

COMMISSION STATEMENT

January 15, 2018

DAN FENCL-D022

BROKER #: D022

BRANCH: DMG

, TX

COMMISSION STATEMENT for DAN FENCL-D022

TRADE DATE	CLIENT	INVESTMENT	B/S	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
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DIRECT TRANSACTIONS

PRODUCT CATEGORY: MUTUAL FUNDS

12/26/2017 (None) MILLER	MF	PRINCIPAL	B	0.00	1.19	0.00	1.19	85.0	1.01
12/29/2017 00089368987 STEFFEN, CAROL	MF	DEUTSCHE ENHANCED GLOBAL BOND	B	25.00	1.00	0.00	1.00	85.0	0.85
* MUTUAL FUNDS SUBTOTAL *				\$25.00	\$2.19	\$0.00	\$2.19		\$1.86

PRODUCT CATEGORY: VARIABLE ANNUITIES

12/31/2017 009044607A BURMAN, HOWARD	VA	PERSPECTIVE	B	10,666.42	8.89	0.00	8.89	85.0	7.56
12/31/2017 1009150001 LAMPE, KAREN	VA	PERSPECTIVE L	B	129,817.16	108.18	0.00	108.18	85.0	91.95
12/31/2017 1009405336 HEIRES, ALAN	VA	PERSPECTIVE L	B	13,478.63	11.23	0.00	11.23	85.0	9.55
12/31/2017 1009412669 STEPHENS, CHERYL	VA	PERSPECTIVE L	B	35,317.18	29.43	0.00	29.43	85.0	25.02
12/31/2017 1009442347 NAPIER, JOHN	VA	PERSPECTIVE L	B	14,492.56	12.08	0.00	12.08	85.0	10.27
12/31/2017 1009561753 DES JARLAIS, TERRY	VA	PERSPECTIVE L	B	193,727.84	161.44	0.00	161.44	85.0	137.22
12/31/2017 1009604118 DUNHAM, ARTHUR	VA	PERSPECTIVE L	B	95,179.14	79.32	0.00	79.32	85.0	67.42
12/31/2017 1009660573 STORJOHANN, HAROLD	VA	PERSPECTIVE L	B	16,643.65	13.87	0.00	13.87	85.0	11.79
12/31/2017 1009698791 LAUVER, KEVIN	VA	PERSPECTIVE L	B	36,727.86	30.61	0.00	30.61	85.0	26.02
12/31/2017 1010047648 GRIMM, GREIG	VA	PERSP L 08/11	B	38,465.08	32.05	0.00	32.05	85.0	27.24
12/31/2017 1010047737 GRIMM, GREIG	VA	PERSP L 08/11	B	116,216.90	96.85	0.00	96.85	85.0	82.32
12/31/2017 1010072391 FENCL, DAVID	VA	PERSP L 08/11	B	226,933.63	189.11	0.00	189.11	85.0	160.74
12/31/2017 1010085205 PAISLEY, RUTH	VA	PERSP L 08/11	B	100,087.83	83.41	0.00	83.41	85.0	70.90
12/31/2017 1010151046 STORJOHANN, HAROLD	VA	PERSP L 08/11	B	27,624.82	23.02	0.00	23.02	85.0	19.57
12/31/2017 1010172710 DRENNER, MARTHA	VA	PERSP L 08/11	B	142,615.09	118.85	0.00	118.85	85.0	101.02
12/31/2017 1010832922 FENCL, ROBERT	VA	PERSP L 08/11	B	89,288.19	74.41	0.00	74.41	85.0	63.25
12/31/2017 1010954688 BAILEY, JAMES	VA	PERSP L 08/11	B	110,865.58	129.34	0.00	129.34	85.0	109.94
12/31/2017 1011040396 DRENNER, WILLIAM	VA	PERSP L 08/11	B	123,618.91	103.02	0.00	103.02	85.0	87.57
12/31/2017 1011040434 DRENNER, MARTHA	VA	PERSP L 08/11	B	70,671.20	58.89	0.00	58.89	85.0	50.06
12/31/2017 1011339294 DES JARLAIS, MARY	VA	PERSP L 08/11	B	183,285.54	152.74	0.00	152.74	85.0	129.83
12/31/2017 1011499550 JONES, CARLA	VA	PERSP L 08/11	B	150,491.22	125.41	0.00	125.41	85.0	106.60
12/31/2017 1011726468 ADAMS, DONALD	VA	PERSP L 08/11	B	69,677.20	58.06	0.00	58.06	85.0	49.35
12/31/2017 1012601693 STEFFEN, ALICE	VA	ELITE ACCESS	B	30,732.68	25.61	0.00	25.61	85.0	21.77
12/31/2017 1012601723 FENCL, RANDALL	VA	ELITE ACCESS	B	40,137.29	33.45	0.00	33.45	85.0	28.43
12/31/2017 1015625623 FENCL, RONALD	VA	PERSP L 08/11	B	174,586.78	203.68	0.00	203.68	85.0	173.13
12/31/2017 1016522321 ANDERSON, GREGORY	VA	PERSP L 08/11	B	119,901.09	99.92	0.00	99.92	85.0	84.93

