



Concorde Investment Services, LLC

01/12/2018

Page No. 1

COMMISSION STATEMENT

January 15, 2018

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>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
01/02/2018	SCHMITT, SUSAN	AGGRESSIVE PORTFOLIO A	50.00	2.50	0.00	2.50	92.0	2.30
01/02/2018	SCHMITT, SUSAN	AGGRESSIVE PORTFOLIO A	50.00	2.50	0.00	2.50	92.0	2.30
12/29/2017	DUSH, THERESA	AM FUNDS AMERICAN BALANCED A	50.00	1.38	0.00	1.38	92.0	1.27
01/02/2018	DANDURAND, BEVERLY	AM FUNDS AMERICAN BALANCED A	4,000.00	110.00	0.00	110.00	92.0	101.20
01/02/2018	KS/TOD	AM FUNDS AMERICAN BALANCED A	10,000.00	275.00	0.00	275.00	92.0	253.00
12/26/2017	ROTHS, GLEN	AM FUNDS CAPITAL INCOME BUILDER A	100.00	2.75	0.00	2.75	92.0	2.53
01/02/2018	KS/TOD	AM FUNDS CAPITAL INCOME BUILDER A	5,000.00	137.50	0.00	137.50	92.0	126.50
01/02/2018	DANDURAND, BEVERLY	AM FUNDS CAPITAL WORLD GRTH & INC A	2,000.00	55.00	0.00	55.00	92.0	50.60
12/26/2017	ROTHS, GLEN	AM FUNDS FUNDAMENTAL INVESTORS A	100.00	2.75	0.00	2.75	92.0	2.53
01/02/2018	DANDURAND, BEVERLY	AM FUNDS FUNDAMENTAL INVESTORS A	4,000.00	110.00	0.00	110.00	92.0	101.20
01/02/2018	KS/TOD	AM FUNDS FUNDAMENTAL INVESTORS A	5,000.00	137.50	0.00	137.50	92.0	126.50
12/26/2017	ROTHS, GLEN	AM FUNDS WASHINGTON MUTUAL INVESTOR	100.00	2.75	0.00	2.75	92.0	2.53
01/02/2018	DANDURAND, BEVERLY	AM FUNDS WASHINGTON MUTUAL INVESTOR	4,000.00	110.00	0.00	110.00	92.0	101.20
01/02/2018	KS/TOD	AM FUNDS WASHINGTON MUTUAL INVESTOR	5,000.00	137.50	0.00	137.50	92.0	126.50
/ /	EVERETT, TRAVIS	FIDELITY ADV REAL ESTATE A	75.00	2.75	0.00	2.75	92.0	2.53
/ /	EVERETT, TRAVIS	FIDELITY DIVIDEND GROWTH A	125.00	2.75	0.00	2.75	92.0	2.53
/ /	EVERETT, TRAVIS	FIDELITY EMERGING MARKETS A	100.00	2.75	0.00	2.75	92.0	2.53
12/20/2017	THOMAS, DAVID	FT FOUNDING FUNDS ALLOC A	150.00	7.50	0.00	7.50	92.0	6.90
12/18/2017	NELSON, JIM	INVESCO AMERICAN FRANCHISE A	100.00	3.00	0.00	3.00	92.0	2.76
12/18/2017	NELSON, DENE	INVESCO CHARTER FUND A	200.00	6.00	0.00	6.00	92.0	5.52
12/18/2017	NELSON, JIM	INVESCO CHARTER FUND A	250.00	7.50	0.00	7.50	92.0	6.90
12/18/2017	NELSON, JIM	INVESCO DEVELOPING MARKETS A	50.00	1.50	0.00	1.50	92.0	1.38
12/18/2017	NELSON, DENE	INVESCO GROWTH ALLOCATION A	100.00	3.00	0.00	3.00	92.0	2.76
12/18/2017	NELSON, JIM	INVESCO GROWTH ALLOCATION A	100.00	3.00	0.00	3.00	92.0	2.76
12/18/2017	NELSON, DENE	INVESCO MODERATE ALLOCATION A	200.00	6.00	0.00	6.00	92.0	5.52
12/29/2017	NELSON, ARIKA	INVESCO VALUE OPP A	200.00	6.00	0.00	6.00	92.0	5.52

