



Concorde Investment Services, LLC
COMMISSION STATEMENT
February 15, 2018

02/19/2018
Page No. 1

JOEL, W143 WOODS
1412 Blue Quail Run

BROKER #: W143
BRANCH: WOODS FINANCIAL

Crowley, TX 76036-

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: REIT</u>								
01/24/2018	PHIPPS, CHRISTEEN	CARTER VALIDUS MC REIT II CLASS T	0.00	13.86	0.00	13.86	92.0	12.75
01/24/2018	PHIPPS, LESLIE	CARTER VALIDUS MC REIT II CLASS T	0.00	29.46	0.00	29.46	92.0	27.10
01/24/2018	SHERRIEB, HAROLD	CARTER VALIDUS MC REIT II CLASS T	0.00	64.98	0.00	64.98	92.0	59.78
01/24/2018	MCELVAIN, TED	CARTER VALIDUS MC REIT II CLASS T	0.00	9.89	0.00	9.89	92.0	9.10
01/24/2018	HINCKLEY, CYNTHIA	CARTER VALIDUS MC REIT II CLASS T	0.00	2.58	0.00	2.58	92.0	2.37
01/24/2018	HINCKLEY, BRYAN	CARTER VALIDUS MC REIT II CLASS T	0.00	13.32	0.00	13.32	92.0	12.25
01/18/2018	WOLFE, EDWARD	COTTONWOOD MULTIFAMILY REIT II	20,000.00	1,200.00	0.00	1,200.00	92.0	1,104.00
01/24/2018	ZELLERS, JANE	COTTONWOOD MULTIFAMILY REIT II	20,000.00	1,200.00	0.00	1,200.00	92.0	1,104.00
* REIT SUBTOTAL *			\$40,000.00	\$2,534.09	\$0.00	\$2,534.09		\$2,331.35
<u>PRODUCT CATEGORY: INTERVAL FUNDS</u>								
01/16/2018	WOLFE, EDWARD	BR TOTAL INC & REAL ESTATE FUND C	10,000.00	100.00	0.00	100.00	92.0	92.00
* INTERVAL FUNDS SUBTOTAL *			\$10,000.00	\$100.00	\$0.00	\$100.00		\$92.00
<u>PRODUCT CATEGORY: 529 PLANS</u>								
02/02/2018	GIBSON, TIMOTHY	AM FUNDS GROWTH FUND OF AMERICA 529	125.00	6.25	0.00	6.25	90.0	5.63
01/29/2018	GRAVES, BENJAMIN	AMERICAN FUNDS COLLEGE 2033 FUND-52	10.00	0.35	0.00	0.35	90.0	0.32
02/01/2018	ST JOHN, FINN	AMERICAN FUNDS COLLEGE 2033 FUND-52	100.00	3.50	0.00	3.50	90.0	3.15
02/01/2018	GRAVES, BENJAMIN	AMERICAN FUNDS COLLEGE 2033 FUND-52	10.00	0.35	0.00	0.35	90.0	0.32
/ /	AMOS, ALEXANDER	FA 529 COLLEGE PORT OLD CL A	0.00	16.79	0.00	16.79	90.0	15.11
/ /	AMOS, ALEXANDER	FA 529 COLLEGE PORT OLD CL A	0.00	18.01	0.00	18.01	90.0	16.21
* 529 PLANS SUBTOTAL *			\$245.00	\$45.25	\$0.00	\$45.25		\$40.74
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
12/31/2017	GORDON, JEFFREY	ALLIANZ	0.00	8.19	0.00	8.19	90.0	7.37
12/31/2017	GORDON, JEFFREY	ALLIANZ	0.00	15.22	0.00	15.22	90.0	13.70
01/16/2018	GORDON, JEFFREY	ALLIANZ	300.00	3.00	0.00	3.00	90.0	2.70
01/23/2018	PARKIN, KELSIE	AM FUNDS ICA C	5,500.00	55.00	0.00	55.00	90.0	49.50