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* VARIABLE ANNUITIES SUBTOTAL *				\$2,361,249.47	\$2,062.87	\$0.00	\$2,062.87		\$1,753.45

PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS

12/31/2017 (None) VARIOUS, FENCL	MFT OPPENHEIMER	B	0.00	19.19	0.00	19.19	85.0	16.31
01/08/2018 (None) VARIOUS, FENCL	MFT FIDELITY ADVISOR FDS	B	0.00	0.82	0.00	0.82	85.0	0.70
01/03/2018 00621091956 DAVIS, KAREN	MFT PIONEER FUND A	B	0.00	3.89	0.00	3.89	85.0	3.31
01/03/2018 00621091956 DAVIS, KAREN	MFT PIONEER MID CAP VALUE FUND A	B	0.00	14.13	0.00	14.13	85.0	12.01
01/03/2018 00621220249 TONN, BILLIE	MFT PIONEER FUND A	B	0.00	46.45	0.00	46.45	85.0	39.48
01/03/2018 00663799662 HOOVER JT TEN,	MFT PIONEER FUND A	B	0.00	5.96	0.00	5.96	85.0	5.07
01/03/2018 00699887190 ADAMS, BRET	MFT TRANSAMERICA-IDEX 893962415	B	0.00	1.25	0.00	1.25	85.0	1.06
01/03/2018 00699887191 ADAMS, BRET	MFT TRANSAMERICA-IDEX 893961813	B	0.00	0.30	0.00	0.30	85.0	0.26
01/01/2018 05566037249 HOOVER JT TEN,	MFT MFS EMERGING MARKETS EQUITY	B	0.00	2.05	0.00	2.05	85.0	1.74
01/03/2018 06206144790 BERRY, DIANA	MFT PIONEER FUND A	B	0.00	32.31	0.00	32.31	85.0	27.46
01/01/2018 08189235404 STECHER, JULIE	MFT MASS INVESTORS GROWTH STOCK	B	0.00	5.64	0.00	5.64	85.0	4.79
01/01/2018 08189709825 HOOVER JT TEN,	MFT MFS INTERNTL DIVERSIFICATION	B	0.00	1.82	0.00	1.82	85.0	1.55
01/01/2018 08189709829 HOOVER JT TEN,	MFT MFS RESEARCH INTERNATIONAL	B	0.00	1.50	0.00	1.50	85.0	1.28
* MUTUAL FUND 12B1 TRAILS SUBTOTAL *			\$0.00	\$135.31	\$0.00	\$135.31		\$115.02

PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS

12/29/2017 (None) CAMPBELL, LEO	VAT ALLIANZ LIFE	B	0.00	103.40	0.00	103.40	85.0	87.89
12/29/2017 (None) CRAVENS, VALERIE	VAT ALLIANZ LIFE	B	0.00	80.93	0.00	80.93	85.0	68.79
12/31/2017 (None) FENCL, RONALD	VAT NATIONWIDE	B	0.00	17.89	0.00	17.89	85.0	15.21
12/31/2017 (None) VENEM, ROBERT	VAT PRUDENTIAL LIFE	B	0.00	14.26	0.00	14.26	85.0	12.12
12/31/2017 (None) STROH, MARSHA	VAT PRUDENTIAL LIFE	B	0.00	29.83	0.00	29.83	85.0	25.36
12/31/2017 (None) STROH, MARSHA	VAT PRUDENTIAL LIFE	B	0.00	9.94	0.00	9.94	85.0	8.45
12/31/2017 (None) VENEM, ROBERT	VAT PRUDENTIAL LIFE	B	0.00	42.78	0.00	42.78	85.0	36.36
12/31/2017 (None) VENEM, ROBERT	VAT PRUDENTIAL LIFE	B	0.00	45.01	0.00	45.01	85.0	38.26
12/31/2017 (None) VENEM, ROBERT	VAT PRUDENTIAL LIFE	B	0.00	15.00	0.00	15.00	85.0	12.75
12/31/2017 (None) DES JARLAIS, MARY	VAT PRUDENTIAL LIFE	B	0.00	116.90	0.00	116.90	85.0	99.37
12/31/2017 (None) DES JARLAIS, MARY	VAT PRUDENTIAL LIFE	B	0.00	116.90	0.00	116.90	85.0	99.37
12/31/2017 (None) FENCL, BARBARA	VAT PRUDENTIAL LIFE	B	0.00	27.51	0.00	27.51	85.0	23.38
12/31/2017 (None) FENCL, BARBARA	VAT PRUDENTIAL LIFE	B	0.00	9.17	0.00	9.17	85.0	7.79
12/31/2017 (None) FENCL, BARBARA	VAT PRUDENTIAL LIFE	B	0.00	27.51	0.00	27.51	85.0	23.38
12/31/2017 (None) FENCL, BARBARA	VAT PRUDENTIAL LIFE	B	0.00	9.17	0.00	9.17	85.0	7.79
12/31/2017 (None) FENCL, ROBERT	VAT PRUDENTIAL LIFE	B	0.00	108.37	0.00	108.37	85.0	92.11
12/31/2017 (None) FENCL, ROBERT	VAT PRUDENTIAL LIFE	B	0.00	36.12	0.00	36.12	85.0	30.70
01/05/2018 (None) VENEM, ROBERT	VAT JOHN HANCOCK LIFE	B	0.00	55.94	0.00	55.94	85.0	47.55
12/26/2017 VA96299150 FLEMING, ARLENE	VAT PACIFIC LIFE VA 694474206	B	0.00	45.45	0.00	45.45	85.0	38.63
01/02/2018 VA98909290 DEGROOTE	VAT PACIFIC LIFE CUSIP 694474107	B	0.00	129.82	0.00	129.82	85.0	110.35
12/26/2017 VA99115690 REED	VAT PACIFIC LIFE VA 694474883	B	0.00	10.03	0.00	10.03	85.0	8.53
12/26/2017 VR00011328 SCHRODER	VAT PACIFIC LIFE VA 694474883	B	0.00	4.80	0.00	4.80	85.0	4.08
12/26/2017 VR01000118 SCHOPPE	VAT PACIFIC LIFE VA 694474883	B	0.00	181.55	0.00	181.55	85.0	154.32
01/02/2018 VR01035126 BURMAN, HOWARD	VAT PACIFIC LIFE VA 694474594	B	0.00	119.14	0.00	119.14	85.0	101.27
12/28/2017 VR03020239 FENCL, JUDY	VAT PACIFIC LIFE VA 694474586	B	0.00	99.88	0.00	99.88	85.0	84.90
12/27/2017 VR03020705 SBIRAL, SUSAN	VAT PACIFIC LIFE VA 694474586	B	0.00	54.83	0.00	54.83	85.0	46.61

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12/31/2017	VR03020706 FENCL, RONALD	VAT PACIFIC LIFE VA 694474586	B	0.00	89.82	0.00	89.82	85.0	76.35
01/05/2018	VR04059346 LAUVER, KEVIN	VAT PACIFIC LIFE VA 694474610	B	0.00	214.38	0.00	214.38	85.0	182.22
12/26/2017	VR05005533 HARVEY	VAT PACIFIC LIFE VA 694474594	B	0.00	5.25	0.00	5.25	85.0	4.46
01/02/2018	VR05016637 KREMPGES	VAT PACIFIC LIFE CUSIP 694474701	B	0.00	4.40	0.00	4.40	85.0	3.74
01/04/2018	VR05016637 KREMPGES	VAT PACIFIC LIFE CUSIP 694474701	B	0.00	45.40	0.00	45.40	85.0	38.59
01/04/2018	VR12012618 CLEMMENSEN	VAT PACIFIC LIFE VA 694474610	B	0.00	81.53	0.00	81.53	85.0	69.30
01/05/2018	VR16004270 NEDERHOFF	VAT PACIFIC LIFE VA 694474610	B	0.00	101.18	0.00	101.18	85.0	86.00
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *				\$0.00	\$2,054.09	\$0.00	\$2,054.09		\$1,745.98
*** DIRECT TRANSACTIONS TOTAL ***				\$2,361,274.47	\$4,254.46	\$0.00	\$4,254.46		\$3,616.31

OVERRIDE TRANSACTIONS

BROKER: SARAH BRAUNSHAUSEN-D062 #13

12/26/2017	00081664716 KOPASKA, JAMES	MF AMERICAN BALANCED FUND-A	B	5,000.00	137.50	0.00	137.50		82.50
12/26/2017	00081664716 KOPASKA, JAMES	MF AMERICAN MUTUAL FUND-A	B	10,000.00	275.00	0.00	275.00		165.00
* SARAH BRAUNSHAUSEN-D062 SUBTOTAL *				\$15,000.00	\$412.50	\$0.00	\$412.50		\$247.50
*** OVERRIDE TRANSACTIONS TOTAL ***				\$15,000.00	\$412.50	\$0.00	\$412.50		\$247.50

BROKER COMMISSION TOTALS

Broker Transactions	\$3,616.31
Split Transactions	\$0.00
Override Transactions	\$247.50
Adjustments	\$0.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Net Commissions	\$3,863.81
Year-to-date Commissions	\$7,457.83