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

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
* MUTUAL FUNDS SUBTOTAL *			\$41,100.00	\$1,138.88	\$0.00	\$1,138.88		\$1,047.77
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
12/29/2017	CARR, KATHRYN	ALLIANZ ALTERITY ENHANCED	20,666.84	51.67	0.00	51.67	92.0	47.54
12/29/2017	ROGERS, DEBRA	ALLIANZ ALTERITY ENHANCED	86,940.87	108.68	0.00	108.68	92.0	99.99
12/29/2017	HAMPTON, ANDRE	ALLIANZ REWARDS ENHANCED	10,940.73	13.68	0.00	13.68	92.0	12.59
12/29/2017	DENNY, MICHAEL	ALLIANZ REWARDS ENHANCED	17,537.64	21.92	0.00	21.92	92.0	20.17
12/29/2017	LANDGREN, RICHARD	HARTFORD LEADERS	109,116.36	68.20	0.00	68.20	92.0	62.74
12/31/2017	MCADAM, JEANNETTE	JNL ASCENDER PLUS SELECT 01/10	73,724.75	92.16	0.00	92.16	92.0	84.79
12/31/2017	SPRAGUE, KRISTY	JNL ELITE ACCESS	32,934.50	13.72	0.00	13.72	92.0	12.62
12/31/2017	BAZIL, RALPH	JNL ELITE ACCESS	56,835.75	23.68	0.00	23.68	92.0	21.79
12/31/2017	CLEARY, MICHAEL	JNL ELITE ACCESS	65,575.25	13.66	0.00	13.66	92.0	12.57
12/31/2017	ARVANITIS, MICHELLE	JNL PERSPECTIVE II 05/05	27,461.33	22.88	0.00	22.88	92.0	21.05
12/31/2017	STOCKHAM, THOMAS	JNL PERSPECTIVE II 05/05	16,373.29	6.82	0.00	6.82	92.0	6.27
12/31/2017	KELLEY, JAMES	JNL PERSPECTIVE II 05/05	164,104.52	68.38	0.00	68.38	92.0	62.91
12/31/2017	CARPENTER JR, ROBERT	JNL PERSPECTIVE II 05/05	42,019.66	17.51	0.00	17.51	92.0	16.11
12/31/2017	HOFFMAN, FRANCIS	JNL PERSPECTIVE II 05/05	128,449.77	53.52	0.00	53.52	92.0	49.24
12/31/2017	EVERETT, TRAVIS	JNL PERSPECTIVE II 05/05	107,701.41	44.88	0.00	44.88	92.0	41.29
12/31/2017	BRIMER JR, ALBERT	JNL PERSPECTIVE II 05/05	77,515.01	32.30	0.00	32.30	92.0	29.72
12/31/2017	GREENING, CHRISTOPHER	JNL PERSPECTIVE II 05/05	54,061.72	22.53	0.00	22.53	92.0	20.73
12/31/2017	RHEA, JONNIE	JNL PERSPECTIVE II 05/05	82,522.20	34.38	0.00	34.38	92.0	31.63
12/31/2017	PRACHT, MARK	JNL PERSPECTIVE II 05/05	118,413.93	49.34	0.00	49.34	92.0	45.39
12/31/2017	ENGEL, CALVIN	JNL PERSPECTIVE II 05/05	168,281.89	70.12	0.00	70.12	92.0	64.51
12/31/2017	HESSE, RICHARD	JNL PERSPECTIVE II 05/05	44,470.11	18.53	0.00	18.53	92.0	17.05
12/31/2017	BROWN, MARY	JNL PERSPECTIVE L	9,179.50	9.94	0.00	9.94	92.0	9.14
12/31/2017	CRANE, BEVERLY	JNL PERSPECTIVE L	158,783.73	172.02	0.00	172.02	92.0	158.26
12/31/2017	DANDURAND, BEVERLY	JNL PERSPECTIVE L	165,621.94	179.42	0.00	179.42	92.0	165.07
12/31/2017	ROBINSON, DENNIS	JOHN HANCOCK VANTAGE	72,098.12	15.02	0.00	15.02	92.0	13.82
12/31/2017	KENNEDY, ROBERT	JOHN HANCOCK VENTURE	36,351.59	22.72	0.00	22.72	92.0	20.90
12/31/2017	HEARD, DAVID	JOHN HANCOCK VENTURE	15,414.72	9.63	0.00	9.63	92.0	8.86
12/31/2017	HEIMERMAN, JANET	JOHN HANCOCK VENTURE 2006	42,427.34	8.84	0.00	8.84	92.0	8.13
12/31/2017	ROBINSON, DENNIS	JOHN HANCOCK VENTURE III	121,091.80	100.91	0.00	100.91	92.0	92.84
12/30/2017	MINGEE, VIRGINIA	NATIONWIDE AM FUT II NOCDSC 24	9,942.41	24.86	0.00	24.86	92.0	22.87
12/30/2017	DANDURAND, ROBERT	NATIONWIDE BOA ACHIEVER 45	75,354.95	47.10	0.00	47.10	92.0	43.33