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
01/12/2018	HICKMAN, FRANCES	DELAWARE TAX FREE USA A	0.00	8.76	0.00	8.76	90.0	7.88
01/10/2018	MCELVAIN, TED	FIRST EAGLE GLOBAL FUND CL A	0.00	7.63	0.00	7.63	90.0	6.87
01/10/2018	TMICO TRUST CO	FIRST EAGLE GOLD FUND CLASS C	0.00	6.18	0.00	6.18	90.0	5.56
01/10/2018	HICKMAN, FRANCES	FRANKLIN FED TAX FREE INCOME A	0.00	12.52	0.00	12.52	90.0	11.27
01/10/2018	RICHTER, ROBERT	HARTFORD MIDCAP A	0.00	5.79	0.00	5.79	90.0	5.21
01/10/2018	MELTON, PAMELA	INVESCO BALANCED-RISK ALLOCATION-C	0.00	84.72	0.00	84.72	90.0	76.25
01/10/2018	THREADGILL, HEATHER	INVESCO BALANCED-RISK ALLOCATION-C	0.00	12.81	0.00	12.81	90.0	11.53
01/10/2018	THREADGILL, VICKY	INVESCO BALANCED-RISK ALLOCATION-C	0.00	130.55	0.00	130.55	90.0	117.50
01/10/2018	CONDRAY, GADA	INVESCO BALANCED-RISK ALLOCATION-C	0.00	37.82	0.00	37.82	90.0	34.04
01/10/2018	THREADGILL, MICHELLE	INVESCO BALANCED-RISK ALLOCATION-C	0.00	243.16	0.00	243.16	90.0	218.84
01/22/2018	KACHMAN UTMA/TX, VICTORIA	INVESCO BALANCED-RISK ALLOCATION-C	66.25	0.66	0.00	0.66	90.0	0.59
01/25/2018	HEZEL, KATHLEEN	INVESCO BALANCED-RISK ALLOCATION-C	1,243.40	12.43	0.00	12.43	90.0	11.19
01/25/2018	HAMPTON, JARROTT	INVESCO BALANCED-RISK ALLOCATION-C	50.00	0.50	0.00	0.50	90.0	0.45
01/30/2018	MCELVAIN, TED	INVESCO BALANCED-RISK ALLOCATION-C	125.00	1.25	0.00	1.25	90.0	1.13
01/30/2018	MCELVAIN, TED	INVESCO BALANCED-RISK ALLOCATION-C	75.00	0.75	0.00	0.75	90.0	0.68
01/30/2018	MCELVAIN, TED	INVESCO BALANCED-RISK ALLOCATION-C	125.00	1.25	0.00	1.25	90.0	1.13
01/30/2018	MCELVAIN, TED	INVESCO BALANCED-RISK ALLOCATION-C	75.00	0.75	0.00	0.75	90.0	0.68
01/30/2018	BURTS, TERRY	INVESCO BALANCED-RISK ALLOCATION-C	50.00	0.50	0.00	0.50	90.0	0.45
01/30/2018	BURTS, TERRY	INVESCO BALANCED-RISK ALLOCATION-C	50.00	0.50	0.00	0.50	90.0	0.45
01/30/2018	BURTS, TERRY	INVESCO BALANCED-RISK ALLOCATION-C	50.00	0.50	0.00	0.50	90.0	0.45
01/30/2018	BURTS, TERRY	INVESCO BALANCED-RISK ALLOCATION-C	50.00	0.50	0.00	0.50	90.0	0.45
01/10/2018	CROSS, BETTY	MFS UTILITIES A	0.00	3.89	0.00	3.89	90.0	3.50
01/10/2018	CONDRAY, GADA	OPPENHEIMER STEELPATH MLP ALPHA FD	0.00	4.03	0.00	4.03	90.0	3.63
01/10/2018	CONDRAY, GADA	PIMCO INCOME FUND C	0.00	25.80	0.00	25.80	90.0	23.22
01/10/2018	CONDRAY, GADA	TRANSAMERICA MLP & ENERGY INC - C	0.00	5.46	0.00	5.46	90.0	4.91
* MUTUAL FUNDS SUBTOTAL *			\$7,759.65	\$690.12	\$0.00	\$690.12		\$621.13
<u>PRODUCT CATEGORY: STOCKS</u>								
01/16/2018	PARKIN, DAVID	PREFERRED APT CMNTYS INC COM	15,883.74	140.00	22.00	118.00	90.0	106.20
01/23/2018	TMICO TRUST CO	PREFERRED APT CMNTYS INC COM	88,523.59	650.00	22.00	628.00	90.0	565.20
01/24/2018	TMICO TRUST CO	PREFERRED APT CMNTYS INC COM	40,240.63	300.00	22.00	278.00	90.0	250.20
* STOCKS SUBTOTAL *			\$144,647.96	\$1,090.00	\$66.00	\$1,024.00		\$921.60

