	36,665.36	24.44	0.00	24.44	92.0	22.48
08/30/2017	KIMBROUGH, MICHAEL	SBL ADVISOR PROGRAM	25,378.31	16.92	0.00	16.92	92.0	15.57
08/30/2017	GAMMON, RICHARD	SBL ADVISOR PROGRAM	7,296.40	4.86	0.00	4.86	92.0	4.47
08/30/2017	SPARTAN, STEPHEN	SBL ADVISOR PROGRAM	17,166.93	11.44	0.00	11.44	92.0	10.52
08/30/2017	HUGGINS, LINDA	SBL ADVISOR PROGRAM	6,282.33	4.19	0.00	4.19	92.0	3.85
08/30/2017	GREENFIELD, CHARLES	SBL ADVISOR PROGRAM	42.00	0.03	0.00	0.03	92.0	0.03

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PRODUCT CATEGORY: VARIABLE ANNUITIES								
08/30/2017	SCHILLING, BARBARA	SBL ADVISOR PROGRAM	12,618.68	8.41	0.00	8.41	92.0	7.74
08/30/2017	SMITH, MAURICE	SBL ADVISOR PROGRAM	64.37	0.04	0.00	0.04	92.0	0.04
08/30/2017	HAYNES, VICKIE	SBL ADVISOR PROGRAM	10,994.59	7.33	0.00	7.33	92.0	6.74
08/30/2017	SANCHEZ, RICHARD	SBL ADVISOR PROGRAM	21,579.45	14.39	0.00	14.39	92.0	13.24
08/30/2017	SANCHEZ, RICHARD	SBL ADVISOR PROGRAM	8,055.52	5.36	0.00	5.36	92.0	4.93
08/30/2017	LEIGHTON, CAROL	SBL ADVISOR PROGRAM	12,620.52	8.40	0.00	8.40	92.0	7.73
08/30/2017	NOVAK, JAY	SBL ADVISOR PROGRAM	42,102.84	28.07	0.00	28.07	92.0	25.82
08/30/2017	LAHMANN, CYNTHIA	SBL ADVISOR PROGRAM	51,896.25	34.60	0.00	34.60	92.0	31.83
08/30/2017	WOLF, LORRAINE	SBL ADVISOR PROGRAM	2,849.69	1.90	0.00	1.90	92.0	1.75
08/30/2017	HILL, MICHAEL	SBL ADVISOR PROGRAM	14,126.62	9.42	0.00	9.42	92.0	8.67
08/30/2017	MOREHOUSE, MARIA	SBL ADVISOR PROGRAM	5,247.92	3.50	0.00	3.50	92.0	3.22
08/30/2017	LAHMANN, JAMES	SBL ADVISOR PROGRAM	40,397.88	33.66	0.00	33.66	92.0	30.97
08/30/2017	NEFF, SHERRILL	SBL ADVISOR PROGRAM	35,746.05	23.83	0.00	23.83	92.0	21.92
08/30/2017	NEFF, SHERRILL	SBL ADVISOR PROGRAM	23,931.29	15.95	0.00	15.95	92.0	14.67
08/30/2017	CHASTAIN, ANDREA	SBL ADVISOR PROGRAM	53,814.85	35.88	0.00	35.88	92.0	33.01
08/30/2017	JOHNSON, JUDY	SBL ADVISOR PROGRAM	56,290.89	37.53	0.00	37.53	92.0	34.53
08/30/2017	DARR, YVONNE	SBL ADVISOR PROGRAM	24,481.26	16.32	0.00	16.32	92.0	15.01
08/30/2017	TUNG, CHAN	SBL ADVISOR PROGRAM	15,805.85	10.54	0.00	10.54	92.0	9.70
08/30/2017	COOPER, KATHERINE	SBL ADVISOR PROGRAM	7,357.40	4.90	0.00	4.90	92.0	4.51
08/30/2017	DAVIS, JOANNE	SBL ADVISOR PROGRAM	8,290.45	5.53	0.00	5.53	92.0	5.09
08/30/2017	YEAZEL, JOHN	SBL ADVISOR PROGRAM	51,275.93	34.18	0.00	34.18	92.0	31.45
08/30/2017	SAUNDERS, TONI	SBL ADVISOR PROGRAM	1,672.12	1.11	0.00	1.11	92.0	1.02
08/30/2017	POWELL, MATTHEW	SBL ADVISOR PROGRAM	30,554.08	20.37	0.00	20.37	92.0	18.74
08/30/2017	MCDOWELL, DENISE	SBL ADVISOR PROGRAM	34,734.36	23.16	0.00	23.16	92.0	21.31
08/30/2017	SUTTON, LINDA	SBL ADVISOR PROGRAM	2,432.81	1.62	0.00	1.62	92.0	1.49
08/30/2017	DUFFENDACK, PAULA	SBL SECUREDESIGNS VA	23,415.60	8.79	0.00	8.79	92.0	8.09
08/30/2017	RHEA, JONNIE	SBL SECUREDESIGNS VA	97,522.67	20.28	0.00	20.28	92.0	18.66
08/30/2017	BENNETT, CARA	SBL SECUREDESIGNS VA	11,166.53	2.33	0.00	2.33	92.0	2.14
08/30/2017	MCADAM, DANIEL	SBL SECUREDESIGNS VA	95,276.35	19.82	0.00	19.82	92.0	18.23
09/08/2017	WINN, VALDENIA	SBL VARIFLEX VA	150.00	7.50	0.00	7.50	92.0	6.90
09/08/2017	BENNETT, TERESA	SBL VARIFLEX VA	40.00	2.00	0.00	2.00	92.0	1.84
08/03/2017	OTTAWAY, SANDRA	TRANSAMERICA FREEDOM	1,853.48	1.54	0.00	1.54	92.0	1.42
08/04/2017	OTTAWAY, SANDRA	TRANSAMERICA FREEDOM	6,697.37	5.58	0.00	5.58	92.0	5.13

