



Concorde Investment Services, LLC

07/16/2018

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COMMISSION STATEMENT**July 15, 2018**DAVID, K123 KERN
4321 Flagstaff CoveBROKER #: K123
BRANCH: DAVID KERN

Fort Wayne, IN 46815

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
07/09/2018	DAVIS, PATRICIA	JNL ELITE ACCESS	13,120.28	164.00	0.00	164.00	90.0	147.60
06/21/2018	FREISTROFFER, MERIDITH	JNL INVESTOR VUL	1,331.46	39.94	0.00	39.94	90.0	35.95
* VARIABLE ANNUITIES SUBTOTAL *			\$14,451.74	\$203.94	\$0.00	\$203.94		\$183.55
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
/ /	PAYNE, MARTHA	GUGGENHEIM DIVERSIFIED INCOME C	0.00	2.97	0.00	2.97	90.0	2.67
/ /	PAYNE, MARTHA	GUGGENHEIM RBP LARGE CAP DEFENSIVE	0.00	1.18	0.00	1.18	90.0	1.06
/ /	PAYNE, MARTHA	LARGE CAP VALUE C	0.00	0.88	0.00	0.88	90.0	0.79
06/19/2018	HELMBERGER, GENNA	SAMMONS MF TRAILS	14,274.40	5.97	0.00	5.97	90.0	5.37
06/28/2018	KERN, BRIAN	SAMMONS MF TRAILS	29,173.37	12.17	0.00	12.17	90.0	10.95
* MUTUAL FUND 12B1 TRAILS SUBTOTAL *			\$43,447.77	\$23.17	\$0.00	\$23.17		\$20.84
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
06/29/2018	KNUTSON, SUSAN	ALLIANZ VISION	0.00	352.81	0.00	352.81	90.0	317.53
06/29/2018	GAGNON, DONALD	ALLIANZ VISION	0.00	979.97	0.00	979.97	90.0	881.97
06/29/2018	THEXTON, BARBARA	ALLIANZ VISION	0.00	197.92	0.00	197.92	90.0	178.13
06/29/2018	WILKENING, DAVID	ALLIANZ VISION	0.00	189.48	0.00	189.48	90.0	170.53
06/29/2018	SIMS, STEPHEN	ALLIANZ VISION	0.00	1,316.11	0.00	1,316.11	90.0	1,184.50
06/29/2018	REBMAN, VICTOR	ALLIANZ VISION	0.00	308.93	0.00	308.93	90.0	278.04
06/29/2018	STANFORD, JEFF	ALLIANZ VISION	0.00	134.57	0.00	134.57	90.0	121.11
06/29/2018	SOLLOWAY, SHARON	ALLIANZ VISION	0.00	352.55	0.00	352.55	90.0	317.30
06/25/2018	KERN, DAVID	AMERITAS LOWLOAD VUL	0.00	0.84	0.00	0.84	90.0	0.76
06/27/2018	KERN, BENJAMIN	AMERITAS LOWLOAD VUL	0.00	1.26	0.00	1.26	90.0	1.13
07/02/2018	KERN, BRIAN	AMERITAS LOWLOAD VUL	0.00	0.08	0.00	0.08	90.0	0.07
07/05/2018	SCHENKEL, JOHN	AMERITAS LOWLOAD VUL	0.00	0.30	0.00	0.30	90.0	0.27
06/30/2018	KERN, DAVID	JNL ELITE ACCESS	0.00	1.73	0.00	1.73	90.0	1.56
06/30/2018	KERN, DAVID	JNL ELITE ACCESS	0.00	38.94	0.00	38.94	90.0	35.05