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<u>DIRECT TRANSACTIONS</u>								
PRODUCT CATEGORY: VARIABLE ANNUITIES								
12/30/2017	KERSTING, LINDA	NATIONWIDE BOA ACHIEVER 45	101,928.31	63.71	0.00	63.71	92.0	58.61
12/30/2017	HART, JOHN	NATIONWIDE BOA FUTURE II 32	15,503.94	9.69	0.00	9.69	92.0	8.91
12/30/2017	DENNY, MICHAEL	NATIONWIDE BOA FUTURE II 32	18,660.14	34.99	0.00	34.99	92.0	32.19
12/30/2017	RARIDEN, RICHARD	NATIONWIDE BOA FUTURE II 32	12,136.80	7.59	0.00	7.59	92.0	6.98
12/30/2017	LOZANO, RODOLFO	NATIONWIDE BOA FUTURE II 32	40,282.41	100.71	0.00	100.71	92.0	92.65
12/30/2017	LEIGHTON, CAROL	NATIONWIDE BOA FUTURE II 32	134,948.84	337.37	0.00	337.37	92.0	310.38
12/30/2017	RUBENTHALER, RANDALL	NATIONWIDE BOA FUTURE II 32	83,237.00	52.02	0.00	52.02	92.0	47.86
12/30/2017	CONRAD, TOBY	NATIONWIDE BOA IVB 01	633.66	0.40	0.00	0.40	92.0	0.37
12/30/2017	CRABTREE, MICHAEL	NATIONWIDE DESTINATION B 16	41,168.97	25.73	0.00	25.73	92.0	23.67
12/30/2017	ESCHENBRENNER, NICHOLAS	NATIONWIDE MARKETFLEX BB	11,983.80	29.96	0.00	29.96	92.0	27.56
12/30/2017	COOK, LLOYD	NATIONWIDE MARKETFLEX BB	856.90	0.54	0.00	0.54	92.0	0.50
12/30/2017	ATKINSON, MARSHA	NATIONWIDE MARKETFLEX BB	114,890.49	71.81	0.00	71.81	92.0	66.07
12/30/2017	BROWN, SHIRLEY	NATIONWIDE MARKETFLEX BB	106,156.55	212.31	0.00	212.31	92.0	195.33
12/30/2017	WIRTH, MARJORIE	NATIONWIDE MARKETFLEX BB	86,693.95	54.18	0.00	54.18	92.0	49.85
12/30/2017	WALTERS, CLARK	NATIONWIDE MARKETFLEX BB	27,849.64	34.81	0.00	34.81	92.0	32.03
12/30/2017	RAYMER, RICHARD	NATIONWIDE MARKETFLEX BB	89,121.83	111.40	0.00	111.40	92.0	102.49
12/31/2017	STEKOLL, BERNARD	PRU AS ADVISOR PLAN II - 1996	127,761.46	79.85	0.00	79.85	92.0	73.46
12/31/2017	MCSPADDEN-STREIB, GLORIA	PRU AS APEX II	92,624.58	57.89	0.00	57.89	92.0	53.26
12/31/2017	MCSPADDEN-STREIB, GLORIA	PRU AS APEX II	92,624.58	231.56	0.00	231.56	92.0	213.04
12/28/2017	ROBINSON, VIRGINIA	SBL ADVISOR PROGRAM	65,235.10	13.59	0.00	13.59	92.0	12.50
12/28/2017	CRANE, JEANNE	SBL ADVISOR PROGRAM	216.67	0.14	0.00	0.14	92.0	0.13
12/28/2017	BROWN, MARSHALL	SBL ADVISOR PROGRAM	5,307.55	3.54	0.00	3.54	92.0	3.26
12/28/2017	BLUMENTHAL, JAY	SBL ADVISOR PROGRAM	42,260.98	28.17	0.00	28.17	92.0	25.92
12/28/2017	PERICA, NICK	SBL ADVISOR PROGRAM	20,379.94	13.59	0.00	13.59	92.0	12.50
12/28/2017	PERICA, NICK	SBL ADVISOR PROGRAM	20,627.97	4.30	0.00	4.30	92.0	3.96
12/28/2017	PRATT, DAN	SBL ADVISOR PROGRAM	76,745.34	51.17	0.00	51.17	92.0	47.08
12/28/2017	PRATT, DAN	SBL ADVISOR PROGRAM	10,052.65	6.70	0.00	6.70	92.0	6.16
12/28/2017	WILSON, MICHAEL	SBL ADVISOR PROGRAM	10,883.57	2.27	0.00	2.27	92.0	2.09
12/28/2017	SCOTT, MELANIE	SBL ADVISOR PROGRAM	36,639.09	24.43	0.00	24.43	92.0	22.48
12/28/2017	KIMBROUGH, MICHAEL	SBL ADVISOR PROGRAM	25,384.36	16.92	0.00	16.92	92.0	15.57
12/28/2017	GAMMON, RICHARD	SBL ADVISOR PROGRAM	7,263.14	4.84	0.00	4.84	92.0	4.45
12/28/2017	SPARTAN, STEPHEN	SBL ADVISOR PROGRAM	17,136.03	11.42	0.00	11.42	92.0	10.51
12/28/2017	HUGGINS, LINDA	SBL ADVISOR PROGRAM	6,248.82	4.17	0.00	4.17	92.0	3.84