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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>								
08/24/2017	HOSS, JODENE	TRANSAMERICA PRINCIPIUM	265,165.33	110.49	0.00	110.49	92.0	101.65
		* VARIABLE ANNUITIES SUBTOTAL *	\$3,238,390.17	\$1,787.14	\$0.00	\$1,787.14		\$1,644.15
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
08/08/2017	RUBENTHALER, RANDALL	ALLIANCEBERNSTEIN BALANCED SHARES A	0.00	4.18	0.00	4.18	92.0	3.85
08/08/2017	GALLARDO, KAREN	ALLIANCEBERNSTEIN EQUITY INCOME A	0.00	2.66	0.00	2.66	92.0	2.45
08/08/2017	KONECNY, BETTE J LUTES-	ALLIANCEBERNSTEIN GL THEMATIC GROWT	0.00	0.32	0.00	0.32	92.0	0.29
08/08/2017	KONECNY, BETTE J LUTES-	ALLIANCEBERNSTEIN SMALL/MID CAP VAL	0.00	0.46	0.00	0.46	92.0	0.42
08/10/2017	PRACHT, MARK	ALLIANZ NFJ DIVIDEND VALUE FUND CLA	0.00	6.74	0.00	6.74	92.0	6.20
08/10/2017	PRACHT, MARK	ALLIANZ NFJ LARGE CAP VALUE A	0.00	2.33	0.00	2.33	92.0	2.14
08/15/2017	PRACHT, MARK	AM FUNDS AMERICAN BALANCED A	0.00	4.51	0.00	4.51	92.0	4.15
08/15/2017	RUBENTHALER, RANDALL	AM FUNDS CAPITAL INCOME BUILDER A	0.00	4.49	0.00	4.49	92.0	4.13
08/15/2017	KONECNY, MARK	AM FUNDS CAPITAL INCOME BUILDER A	0.00	5.65	0.00	5.65	92.0	5.20
08/15/2017	ROTHS, BARBARA	AM FUNDS CAPITAL INCOME BUILDER A	0.00	1.78	0.00	1.78	92.0	1.64
08/15/2017	HOUSTON, SAMUEL	AM FUNDS CAPITAL INCOME BUILDER A	0.00	0.73	0.00	0.73	92.0	0.67
08/15/2017	KONECNY, MARK	AM FUNDS CAPITAL WORLD GRTH & INC A	0.00	3.83	0.00	3.83	92.0	3.52
08/15/2017	KONECNY, MARK	AM FUNDS FUNDAMENTAL INVESTORS A	0.00	2.20	0.00	2.20	92.0	2.02
08/15/2017	KONECNY, MARK	AM FUNDS GROWTH FUND OF AMERICA A	0.00	3.54	0.00	3.54	92.0	3.26
08/15/2017	PRACHT, MARK	AM FUNDS GROWTH FUND OF AMERICA A	0.00	8.71	0.00	8.71	92.0	8.01
08/15/2017	RUBENTHALER, RANDALL	AM FUNDS ICA A	0.00	3.79	0.00	3.79	92.0	3.49
08/15/2017	KONECNY, MARK	AM FUNDS ICA A	0.00	6.24	0.00	6.24	92.0	5.74
08/15/2017	ROTHS, GLEN	AM FUNDS ICA A	0.00	0.82	0.00	0.82	92.0	0.75
08/15/2017	ROTHS, BARBARA	AM FUNDS ICA A	0.00	0.62	0.00	0.62	92.0	0.57
08/15/2017	PRACHT, MARK	AM FUNDS NEW PERSPECTIVE A	0.00	7.74	0.00	7.74	92.0	7.12
08/15/2017	RUBENTHALER, RANDALL	AM FUNDS SMALLCAP WORLD A	0.00	5.17	0.00	5.17	92.0	4.76
08/15/2017	PRACHT, MARK	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	5.86	0.00	5.86	92.0	5.39
08/17/2017	PRACHT, MARK	FIDELITY ADV VALUE STRATEGIES A	0.00	13.45	0.00	13.45	92.0	12.37
08/14/2017	KONECNY, BETTE J LUTES-	FRANKLIN BIOTECHNOLOGY DISCOVERY A	0.00	0.10	0.00	0.10	92.0	0.09
08/14/2017	RUBENTHALER, RANDALL	FRANKLIN INCOME A	0.00	5.25	0.00	5.25	92.0	4.83
08/14/2017	KONECNY, BETTE J LUTES-	FRANKLIN MUTUAL SHARES A	0.00	0.69	0.00	0.69	92.0	0.63
08/14/2017	HATJE, ROBERT	FRANKLIN UTILITIES A	0.00	4.53	0.00	4.53	92.0	4.17
08/15/2017	MCADAM, DANIEL	JP MORGAN INVESTOR CONSERVATIVE GRO	0.00	24.69	0.00	24.69	92.0	22.71
08/21/2017	KONECNY, BETTE J LUTES-	LORD ABBETT MID CAP STOCK A	0.00	2.36	0.00	2.36	92.0	2.17
08/17/2017	MCADAM, DANIEL	MFS GOVERNMENT SECURITIES A	0.00	0.48	0.00	0.48	92.0	0.44

