



Concorde Investment Services, LLC  
**COMMISSION STATEMENT**  
May 15, 2017

05/11/2017  
Page No. 1

DAVID KERN  
4321 Flagstaff Cove

BROKER #: K123  
BRANCH: DAVID KERN

Fort Wayne, IN 46815

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
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**BROKER TRANSACTIONS**

**PRODUCT CATEGORY: MUTUAL FUNDS**

/ /	NICHOLS, CAROLYN	HARTFORD HIGH YIELD A	0.00	0.94	0.00	0.94	90.0	0.85
/ /	DAVIS, PATRICIA	PROFUNDS BASIC MATERIALS SVC	0.00	0.02	0.00	0.02	90.0	0.02
/ /	DAVIS, PATRICIA	PROFUNDS BASIC MATERIALS SVC	0.00	0.07	0.00	0.07	90.0	0.06
/ /	COPELAND, DANIEL	PROFUNDS BASIC MATERIALS SVC	0.00	0.01	0.00	0.01	90.0	0.01
/ /	DAVIS, PATRICIA	PROFUNDS OIL & GAS SVC	0.00	0.14	0.00	0.14	90.0	0.13
/ /	COPELAND, DANIEL	PROFUNDS OIL & GAS SVC	0.00	0.03	0.00	0.03	90.0	0.03
/ /	DAVIS, PATRICIA	PROFUNDS OIL & GAS SVC	0.00	0.42	0.00	0.42	90.0	0.38
/ /	COPELAND, DANIEL	PROFUNDS OIL & GAS SVC	0.00	0.08	0.00	0.08	90.0	0.07
/ /	DAVIS, PATRICIA	PROFUNDS PRECIOUS METALS SVC	0.00	0.52	0.00	0.52	90.0	0.47
/ /	COPELAND, DANIEL	PROFUNDS PRECIOUS METALS SVC	0.00	0.10	0.00	0.10	90.0	0.09
/ /	DAVIS, PATRICIA	PROFUNDS PRECIOUS METALS SVC	0.00	1.56	0.00	1.56	90.0	1.40
/ /	COPELAND, DANIEL	PROFUNDS PRECIOUS METALS SVC	0.00	0.31	0.00	0.31	90.0	0.28
/ /	DAVIS, PATRICIA	PROFUNDS REAL ESTATE SVC	0.00	0.16	0.00	0.16	90.0	0.14
/ /	COPELAND, DANIEL	PROFUNDS REAL ESTATE SVC	0.00	0.03	0.00	0.03	90.0	0.03
/ /	DAVIS, PATRICIA	PROFUNDS REAL ESTATE SVC	0.00	0.48	0.00	0.48	90.0	0.43
/ /	COPELAND, DANIEL	PROFUNDS REAL ESTATE SVC	0.00	0.09	0.00	0.09	90.0	0.08
/ /	DAVIS, PATRICIA	PROFUNDS SHORT OIL & GAS SVC	0.00	0.27	0.00	0.27	90.0	0.24
/ /	COPELAND, DANIEL	PROFUNDS SHORT OIL & GAS SVC	0.00	0.05	0.00	0.05	90.0	0.05
/ /	DAVIS, PATRICIA	PROFUNDS SHORT OIL & GAS SVC	0.00	0.81	0.00	0.81	90.0	0.73
/ /	COPELAND, DANIEL	PROFUNDS SHORT OIL & GAS SVC	0.00	0.16	0.00	0.16	90.0	0.14
* MUTUAL FUNDS SUBTOTAL *			\$0.00	\$6.25	\$0.00	\$6.25		\$5.63

**PRODUCT CATEGORY: VARIABLE ANNUITIES**

04/25/2017	KERN, DAVID	AMERITAS LOWLOAD VUL	9,572.97	0.79	0.00	0.79	90.0	0.71
04/27/2017	KERN, BENJAMIN	AMERITAS LOWLOAD VUL	17,478.01	1.45	0.00	1.45	90.0	1.31
05/01/2017	KERN, BRIAN	AMERITAS LOWLOAD VUL	1,214.89	0.10	0.00	0.10	90.0	0.09
04/30/2017	KERN, DAVID	JNL ELITE ACCESS	44,395.05	9.25	0.00	9.25	90.0	8.33