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
12/28/2017	GREENFIELD, CHARLES	SBL ADVISOR PROGRAM	42.00	0.03	0.00	0.03	92.0	0.03
12/28/2017	SCHILLING, BARBARA	SBL ADVISOR PROGRAM	12,621.67	8.41	0.00	8.41	92.0	7.74
12/28/2017	SMITH, MAURICE	SBL ADVISOR PROGRAM	29.37	0.02	0.00	0.02	92.0	0.02
12/28/2017	HAYNES, VICKIE	SBL ADVISOR PROGRAM	9,962.06	6.64	0.00	6.64	92.0	6.11
12/28/2017	SANCHEZ, RICHARD	SBL ADVISOR PROGRAM	21,832.80	14.55	0.00	14.55	92.0	13.39
12/28/2017	SANCHEZ, RICHARD	SBL ADVISOR PROGRAM	8,570.67	5.71	0.00	5.71	92.0	5.25
12/28/2017	LEIGHTON, CAROL	SBL ADVISOR PROGRAM	13,516.57	9.02	0.00	9.02	92.0	8.30
12/28/2017	NOVAK, JAY	SBL ADVISOR PROGRAM	42,077.86	28.05	0.00	28.05	92.0	25.81
12/28/2017	LAHMANN, CYNTHIA	SBL ADVISOR PROGRAM	51,908.60	34.61	0.00	34.61	92.0	31.84
12/28/2017	WOLF, LORRAINE	SBL ADVISOR PROGRAM	948.62	0.63	0.00	0.63	92.0	0.58
12/28/2017	HILL, MICHAEL	SBL ADVISOR PROGRAM	14,094.97	9.40	0.00	9.40	92.0	8.65
12/28/2017	MOREHOUSE, MARIA	SBL ADVISOR PROGRAM	5,009.18	3.34	0.00	3.34	92.0	3.07
12/28/2017	LAHMANN, JAMES	SBL ADVISOR PROGRAM	40,369.42	33.64	0.00	33.64	92.0	30.95
12/28/2017	NEFF, SHERRILL	SBL ADVISOR PROGRAM	5,718.52	3.81	0.00	3.81	92.0	3.51
12/28/2017	CHASTAIN, ANDREA	SBL ADVISOR PROGRAM	53,827.66	35.89	0.00	35.89	92.0	33.02
12/28/2017	JOHNSON, JUDY	SBL ADVISOR PROGRAM	56,304.28	37.54	0.00	37.54	92.0	34.54
12/28/2017	DARR, YVONNE	SBL ADVISOR PROGRAM	24,487.08	16.32	0.00	16.32	92.0	15.01
12/28/2017	TUNG, CHAN	SBL ADVISOR PROGRAM	15,809.61	10.54	0.00	10.54	92.0	9.70
12/28/2017	COOPER, KATHERINE	SBL ADVISOR PROGRAM	7,324.14	4.88	0.00	4.88	92.0	4.49
12/28/2017	DAVIS, JOANNE	SBL ADVISOR PROGRAM	8,257.41	5.50	0.00	5.50	92.0	5.06
12/28/2017	YEAZEL, JOHN	SBL ADVISOR PROGRAM	61,615.05	41.08	0.00	41.08	92.0	37.79
12/28/2017	POWELL, MATTHEW	SBL ADVISOR PROGRAM	13,624.24	9.08	0.00	9.08	92.0	8.35
12/28/2017	MCDOWELL, DENISE	SBL ADVISOR PROGRAM	34,707.62	23.14	0.00	23.14	92.0	21.29
12/28/2017	SUTTON, LINDA	SBL ADVISOR PROGRAM	2,398.38	1.60	0.00	1.60	92.0	1.47
12/28/2017	MCADAM, DANIEL	SBL SECUREDESIGNS VA	102,438.39	21.29	0.00	21.29	92.0	19.59
12/28/2017	DUFFENDACK, PAULA	SBL SECUREDESIGNS VA	25,676.63	9.63	0.00	9.63	92.0	8.86
12/28/2017	BENNETT, CARA	SBL SECUREDESIGNS VA	11,909.21	2.49	0.00	2.49	92.0	2.29
12/28/2017	RHEA, JONNIE	SBL SECUREDESIGNS VA	103,112.55	21.45	0.00	21.45	92.0	19.73
12/03/2017	OTTAWAY, SANDRA	TRANSAMERICA FREEDOM	1,968.66	1.64	0.00	1.64	92.0	1.51
12/04/2017	OTTAWAY, SANDRA	TRANSAMERICA FREEDOM	7,124.25	5.94	0.00	5.94	92.0	5.46
12/24/2017	HOSS, JODENE	TRANSAMERICA PRINCIPIUM	271,082.99	112.95	0.00	112.95	92.0	103.91
* VARIABLE ANNUITIES SUBTOTAL *			\$4,783,729.15	\$3,659.61	\$0.00	\$3,659.61		\$3,366.90