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
01/31/2018	NORRIS, JERRY	JNL PERSPECTIVE	11,920.20	2.48	0.00	2.48	90.0	2.23
01/31/2018	HENSLEE, CHARLES	JNL PERSPECTIVE	10,541.98	2.20	0.00	2.20	90.0	1.98
01/26/2018	PERRY, RUDOLPH	JNL PERSPECTIVE II 04/14	30,000.00	2,100.00	0.00	2,100.00	90.0	1,890.00
01/30/2018	ZELLERS, JANE	JNL PERSPECTIVE II 04/14	119,000.00	8,330.00	0.00	8,330.00	90.0	7,497.00
01/31/2018	GORDON, JEFFREY	JNL PERSPECTIVE II 04/14	106,001.63	44.17	0.00	44.17	90.0	39.75
01/31/2018	CADY, KENDA	JNL PERSPECTIVE L	31,805.69	34.46	0.00	34.46	90.0	31.01
01/31/2018	HEIL, ROBERT	JNL PERSPECTIVE L	63,918.22	69.24	0.00	69.24	90.0	62.32
01/31/2018	PARKIN, DAVID	JNL PERSPECTIVE L	67,196.96	72.80	0.00	72.80	90.0	65.52
01/31/2018	TOMLINSON, HAROLD	JNL PERSPECTIVE L	118,373.38	128.24	0.00	128.24	90.0	115.42
01/31/2018	MARKS, FRANCES	JNL PERSPECTIVE L	43,022.95	46.61	0.00	46.61	90.0	41.95
01/31/2018	MARKS, RICHARD	JNL PERSPECTIVE L	43,147.78	46.74	0.00	46.74	90.0	42.07
01/31/2018	SENESE, CATHERINE	JNL PERSPECTIVE L	7,366.21	7.98	0.00	7.98	90.0	7.18
01/31/2018	HARVEY, HELEN	JNL PERSPECTIVE L	81,767.28	88.58	0.00	88.58	90.0	79.72
01/31/2018	SENESE, CARMEN	JNL PERSPECTIVE L	23,951.28	25.95	0.00	25.95	90.0	23.36
01/31/2018	HARVEY, JESSE	JNL PERSPECTIVE L	100,609.33	108.99	0.00	108.99	90.0	98.09
01/31/2018	IRBY, MALCOLM DON & E	JNL PERSPECTIVE L	20,739.13	22.47	0.00	22.47	90.0	20.22
01/31/2018	PERRY, JANINE	JNL PERSPECTIVE L	20,170.52	21.85	0.00	21.85	90.0	19.67
01/31/2018	LILES, ROBERT	JOHN HANCOCK VENTURE III	183,333.81	152.78	0.00	152.78	90.0	137.50
01/31/2018	GRAVITT, ELIZABETH	JOHN HANCOCK VENTURE III	73,991.09	61.66	0.00	61.66	90.0	55.49
* VARIABLE ANNUITIES SUBTOTAL *			\$1,156,857.44	\$11,367.20	\$0.00	\$11,367.20		\$10,230.48
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
/ /	WESTMORELAND, SUSAN	FIDELITY ADV SHORT TERM BOND CL A	0.00	0.80	0.00	0.80	90.0	0.72
01/31/2018	GONZALEZ, JENNIFER	FRANKLIN INCOME 529 PORTFOLIO - CLA	0.00	2.35	0.00	2.35	90.0	2.12
01/31/2018	GONZALEZ, JENNIFER	FRANKLIN MUTL SHRS 529 PORT CL A	0.00	2.48	0.00	2.48	90.0	2.23
01/31/2018	SHERRIEB, HAROLD	FRANKLIN SMALL-MIDCAP GROWTH A	0.00	20.25	0.00	20.25	90.0	18.23
01/31/2018	BRAKE, WALTER	FT FOUNDING FUNDS ALLOC A	0.00	0.72	0.00	0.72	90.0	0.65
01/31/2018	SHAW, DEBRA	FT FOUNDING FUNDS ALLOC A	0.00	1.71	0.00	1.71	90.0	1.54
/ /	RECTOR, ABIGAIL	JH 529 PORT 2017-2020 A	0.00	1.50	0.00	1.50	90.0	1.35
/ /	RECTOR, MADELINE	JH 529 PORT 2017-2020 A	0.00	1.50	0.00	1.50	90.0	1.35
01/31/2018	SHERRIEB, HAROLD	TEMPLETON FOREIGN FUND A	0.00	32.56	0.00	32.56	90.0	29.30
01/31/2018	GONZALEZ, JENNIFER	TEMPLETON GROWTH 529 A	0.00	2.37	0.00	2.37	90.0	2.13
02/02/2018	RADEMAKERS, DAVID	TRANSAMERICA MLP & ENERGY INC - C	0.00	4.94	0.00	4.94	90.0	4.45
02/02/2018	RADEMAKERS, DAVID	TRANSAMERICA MLP & ENERGY INC - C	0.00	18.33	0.00	18.33	90.0	16.50