NOTES: \* - Indicates adjustment is not included in 1099 Earnings  
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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
<b><u>BROKER TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b>								
04/30/2017	KERN, BENJAMIN	JNL ELITE ACCESS	146,735.52	30.57	0.00	30.57	90.0	27.51
04/30/2017	LINDQUIST FAMILY TRUST, MICAH	JNL ELITE ACCESS	160,626.51	33.46	0.00	33.46	90.0	30.11
04/30/2017	BUTCHER, JACK	JNL ELITE ACCESS	787,648.44	656.37	0.00	656.37	90.0	590.73
04/30/2017	KERN, BRIAN	JNL ELITE ACCESS	44,698.13	37.25	0.00	37.25	90.0	33.53
04/30/2017	RIEBE, PATRICIA	JNL ELITE ACCESS	165,553.67	137.96	0.00	137.96	90.0	124.16
04/30/2017	SVOBODA, JOYCE	JNL ELITE ACCESS	36,130.44	30.11	0.00	30.11	90.0	27.10
04/30/2017	MILLER, LAVERN	JNL ELITE ACCESS	27,192.26	22.66	0.00	22.66	90.0	20.39
04/30/2017	MILLER, JEAN	JNL ELITE ACCESS	11,856.64	9.88	0.00	9.88	90.0	8.89
04/30/2017	BRIEGEL, WILLIAM	JNL ELITE ACCESS	16,467.85	13.72	0.00	13.72	90.0	12.35
04/30/2017	JOHNSON, JULIE	JNL ELITE ACCESS	15,642.49	13.04	0.00	13.04	90.0	11.74
04/30/2017	FORTNEY, ELIZABETH	JNL ELITE ACCESS	26,575.58	22.15	0.00	22.15	90.0	19.94
04/30/2017	JOHNSON, MARGAUX	JNL ELITE ACCESS	6,101.64	5.08	0.00	5.08	90.0	4.57
04/30/2017	SMITH, STEPHANIE	JNL ELITE ACCESS	19,260.10	16.05	0.00	16.05	90.0	14.45
04/30/2017	FREISTROFFER, HENRY	JNL ELITE ACCESS	7,282.66	6.07	0.00	6.07	90.0	5.46
04/30/2017	COLLENTINE, CARYL	JNL ELITE ACCESS	4,510.18	3.76	0.00	3.76	90.0	3.38
04/30/2017	COLLENTINE, SEAN	JNL ELITE ACCESS	4,520.78	3.77	0.00	3.77	90.0	3.39
04/30/2017	ROY, SHARI	JNL ELITE ACCESS	43,198.11	36.00	0.00	36.00	90.0	32.40
04/30/2017	KERN, LEESA	JNL ELITE ACCESS	38,459.93	32.05	0.00	32.05	90.0	28.85
04/30/2017	CONNER, ANDREW	JNL ELITE ACCESS	7,446.65	6.21	0.00	6.21	90.0	5.59
04/30/2017	CONNER, ANDREW	JNL ELITE ACCESS	8,928.76	7.44	0.00	7.44	90.0	6.70
04/30/2017	HURLEY, JOHN	JNL ELITE ACCESS	16,982.85	14.15	0.00	14.15	90.0	12.74
04/30/2017	DELLINGER, EMMA	JNL ELITE ACCESS	145,686.53	121.41	0.00	121.41	90.0	109.27
04/30/2017	OBERLIN, DOUGLAS	JNL ELITE ACCESS	23,056.01	19.21	0.00	19.21	90.0	17.29
04/30/2017	SIMS, SUSAN	JNL ELITE ACCESS	4,554.74	3.80	0.00	3.80	90.0	3.42
04/30/2017	BLESSING, THOMAS	JNL ELITE ACCESS	67,324.39	56.10	0.00	56.10	90.0	50.49
04/30/2017	AKPABIO, UWEM	JNL ELITE ACCESS	88,536.40	73.78	0.00	73.78	90.0	66.40
04/30/2017	REBMAN, MONA	JNL ELITE ACCESS	6,099.08	5.08	0.00	5.08	90.0	4.57
04/30/2017	FREISTROFFER, HENRY	JNL ELITE ACCESS	6,928.45	5.77	0.00	5.77	90.0	5.19
04/30/2017	ROGERS, JOHN	JNL ELITE ACCESS	11,388.93	9.49	0.00	9.49	90.0	8.54
04/30/2017	ROGERS, ADRIENNE	JNL ELITE ACCESS	11,388.94	9.49	0.00	9.49	90.0	8.54
04/30/2017	ROGERS, ADRIENNE	JNL ELITE ACCESS	161,553.69	134.63	0.00	134.63	90.0	121.17
04/30/2017	WHITELEATHER, TRACY	JNL ELITE ACCESS	107,183.55	89.32	0.00	89.32	90.0	80.39
04/30/2017	WHITELEATHER, KEVIN	JNL ELITE ACCESS	13,474.34	11.23	0.00	11.23	90.0	10.11