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<u>DIRECT TRANSACTIONS</u>								
PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS								
12/11/2017	RUBENTHALER, RANDALL	ALLIANCEBERNSTEIN BALANCED SHARES A	0.00	4.23	0.00	4.23	92.0	3.89
12/11/2017	GALLARDO, KAREN	ALLIANCEBERNSTEIN EQUITY INCOME A	0.00	2.71	0.00	2.71	92.0	2.49
12/11/2017	KONECNY, BETTE J LUTES-	ALLIANCEBERNSTEIN GL THEMATIC GROWT	0.00	0.34	0.00	0.34	92.0	0.31
12/11/2017	KONECNY, BETTE J LUTES-	ALLIANCEBERNSTEIN SMALL/MID CAP VAL	0.00	0.47	0.00	0.47	92.0	0.43
12/18/2017	PRACHT, MARK	ALLIANZ NFJ DIVIDEND VALUE FUND CLA	0.00	6.97	0.00	6.97	92.0	6.41
12/18/2017	PRACHT, MARK	ALLIANZ NFJ LARGE CAP VALUE A	0.00	2.41	0.00	2.41	92.0	2.22
12/15/2017	PRACHT, MARK	AM FUNDS AMERICAN BALANCED A	0.00	4.56	0.00	4.56	92.0	4.20
12/15/2017	RUBENTHALER, RANDALL	AM FUNDS CAPITAL INCOME BUILDER A	0.00	4.47	0.00	4.47	92.0	4.11
12/15/2017	KONECNY, MARK	AM FUNDS CAPITAL INCOME BUILDER A	0.00	5.63	0.00	5.63	92.0	5.18
12/15/2017	ROTHS, BARBARA	AM FUNDS CAPITAL INCOME BUILDER A	0.00	1.77	0.00	1.77	92.0	1.63
12/15/2017	HOUSTON, SAMUEL	AM FUNDS CAPITAL INCOME BUILDER A	0.00	0.73	0.00	0.73	92.0	0.67
12/15/2017	KONECNY, MARK	AM FUNDS CAPITAL WORLD GRTH & INC A	0.00	3.93	0.00	3.93	92.0	3.62
12/15/2017	KONECNY, MARK	AM FUNDS FUNDAMENTAL INVESTORS A	0.00	2.27	0.00	2.27	92.0	2.09
12/15/2017	KONECNY, MARK	AM FUNDS GROWTH FUND OF AMERICA A	0.00	3.67	0.00	3.67	92.0	3.38
12/15/2017	PRACHT, MARK	AM FUNDS GROWTH FUND OF AMERICA A	0.00	9.04	0.00	9.04	92.0	8.32
12/15/2017	RUBENTHALER, RANDALL	AM FUNDS ICA A	0.00	3.86	0.00	3.86	92.0	3.55
12/15/2017	KONECNY, MARK	AM FUNDS ICA A	0.00	6.36	0.00	6.36	92.0	5.85
12/15/2017	ROTHS, GLEN	AM FUNDS ICA A	0.00	0.84	0.00	0.84	92.0	0.77
12/15/2017	ROTHS, BARBARA	AM FUNDS ICA A	0.00	0.63	0.00	0.63	92.0	0.58
12/15/2017	PRACHT, MARK	AM FUNDS NEW PERSPECTIVE A	0.00	8.04	0.00	8.04	92.0	7.40
12/15/2017	RUBENTHALER, RANDALL	AM FUNDS SMALLCAP WORLD A	0.00	5.34	0.00	5.34	92.0	4.91
12/15/2017	PRACHT, MARK	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	6.05	0.00	6.05	92.0	5.57
/ /	RAYMER, CHRISTOPHER	FIDELITY ADV HEALTH CARE T	0.00	1.53	0.00	1.53	92.0	1.41
/ /	CHRISTIAN TOD, ROBERT	FIDELITY ADV HEALTH CARE T	0.00	10.28	0.00	10.28	92.0	9.46
/ /	EVERETT, TRAVIS	FIDELITY ADV NEW INSIGHTS-CL A	0.00	2.03	0.00	2.03	92.0	1.87
/ /	LAGPACAN, RAYMUND	FIDELITY ADV OVERSEAS	0.00	3.09	0.00	3.09	92.0	2.84
/ /	LAGPACAN, RAYMUND	FIDELITY ADV OVERSEAS	0.00	1.93	0.00	1.93	92.0	1.78
/ /	LOTT TRUST, EDITH	FIDELITY ADV OVERSEAS	0.00	2.76	0.00	2.76	92.0	2.54
/ /	EVERETT, TRAVIS	FIDELITY ADV REAL ESTATE A	0.00	2.28	0.00	2.28	92.0	2.10
/ /	EVERETT, TRAVIS	FIDELITY ADV STOCK SELECTOR ALLCAP	0.00	2.04	0.00	2.04	92.0	1.88
/ /	CHRISTIAN TOD, ROBERT	FIDELITY ADV STRATEGIC INCOME	0.00	3.82	0.00	3.82	92.0	3.51
/ /	KENNEDY, ROBERT	FIDELITY ADV VALUE STRATEGIES A	0.00	8.96	0.00	8.96	92.0	8.24
12/15/2017	PRACHT, MARK	FIDELITY ADV VALUE STRATEGIES A	0.00	13.52	0.00	13.52	92.0	12.44