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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: MUTUAL FUND 12B1 TRAILS</u>								
08/21/2017	PRACHT, MARK	PIMCO TOTAL RETURN A	0.00	6.53	0.00	6.53	92.0	6.01
08/14/2017	MCADAM, DANIEL	PRUDENTIAL SHORT- TERM CORPORATE BO	0.00	1.04	0.00	1.04	92.0	0.96
08/14/2017	MCADAM, DANIEL	PRUDENTIAL TOTAL RETURN BOND CL A	0.00	1.26	0.00	1.26	92.0	1.16
08/14/2017	RUBENTHALER, RANDALL	TEMPLETON GROWTH A	0.00	6.22	0.00	6.22	92.0	5.72
* MUTUAL FUND 12B1 TRAILS SUBTOTAL *			\$0.00	\$148.97	\$0.00	\$148.97		\$137.03
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
08/31/2017	WEBB, VARIOUS	ING RELIASTAR	0.00	21.35	0.00	21.35	92.0	19.64
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *			\$0.00	\$21.35	\$0.00	\$21.35		\$19.64
*** BROKER TRANSACTIONS TOTAL ***			\$3,292,509.45	\$4,441.22	\$0.00	\$4,441.22		\$4,085.88
<u>ADJUSTMENTS</u>								
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		*TECH: ADMIN: WILLIAMSON	0.00					-100.00
09/15/2017		*TECHNOLOGY: CURRENT MONTH TECH	0.00					-275.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$-695.00

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BROKER COMMISSION TOTALS

Broker Transactions	\$4,085.88
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$-695.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$3,390.88
Year-to-date Gross	\$61,900.26
Year-to-date Earnings	\$56,739.61