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<b><u>BROKER TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b>								
04/30/2017	KELTY, SANDRA	JNL ELITE ACCESS	21,186.33	17.66	0.00	17.66	90.0	15.89
04/30/2017	RIEBE, PATRICIA	JNL ELITE ACCESS	6,525.29	5.44	0.00	5.44	90.0	4.90
05/01/2017	FORTNEY, ELIZABETH	JNL ELITE ACCESS	400.00	5.00	0.00	5.00	90.0	4.50
04/30/2017	KERN, DAVID	JNL ELITE ACCESS W/ LIQUIDITY	36,666.35	30.56	0.00	30.56	90.0	27.50
04/30/2017	WOODHAMS, JACK	JNL ELITE ACCESS W/ LIQUIDITY	38,755.40	32.30	0.00	32.30	90.0	29.07
04/30/2017	JOHNSON, THEODORE	JNL ELITE ACCESS W/ LIQUIDITY	6,028.94	5.02	0.00	5.02	90.0	4.52
04/30/2017	ROY, RICHARD	JNL ELITE ACCESS W/ LIQUIDITY	24,701.67	20.58	0.00	20.58	90.0	18.52
04/30/2017	PAYNE, MARTHA	JNL ELITE ACCESS W/ LIQUIDITY	9,998.56	8.33	0.00	8.33	90.0	7.50
04/30/2017	HURLEY, JOHN	JNL ELITE ACCESS W/ LIQUIDITY	143,203.19	119.34	0.00	119.34	90.0	107.41
04/30/2017	COLE, NANCY	JNL ELITE ACCESS W/ LIQUIDITY	47,078.70	39.23	0.00	39.23	90.0	35.31
04/30/2017	DETER, MARY	JNL ELITE ACCESS W/ LIQUIDITY	3,000.03	2.50	0.00	2.50	90.0	2.25
04/30/2017	HESTER, LEEANNE	JNL ELITE ACCESS W/ LIQUIDITY	54,226.63	45.19	0.00	45.19	90.0	40.67
04/30/2017	THEXTON, BARBARA	JNL ELITE ACCESS W/ LIQUIDITY	12,629.23	10.52	0.00	10.52	90.0	9.47
04/30/2017	DAVIS, GARY	JNL PERSPECTIVE L	226,281.59	188.57	0.00	188.57	90.0	169.71
04/30/2017	HIPPENSTEEL, TERRY	JNL PERSPECTIVE L	100,214.03	83.51	0.00	83.51	90.0	75.16
04/30/2017	KELTY, RICHARD	JNL PERSPECTIVE L	670,428.94	558.69	0.00	558.69	90.0	502.82
04/30/2017	GETTS, JUDITH	JNL PERSPECTIVE L	92,531.59	77.11	0.00	77.11	90.0	69.40
04/30/2017	SOLLOWAY, WILLIAM	JNL PERSPECTIVE L	135,787.30	113.16	0.00	113.16	90.0	101.84
04/30/2017	BUTCHER, JACK	JNL PERSPECTIVE L	350,931.00	292.44	0.00	292.44	90.0	263.20
04/30/2017	DETER, MARY	JNL PERSPECTIVE L	51,905.22	43.25	0.00	43.25	90.0	38.93
04/30/2017	CROWLEY, HELEN	JNL PERSPECTIVE L	43,871.58	36.56	0.00	36.56	90.0	32.90
04/30/2017	FREISTROFFER, HENRY	JNL PERSPECTIVE L	180,391.12	150.33	0.00	150.33	90.0	135.30
04/30/2017	HIPPENSTEEL, PAMELA	JNL PERSPECTIVE L	71,322.80	59.44	0.00	59.44	90.0	53.50
04/30/2017	BOHNKE, LON	JNL PERSPECTIVE L	60,745.06	50.62	0.00	50.62	90.0	45.56
04/30/2017	ROGERS, ADRIENNE	JNL PERSPECTIVE L	49,602.13	41.34	0.00	41.34	90.0	37.21
04/30/2017	ROGERS, JOHN	JNL PERSPECTIVE L	49,263.33	41.05	0.00	41.05	90.0	36.95
04/30/2017	BUTCHER, JACK	JOHN HANCOCK VISION	163,657.72	156.84	0.00	156.84	90.0	141.16
04/30/2017	WEST, JOLAN	JOHN HANCOCK VISION	122,540.75	117.43	0.00	117.43	90.0	105.69
/ /	MARATHON LABELS 401K	NWL FLEX ADVANTAGE	254,391.38	52.27	0.00	52.27	90.0	47.04
/ /	NEW HAVEN PRINT &	NWL FLEX ADVANTAGE	783,200.85	193.12	0.00	193.12	90.0	173.81
/ /	MARATHON LABELS 401K	NWL POOLED FXD	51,632.35	10.61	0.00	10.61	90.0	9.55
/ /	NEW HAVEN PRINT &	NWL POOLED FXD	2,988.47	0.74	0.00	0.74	90.0	0.67
<b>* VARIABLE ANNUITIES SUBTOTAL *</b>			<b>\$6,181,742.69</b>	<b>\$4,297.40</b>	<b>\$0.00</b>	<b>\$4,297.40</b>		<b>\$3,867.71</b>