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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: MUTUAL FUND 12B1 TRAILS</u>								
/ /	RIEMANN TRUST, ARVELLA	FIDELITY ADVISOR VALUE	0.00	9.83	0.00	9.83	92.0	9.04
/ /	RIEMANN TRUST, ARVELLA	FIDELITY BALANCED T	0.00	9.90	0.00	9.90	92.0	9.11
/ /	CROSS TRUST, ALLEN & CHARLA	FIDELITY BALANCED T	0.00	10.68	0.00	10.68	92.0	9.83
/ /	RIEMANN TRUST, ARVELLA	FIDELITY DIV GROWTH T	0.00	15.01	0.00	15.01	92.0	13.81
/ /	CHRISTIAN TOD, ROBERT	FIDELITY DIV GROWTH T	0.00	10.69	0.00	10.69	92.0	9.83
/ /	EVERETT, TRAVIS	FIDELITY DIVERSIFIED INTL A	0.00	0.59	0.00	0.59	92.0	0.54
/ /	EVERETT, TRAVIS	FIDELITY DIVERSIFIED STOCK A	0.00	1.77	0.00	1.77	92.0	1.63
/ /	EVERETT, TRAVIS	FIDELITY DIVIDEND GROWTH A	0.00	2.36	0.00	2.36	92.0	2.17
/ /	EVERETT, TRAVIS	FIDELITY DIVIDEND GROWTH A	0.00	4.43	0.00	4.43	92.0	4.08
/ /	KENNEDY, ROBERT	FIDELITY EMERGING MARKET A	0.00	0.71	0.00	0.71	92.0	0.65
/ /	EVERETT, TRAVIS	FIDELITY EMERGING MARKETS A	0.00	0.46	0.00	0.46	92.0	0.42
/ /	EVERETT, TRAVIS	FIDELITY EMERGING MARKETS A	0.00	3.78	0.00	3.78	92.0	3.48
/ /	RANCILIO, KENNETH	FIDELITY EQUITY GROWTH A	0.00	0.91	0.00	0.91	92.0	0.84
/ /	LAGPACAN, RAYMUND	FIDELITY EQUITY GROWTH T	0.00	9.12	0.00	9.12	92.0	8.39
/ /	LAGPACAN, RAYMUND	FIDELITY EQUITY GROWTH T	0.00	6.12	0.00	6.12	92.0	5.63
/ /	RIEMANN TRUST, ARVELLA	FIDELITY EQUITY GROWTH T	0.00	29.18	0.00	29.18	92.0	26.85
/ /	HAYES, BEN	FIDELITY EQUITY GROWTH T	0.00	33.41	0.00	33.41	92.0	30.74
/ /	HEARD, DAVID	FIDELITY EQUITY GROWTH T	0.00	1.07	0.00	1.07	92.0	0.98
/ /	LOTT TRUST, EDITH	FIDELITY EQUITY GROWTH T	0.00	24.80	0.00	24.80	92.0	22.82
/ /	LAGPACAN, RAYMUND	FIDELITY EQUITY INCOME	0.00	8.72	0.00	8.72	92.0	8.02
/ /	LAGPACAN, RAYMUND	FIDELITY EQUITY INCOME	0.00	8.76	0.00	8.76	92.0	8.06
/ /	RIEMANN TRUST, ARVELLA	FIDELITY EQUITY INCOME	0.00	33.26	0.00	33.26	92.0	30.60
/ /	LOTT TRUST, EDITH	FIDELITY EQUITY INCOME	0.00	38.39	0.00	38.39	92.0	35.32
/ /	HAYES, MARTHA	FIDELITY EQUITY INCOME A	0.00	0.55	0.00	0.55	92.0	0.51
/ /	HAYES, BEN	FIDELITY EQUITY INCOME A	0.00	0.57	0.00	0.57	92.0	0.52
/ /	EVERETT, TRAVIS	FIDELITY FINANCIAL SERVICES A	0.00	0.78	0.00	0.78	92.0	0.72
/ /	EVERETT, TRAVIS	FIDELITY FINANCIAL SERVICES A	0.00	3.61	0.00	3.61	92.0	3.32
/ /	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	0.80	0.00	0.80	92.0	0.74
/ /	EVERETT, TRAVIS	FIDELITY GOV'T MMKT DAILY MONEY C	0.00	3.22	0.00	3.22	92.0	2.96
/ /	CHRISTIAN TOD, ROBERT	FIDELITY GOV'T MMKT DAILY MONEY C	0.00	3.43	0.00	3.43	92.0	3.16
/ /	KENNEDY, ROBERT	FIDELITY GROWTH & INCOME A	0.00	3.97	0.00	3.97	92.0	3.65
/ /	EVERETT, TRAVIS	FIDELITY GROWTH & INCOME A	0.00	1.75	0.00	1.75	92.0	1.61