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

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
06/30/2018	KERN, BENJAMIN	JNL ELITE ACCESS	0.00	6.34	0.00	6.34	90.0	5.71
06/30/2018	KERN, BENJAMIN	JNL ELITE ACCESS	0.00	107.50	0.00	107.50	90.0	96.75
06/30/2018	LINDQUIST FAMILY TRUST, MICAH	JNL ELITE ACCESS	0.00	145.45	0.00	145.45	90.0	130.91
06/30/2018	BUTCHER, JACK	JNL ELITE ACCESS	0.00	701.20	0.00	701.20	90.0	631.08
06/30/2018	KERN, BRIAN	JNL ELITE ACCESS	0.00	40.43	0.00	40.43	90.0	36.39
06/30/2018	RIEBE, PATRICIA	JNL ELITE ACCESS	0.00	147.38	0.00	147.38	90.0	132.64
06/30/2018	SVOBODA, JOYCE	JNL ELITE ACCESS	0.00	30.64	0.00	30.64	90.0	27.58
06/30/2018	MILLER, LAVERN	JNL ELITE ACCESS	0.00	23.24	0.00	23.24	90.0	20.92
06/30/2018	MILLER, JEAN	JNL ELITE ACCESS	0.00	10.14	0.00	10.14	90.0	9.13
06/30/2018	BRIEGEL, WILLIAM	JNL ELITE ACCESS	0.00	14.87	0.00	14.87	90.0	13.38
06/30/2018	FORTNEY, ELIZABETH	JNL ELITE ACCESS	0.00	30.67	0.00	30.67	90.0	27.60
06/30/2018	JOHNSON, MARGAUX	JNL ELITE ACCESS	0.00	5.48	0.00	5.48	90.0	4.93
06/30/2018	SMITH, STEPHANIE	JNL ELITE ACCESS	0.00	17.40	0.00	17.40	90.0	15.66
06/30/2018	COLLENTINE, CARYL	JNL ELITE ACCESS	0.00	4.04	0.00	4.04	90.0	3.64
06/30/2018	COLLENTINE, SEAN	JNL ELITE ACCESS	0.00	4.05	0.00	4.05	90.0	3.65
06/30/2018	ROY, SHARI	JNL ELITE ACCESS	0.00	39.08	0.00	39.08	90.0	35.17
06/30/2018	KERN, LEESA	JNL ELITE ACCESS	0.00	34.78	0.00	34.78	90.0	31.30
06/30/2018	HURLEY, JOHN	JNL ELITE ACCESS	0.00	15.34	0.00	15.34	90.0	13.81
06/30/2018	DELLINGER, EMMA	JNL ELITE ACCESS	0.00	131.92	0.00	131.92	90.0	118.73
06/30/2018	OBERLIN, DOUGLAS	JNL ELITE ACCESS	0.00	20.48	0.00	20.48	90.0	18.43
06/30/2018	SIMS, SUSAN	JNL ELITE ACCESS	0.00	3.96	0.00	3.96	90.0	3.56
06/30/2018	BLESSING, THOMAS	JNL ELITE ACCESS	0.00	60.96	0.00	60.96	90.0	54.86
06/30/2018	AKPABIO, UWEM	JNL ELITE ACCESS	0.00	80.66	0.00	80.66	90.0	72.59
06/30/2018	REBMAN, MONA	JNL ELITE ACCESS	0.00	5.37	0.00	5.37	90.0	4.83
06/30/2018	FREISTROFFER, HENRY	JNL ELITE ACCESS	0.00	6.40	0.00	6.40	90.0	5.76
06/30/2018	ROGERS, JOHN	JNL ELITE ACCESS	0.00	21.13	0.00	21.13	90.0	19.02
06/30/2018	ROGERS, ADRIENNE	JNL ELITE ACCESS	0.00	21.13	0.00	21.13	90.0	19.02
06/30/2018	ROGERS, ADRIENNE	JNL ELITE ACCESS	0.00	150.18	0.00	150.18	90.0	135.16
06/30/2018	WHITELEATHER, TRACY	JNL ELITE ACCESS	0.00	99.44	0.00	99.44	90.0	89.50
06/30/2018	WHITELEATHER, KEVIN	JNL ELITE ACCESS	0.00	18.09	0.00	18.09	90.0	16.28
06/30/2018	KELTY, SANDRA	JNL ELITE ACCESS	0.00	19.65	0.00	19.65	90.0	17.69
06/30/2018	RIEBE, PATRICIA	JNL ELITE ACCESS	0.00	5.77	0.00	5.77	90.0	5.19
06/30/2018	KELTY, SUSAN	JNL ELITE ACCESS	0.00	360.10	0.00	360.10	90.0	324.09