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<b><u>BROKER TRANSACTIONS</u></b>								
<b>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</b>								
04/19/2017	MILLER, ANGELA	ALLSTATE TRAILS	0.00	4.59	0.00	4.59	90.0	4.13
04/19/2017	HELMBERGER, GENNA	SAMMONS	0.00	5.71	0.00	5.71	90.0	5.14
04/28/2017	KERN, BRIAN	SAMMONS	0.00	11.66	0.00	11.66	90.0	10.49
<b>* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *</b>			<b>\$0.00</b>	<b>\$21.96</b>	<b>\$0.00</b>	<b>\$21.96</b>		<b>\$19.76</b>
<b>*** BROKER TRANSACTIONS TOTAL ***</b>			<b>\$6,181,742.69</b>	<b>\$4,325.61</b>	<b>\$0.00</b>	<b>\$4,325.61</b>		<b>\$3,893.10</b>

**ADJUSTMENTS**

05/15/2017		*E & O INSURANCE: CURRENT MONTH INS	0.00					-300.00
05/15/2017		*RENEWAL: NATIONWIDE INS	0.00					-45.00
05/15/2017		*TECHNOLOGY: ADMIN - LEESA KERN	0.00					-100.00
05/15/2017		*TECHNOLOGY: CURRENT MONTH TECH	0.00					-275.00
<b>*** ADJUSTMENTS TOTAL ***</b>			<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>		<b>\$-720.00</b>

**BROKER COMMISSION TOTALS**

Broker Transactions	\$3,893.10
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$-720.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

<b>Check Amount</b>	<b>\$3,173.10</b>
<b>Year-to-date Gross</b>	<b>\$47,890.53</b>
<b>Year-to-date Earnings</b>	<b>\$43,139.02</b>

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