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
02/02/2018	PERRY CHILD TRUST, RUDOLPH	TRANSAMERICA MLP & ENERGY INC - C	0.00	14.02	0.00	14.02	90.0	12.62
* MUTUAL FUND 12B1 TRAILS SUBTOTAL *			\$0.00	\$103.53	\$0.00	\$103.53		\$93.19
*** DIRECT TRANSACTIONS TOTAL ***			\$1,359,510.05	\$15,930.19	\$66.00	\$15,864.19		\$14,330.49

OVERRIDE TRANSACTIONS**BROKER: MARK-S141 REG SMITH #367**

02/01/2018	JOHNSON, FRANKLIN	AM FUNDS AMCAP A	50.00	2.50	0.00	2.50	48.0	1.05
02/01/2018	BONGIORNO, VALERIE	AM FUNDS AMCAP A	50.00	2.50	0.00	2.50	48.0	1.05
01/10/2018	BOWLAND, BOBBY	AM FUNDS AMERICAN MUTUAL A	0.00	4.33	0.00	4.33	48.0	1.82
02/01/2018	JOHNSON, FRANKLIN	AM FUNDS AMERICAN MUTUAL A	50.00	2.50	0.00	2.50	48.0	1.05
01/10/2018	CHAPMAN, KENNETH	AM FUNDS BOND FUND OF AMERICA A	0.00	0.08	0.00	0.08	48.0	0.03
01/10/2018	CHAPMAN, TERRYALIN	AM FUNDS BOND FUND OF AMERICA A	0.00	0.08	0.00	0.08	48.0	0.03
01/10/2018	BOWLAND, BOBBY	AM FUNDS CAPITAL INCOME BUILDER A	0.00	6.67	0.00	6.67	48.0	2.80
02/01/2018	BONGIORNO, VALERIE	AM FUNDS CAPITAL INCOME BUILDER A	50.00	2.50	0.00	2.50	48.0	1.05
01/10/2018	BOWLAND, BOBBY	AM FUNDS CAPITAL WORLD GRTH & INC A	0.00	3.71	0.00	3.71	48.0	1.56
01/10/2018	WITKOWSKI, CHET	AM FUNDS CAPITAL WORLD GRTH & INC A	0.00	0.58	0.00	0.58	48.0	0.24
02/01/2018	BONGIORNO, VALERIE	AM FUNDS CAPITAL WORLD GRTH & INC A	50.00	2.50	0.00	2.50	48.0	1.05
02/01/2018	JOHNSON, FRANKLIN	AM FUNDS EUROPACIFIC GROWTH FUND A	50.00	2.50	0.00	2.50	48.0	1.05
01/10/2018	BRIDGES, JANIS	AM FUNDS FUNDAMENTAL INVESTORS A	0.00	1.68	0.00	1.68	48.0	0.71
02/01/2018	JOHNSON, FRANKLIN	AM FUNDS FUNDAMENTAL INVESTORS A	50.00	2.50	0.00	2.50	48.0	1.05
01/10/2018	WITKOWSKI, CHET	AM FUNDS GROWTH FUND OF AMERICA A	0.00	0.57	0.00	0.57	48.0	0.24
02/01/2018	JOHNSON, FRANKLIN	AM FUNDS GROWTH FUND OF AMERICA A	50.00	2.50	0.00	2.50	48.0	1.05
02/01/2018	BONGIORNO, VALERIE	AM FUNDS GROWTH FUND OF AMERICA A	50.00	2.50	0.00	2.50	48.0	1.05
01/10/2018	BOWLAND, BOBBY	AM FUNDS ICA A	0.00	4.20	0.00	4.20	48.0	1.76
01/10/2018	WITKOWSKI, CHET	AM FUNDS ICA A	0.00	0.57	0.00	0.57	48.0	0.24
01/10/2018	BRIDGES, JANIS	AM FUNDS INCOME FUND OF AMERICA A	0.00	2.18	0.00	2.18	48.0	0.92
01/10/2018	BOWLAND, BOBBY	AM FUNDS INCOME FUND OF AMERICA A	0.00	3.54	0.00	3.54	48.0	1.49
01/10/2018	WITKOWSKI, CHET	AM FUNDS INCOME FUND OF AMERICA A	0.00	0.56	0.00	0.56	48.0	0.24
01/10/2018	CHAPMAN, KENNETH	AM FUNDS INCOME FUND OF AMERICA A	0.00	0.16	0.00	0.16	48.0	0.07
01/10/2018	CHAPMAN, TERRYALIN	AM FUNDS INCOME FUND OF AMERICA A	0.00	0.16	0.00	0.16	48.0	0.07
01/10/2018	CHAPMAN, KENNETH	AM FUNDS INTERMEDIATE BOND FUND OF	0.00	0.07	0.00	0.07	48.0	0.03
01/10/2018	CHAPMAN, TERRYALIN	AM FUNDS INTERMEDIATE BOND FUND OF	0.00	0.07	0.00	0.07	48.0	0.03