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
06/30/2018	HOVERMAN, ANDREA	JNL ELITE ACCESS	0.00	11.88	0.00	11.88	90.0	10.69
06/30/2018	HOVERMAN, BRYAN	JNL ELITE ACCESS	0.00	13.31	0.00	13.31	90.0	11.98
06/30/2018	FORTNEY, ELIZABETH	JNL ELITE ACCESS	0.00	6.92	0.00	6.92	90.0	6.23
06/30/2018	KERN, DAVID	JNL ELITE ACCESS W/ LIQUIDITY	0.00	33.94	0.00	33.94	90.0	30.55
06/30/2018	FORTNEY, DAVID	JNL ELITE ACCESS W/ LIQUIDITY	0.00	24.95	0.00	24.95	90.0	22.46
06/30/2018	JOHNSON, THEODORE	JNL ELITE ACCESS W/ LIQUIDITY	0.00	5.40	0.00	5.40	90.0	4.86
06/30/2018	ROY, RICHARD	JNL ELITE ACCESS W/ LIQUIDITY	0.00	22.26	0.00	22.26	90.0	20.03
06/30/2018	PAYNE, MARTHA	JNL ELITE ACCESS W/ LIQUIDITY	0.00	8.68	0.00	8.68	90.0	7.81
06/30/2018	COLE, NANCY	JNL ELITE ACCESS W/ LIQUIDITY	0.00	39.43	0.00	39.43	90.0	35.49
06/30/2018	DETER, MARY	JNL ELITE ACCESS W/ LIQUIDITY	0.00	1.70	0.00	1.70	90.0	1.53
06/30/2018	HESTER, LEEANNE	JNL ELITE ACCESS W/ LIQUIDITY	0.00	48.13	0.00	48.13	90.0	43.32
06/30/2018	THEXTON, BARBARA	JNL ELITE ACCESS W/ LIQUIDITY	0.00	10.02	0.00	10.02	90.0	9.02
06/30/2018	WEIS, KIMBERLY	JNL ELITE ACCESS W/ LIQUIDITY	0.00	76.58	0.00	76.58	90.0	68.92
06/30/2018	HURLEY, JOHN	JNL ELITE ACCESS W/ LIQUIDITY	0.00	76.57	0.00	76.57	90.0	68.91
06/30/2018	FREISTROFFER, HENRY	JNL INVESTOR VUL	0.00	3.74	0.00	3.74	90.0	3.37
06/30/2018	FREISTROFFER, MERIDITH	JNL INVESTOR VUL	0.00	3.05	0.00	3.05	90.0	2.75
06/30/2018	DAVIS, GARY	JNL PERSPECTIVE L	0.00	176.17	0.00	176.17	90.0	158.55
06/30/2018	KELTY, RICHARD	JNL PERSPECTIVE L	0.00	594.30	0.00	594.30	90.0	534.87
06/30/2018	SOLLOWAY, WILLIAM	JNL PERSPECTIVE L	0.00	98.34	0.00	98.34	90.0	88.51
06/30/2018	DETER, MARY	JNL PERSPECTIVE L	0.00	39.83	0.00	39.83	90.0	35.85
06/30/2018	CROWLEY, HELEN	JNL PERSPECTIVE L	0.00	34.07	0.00	34.07	90.0	30.66
06/30/2018	FREISTROFFER, HENRY	JNL PERSPECTIVE L	0.00	194.77	0.00	194.77	90.0	175.29
06/30/2018	BOHNKE, LON	JNL PERSPECTIVE L	0.00	48.86	0.00	48.86	90.0	43.97
06/30/2018	ROGERS, ADRIENNE	JNL PERSPECTIVE L	0.00	43.89	0.00	43.89	90.0	39.50
06/30/2018	ROGERS, JOHN	JNL PERSPECTIVE L	0.00	43.58	0.00	43.58	90.0	39.22
06/30/2018	BUTCHER, JACK	JOHN HANCOCK VISION	0.00	149.44	0.00	149.44	90.0	134.50
06/30/2018	WEST, JOLAN	JOHN HANCOCK VISION	0.00	114.29	0.00	114.29	90.0	102.86
06/30/2018	PAYNE, MARTHA	NATIONWIDE MARKETFLEX BB	0.00	37.08	0.00	37.08	90.0	33.37
/ /	MARATHON LABELS 401K	NWL FLEX ADVANTAGE	0.00	80.34	0.00	80.34	90.0	72.31
/ /	NEW HAVEN PRINT &	NWL FLEX ADVANTAGE	0.00	205.64	0.00	205.64	90.0	185.08
/ /	MARATHON LABELS 401K	NWL POOLED FXD	0.00	2.85	0.00	2.85	90.0	2.57
/ /	NEW HAVEN PRINT &	NWL POOLED FXD	0.00	0.85	0.00	0.85	90.0	0.77
06/30/2018	SIMS, SUSAN	PRU AS APEX II	0.00	44.23	0.00	44.23	90.0	39.81