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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: MUTUAL FUND 12B1 TRAILS</u>								
/ /	EVERETT, TRAVIS	FIDELITY HIGH INCOME A	0.00	0.54	0.00	0.54	92.0	0.50
/ /	KENNEDY, ROBERT	FIDELITY HIGH INCOME ADVANTAGE A	0.00	1.03	0.00	1.03	92.0	0.95
/ /	EVERETT, TRAVIS	FIDELITY HIGH INCOME ADVANTAGE A	0.00	1.94	0.00	1.94	92.0	1.78
/ /	RIEMANN TRUST, ARVELLA	FIDELITY HIGH INCOME T	0.00	3.68	0.00	3.68	92.0	3.39
/ /	LOTT TRUST, EDITH	FIDELITY HIGH INCOME T	0.00	3.13	0.00	3.13	92.0	2.88
/ /	RIEMANN TRUST, ARVELLA	FIDELITY MIDCAP T	0.00	5.31	0.00	5.31	92.0	4.89
/ /	RAYMER, CHRISTOPHER	FIDELITY MIDCAP T	0.00	1.33	0.00	1.33	92.0	1.22
/ /	EVERETT, TRAVIS	FIDELITY TECHNOLOGY A	0.00	0.63	0.00	0.63	92.0	0.58
/ /	HAYES, BEN	FIDELITY TECHNOLOGY T	0.00	1.73	0.00	1.73	92.0	1.59
/ /	CHRISTIAN TOD, ROBERT	FIDELITY TECHNOLOGY T	0.00	6.46	0.00	6.46	92.0	5.94
12/21/2017	KONECNY, BETTE J LUTES-	FRANKLIN BIOTECHNOLOGY DISCOVERY A	0.00	0.09	0.00	0.09	92.0	0.08
12/21/2017	RUBENTHALER, RANDALL	FRANKLIN INCOME A	0.00	5.18	0.00	5.18	92.0	4.77
12/21/2017	KONECNY, BETTE J LUTES-	FRANKLIN MUTUAL SHARES A	0.00	0.66	0.00	0.66	92.0	0.61
12/21/2017	HATJE, ROBERT	FRANKLIN UTILITIES A	0.00	4.67	0.00	4.67	92.0	4.30
12/14/2017	MCADAM, DANIEL	JP MORGAN INVESTOR CONSERVATIVE GRO	0.00	24.45	0.00	24.45	92.0	22.49
12/20/2017	KONECNY, BETTE J LUTES-	LORD ABBETT MID CAP STOCK A	0.00	2.28	0.00	2.28	92.0	2.10
12/11/2017	MCADAM, DANIEL	MFS GOVERNMENT SECURITIES A	0.00	0.47	0.00	0.47	92.0	0.43
12/19/2017	PRACHT, MARK	PIMCO TOTAL RETURN A	0.00	6.39	0.00	6.39	92.0	5.88
01/03/2018	HAMPTON, ANDRE	PIONEER BOND FUND A	0.00	8.97	0.00	8.97	92.0	8.25
01/03/2018	CHRISTIAN, ROBERT	PIONEER FUND A	0.00	73.10	0.00	73.10	92.0	67.25
01/03/2018	FAIRLEY, MICHAEL	PIONEER FUND A	0.00	25.48	0.00	25.48	92.0	23.44
01/03/2018	HAMPTON, ANNDRE	PIONEER FUND A	0.00	2.22	0.00	2.22	92.0	2.04
01/03/2018	FAIRLEY, MICHAEL	PIONEER IBBOTSON MODERATE ALLOC A	0.00	19.06	0.00	19.06	92.0	17.54
01/03/2018	HAMPTON, ANNDRE	PIONEER IBBOTSON MODERATE ALLOC A	0.00	1.04	0.00	1.04	92.0	0.96
12/11/2017	MCADAM, DANIEL	PRUDENTIAL SHORT- TERM CORPORATE BO	0.00	1.01	0.00	1.01	92.0	0.93
12/11/2017	MCADAM, DANIEL	PRUDENTIAL TOTAL RETURN BOND CL A	0.00	1.24	0.00	1.24	92.0	1.14
12/21/2017	RUBENTHALER, RANDALL	TEMPLETON GROWTH A	0.00	6.11	0.00	6.11	92.0	5.62
* MUTUAL FUND 12B1 TRAILS SUBTOTAL *			\$0.00	\$630.50	\$0.00	\$630.50		\$580.09
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
12/29/2017	SCHMIDT, ALAN	ADV CENTURY	0.00	7.83	0.00	7.83	92.0	7.20
12/29/2017	SCHMIDT, ALAN	ADV CENTURY	0.00	0.21	0.00	0.21	92.0	0.19
12/29/2017	SCHMIDT, SYLVIA	ADV CENTURY	0.00	8.86	0.00	8.86	92.0	8.15
12/29/2017	SCHMIDT, SYLVIA	ADV CENTURY	0.00	0.20	0.00	0.20	92.0	0.18