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<u> OVERRIDE TRANSACTIONS </u>								
<u>BROKER: MARK-S141 REG SMITH #367</u>								
01/10/2018	CHAPMAN, KENNETH	AM FUNDS NEW PERSPECTIVE A	0.00	0.21	0.00	0.21	48.0	0.09
01/10/2018	CHAPMAN, TERRYALIN	AM FUNDS NEW PERSPECTIVE A	0.00	0.21	0.00	0.21	48.0	0.09
01/31/2018	TMICO	FRANKLIN INCOME C	0.00	7.97	0.00	7.97	48.0	3.35
01/31/2018	SPURGIN, LISBETH	FRANKLIN TOTAL RETURN FUNDS -CL C	0.00	5.39	0.00	5.39	48.0	2.26
01/31/2018	SPURGIN, LISBETH	FT FOUNDING FDS ALLOC C	0.00	0.04	0.00	0.04	48.0	0.02
01/31/2018	MCCORMICK, DEBORAH	FT FOUNDING FUNDS ALLOC A	0.00	28.33	0.00	28.33	48.0	11.90
01/10/2018	BOWLAND, BOBBY	INVESCO MIDCAP CORE EQUITY A	0.00	8.14	0.00	8.14	48.0	3.42
01/31/2018	BRIDGES, JANIS	JNL ELITE ACCESS	110,072.69	91.73	0.00	91.73	48.0	38.53
01/31/2018	RHODES, VIRGINIA	JNL ELITE ACCESS	79,867.46	16.64	0.00	16.64	48.0	6.99
01/31/2018	CROWTHER, JOHN	JNL ELITE ACCESS	61,716.27	12.86	0.00	12.86	48.0	5.40
01/31/2018	NOBLES, VERLIE	JNL PERSPECTIVE L	32,602.57	35.32	0.00	35.32	48.0	14.83
01/31/2018	REEDER, WESLEY	JNL PERSPECTIVE L	18,987.50	20.57	0.00	20.57	48.0	8.64
01/31/2018	SPURGIN, BRENT	JNL PERSPECTIVE L	38,965.02	42.21	0.00	42.21	48.0	17.73
01/31/2018	WHISTLER, ROBERT M & LIND	JNL PERSPECTIVE L	53,976.59	44.98	0.00	44.98	48.0	18.89
01/31/2018	WHISTLER, ROBERT M & LIND	JNL PERSPECTIVE L	38,393.67	41.59	0.00	41.59	48.0	17.47
01/31/2018	WALLACE, DEBORREH	JNL PERSPECTIVE L	88,567.59	73.81	0.00	73.81	48.0	31.00
01/31/2018	NOBLES, VERLIE	JOHN HANCOCK VENTURE III	32,015.22	26.68	0.00	26.68	48.0	11.21
01/25/2018	GILMOR, JULIE	NATIONWIDE DESTINATION LS 96	0.00	-262.24	0.00	-262.24	48.0	-110.14