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
06/30/2018	SIMS, SUSAN	PRU AS APEX II	0.00	14.74	0.00	14.74	90.0	13.27
06/30/2018	ARCHER, GARY	PRU AS APEX II	0.00	99.52	0.00	99.52	90.0	89.57
06/30/2018	ARCHER, GARY	PRU AS APEX II	0.00	33.17	0.00	33.17	90.0	29.85
06/30/2018	HEY, BYARD	PRU AS APEX II	0.00	48.50	0.00	48.50	90.0	43.65
06/30/2018	HEY, BYARD	PRU AS APEX II	0.00	16.17	0.00	16.17	90.0	14.55
06/30/2018	WEST, STEVEN	PRU AS APEX II	0.00	167.21	0.00	167.21	90.0	150.49
06/30/2018	WEST, STEVEN	PRU AS APEX II	0.00	55.74	0.00	55.74	90.0	50.17
06/30/2018	BROWN, KENNETH	PRU AS APEX II	0.00	65.23	0.00	65.23	90.0	58.71
06/30/2018	BROWN, KENNETH	PRU AS APEX II	0.00	21.74	0.00	21.74	90.0	19.57
06/30/2018	RIEBE, ALAN	PRU AS APEX II	0.00	79.61	0.00	79.61	90.0	71.65
06/30/2018	RIEBE, ALAN	PRU AS APEX II	0.00	26.54	0.00	26.54	90.0	23.89
06/30/2018	ZONAKIS, DELORES	PRU AS LIFEVEST II	0.00	8.55	0.00	8.55	90.0	7.70
06/30/2018	ZONAKIS, DELORES	PRU AS LIFEVEST II	0.00	25.66	0.00	25.66	90.0	23.09
06/30/2018	ZONAKIS, DELORES	PRU AS LIFEVEST II	0.00	6.02	0.00	6.02	90.0	5.42
06/30/2018	ZONAKIS, DELORES	PRU AS LIFEVEST II	0.00	18.07	0.00	18.07	90.0	16.26
06/30/2018	TEUBNER, KATHERINE	PRU AS LIFEVEST II	0.00	25.40	0.00	25.40	90.0	22.86
06/30/2018	TEUBNER, KATHERINE	PRU AS LIFEVEST II	0.00	8.47	0.00	8.47	90.0	7.62
06/30/2018	TEUBNER, KATHERINE	PRU AS LIFEVEST II	0.00	29.09	0.00	29.09	90.0	26.18
06/30/2018	TEUBNER, KATHERINE	PRU AS LIFEVEST II	0.00	9.70	0.00	9.70	90.0	8.73
06/30/2018	SVOBODA, JOYCE	PRU AS LIFEVEST II	0.00	48.87	0.00	48.87	90.0	43.98
06/30/2018	SVOBODA, JOYCE	PRU AS LIFEVEST II	0.00	16.29	0.00	16.29	90.0	14.66
06/30/2018	PICCIANO, DEAN	PRU AS XTRA CREDIT SIX	0.00	35.69	0.00	35.69	90.0	32.12
06/30/2018	PICCIANO, DEAN	PRU AS XTRA CREDIT SIX	0.00	35.69	0.00	35.69	90.0	32.12
06/30/2018	COLE, NANCY	PRU AS XTRA CREDIT SIX	0.00	108.22	0.00	108.22	90.0	97.40
06/30/2018	FULBRIGHT, SHERRY	PRU AS XTRA CREDIT SIX	0.00	32.49	0.00	32.49	90.0	29.24
06/30/2018	TEUBNER, KATHERINE	PRU AS XTRA CREDIT SIX	0.00	15.11	0.00	15.11	90.0	13.60
06/30/2018	TEUBNER, KATHERINE	PRU AS XTRA CREDIT SIX	0.00	15.11	0.00	15.11	90.0	13.60
06/30/2018	RIEBE, ALAN	PRU DEFINED INCOME	0.00	132.64	0.00	132.64	90.0	119.38
06/30/2018	BUTCHER, JACK	PRU PREMIER INVT A	0.00	17.56	0.00	17.56	90.0	15.80
06/30/2018	FREISTROFFER, HENRY	PRU PREMIER RETIREMENT L	0.00	84.61	0.00	84.61	90.0	76.15
06/30/2018	WALKER-BLESSING, DAWN	PRU PREMIER RETIREMENT L	0.00	165.86	0.00	165.86	90.0	149.27
06/30/2018	KELTY, RICHARD	PRU PREMIER RETIREMENT L	0.00	244.48	0.00	244.48	90.0	220.03
06/30/2018	KELTY, SANDRA	PRU PREMIER RETIREMENT L	0.00	110.00	0.00	110.00	90.0	99.00

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
06/30/2018	SHAW, LORI	PRU PREMIER RETIREMENT L	0.00	160.71	0.00	160.71	90.0	144.64
06/30/2018	DOWNING, LYNETTE	PRU PREMIER RETIREMENT L	0.00	131.41	0.00	131.41	90.0	118.27
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *			\$0.00	\$10,667.72	\$0.00	\$10,667.72		\$9,601.01
*** DIRECT TRANSACTIONS TOTAL ***			\$57,899.51	\$10,894.83	\$0.00	\$10,894.83		\$9,805.40

ADJUSTMENTS

07/15/2018		*E & O INSURANCE: CURRENT MONTH INS	0.00					-300.00
07/15/2018		*TECHNOLOGY: ADMIN - LEESA KERN	0.00					-130.00
07/15/2018		*TECHNOLOGY: CURRENT MONTH BASIC	0.00					-180.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$-610.00

BROKER COMMISSION TOTALS

Broker Transactions	\$9,805.40
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$-610.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$9,195.40
Year-to-date Gross	\$74,597.01
Year-to-date Earnings	\$67,153.82

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