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
12/29/2017	SCHMITT, SUSAN	ADV CENTURY	0.00	5.99	0.00	5.99	92.0	5.51
12/31/2017	KIDWELL, ROGER	INTEGRITY LIFE TRAILS	36,918.07	92.30	0.00	92.30	92.0	84.92
12/31/2017	WERNER, WANDA	INTEGRITY LIFE TRAILS	124,480.40	311.20	0.00	311.20	92.0	286.30
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *			\$161,398.47	\$426.59	\$0.00	\$426.59		\$392.45
*** DIRECT TRANSACTIONS TOTAL ***			\$4,986,227.62	\$5,855.58	\$0.00	\$5,855.58		\$5,387.21
<u>ADJUSTMENTS</u>								
01/15/2018		*AI INSIGHT: CURRENT MONTH	0.00					-7.00
01/15/2018		*ALBRIDGE: LIGHT USER	0.00					-76.00
01/15/2018		*CONCIERGE SVC: 206296 MCSPADDEN-ST	0.00					-50.00
01/15/2018		*E & O INSURANCE: CURRENT MONTH INS	0.00					-300.00
01/15/2018		*GLOBAL RELAY: FACEBOOK	0.00					-5.00
01/15/2018		*GLOBAL RELAY: WEBSITE	0.00					-15.00
01/15/2018		*GLOBAL RELAY: YOUTUBE	0.00					-25.00
01/15/2018		*MARKETING LIBRARY: MARKETING LIBRA	0.00					-20.00
01/15/2018		*TECHNOLOGY: CURRENT MONTH BASIC	0.00					-180.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$-678.00

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BROKER COMMISSION TOTALS

Broker Transactions	\$5,387.21
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$-678.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$4,709.21
Year-to-date Gross	\$5,855.58
Year-to-date Earnings	\$5,387.21