01/10/2018	WARD, SHERRY	OPPENHEIMER MAIN STREET OPP A	0.00	0.68	0.00	0.68	48.0	0.29
01/08/2018	SCOTT, RONALD	PREFERRED APT CMNTYS INC COM	19,010.00	100.00	22.00	78.00	48.0	32.76
01/10/2018	NICODIN, EARL	PUTNAM INVESTORS A	0.00	0.94	0.00	0.94	48.0	0.39
01/30/2018	BURNS, ANNE	SEC BEN 814121158	39,400.41	32.82	0.00	32.82	48.0	13.78
02/02/2018	RADEMAKERS, DAVID	TRANSAMERICA TACTICAL INCOME C	0.00	11.12	0.00	11.12	48.0	4.67
02/02/2018	RADEMAKERS, DAVID	TRANSAMERICA TACTICAL INCOME C	0.00	3.63	0.00	3.63	48.0	1.52
02/02/2018	HARRIS, GENIVA	TRANSAMERICA TACTICAL INCOME C	0.00	4.45	0.00	4.45	48.0	1.87
* MARK-S141 REG SMITH SUBTOTAL *			\$614,024.99	\$399.79	\$22.00	\$377.79		\$158.69
*** OVERRIDE TRANSACTIONS TOTAL ***			\$614,024.99	\$399.79	\$22.00	\$377.79		\$158.69

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<u>ADJUSTMENTS</u>								
02/15/2018		*AI INSIGHT: CURRENT MONTH	0.00					-7.00
02/15/2018		*EO INS: CURRENT MONTH INS	0.00					-300.00
02/15/2018		*LASER APP: CURRENT MONTH	0.00					-18.00
02/15/2018		*RBC: WEALTH STATION	0.00					-25.00
02/15/2018		*TECH: CURRENT MONTH BASIC	0.00					-180.00
02/15/2018		*TECHNOLOGY: ADMIN - CHRISTINA POOL	0.00					-130.00
02/15/2018		*TECHNOLOGY: ADMIN - JAMIE CONDRAY	0.00					-130.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$-790.00

BROKER COMMISSION TOTALS

Broker Transactions	\$14,330.49
Split Transactions	\$0.00
Override Transactions	\$158.69
Adjustments	\$-790.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$13,699.18
Year-to-date Gross	\$26,728.37
Year-to-date Earnings	\$30,421.12

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

** - Indicates adjustment is not included in Totals or Commissions

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