Page No.

BROKER

CONCORDE INVESTMENT SERVICES

COMMISSION STATEMENT April 30, 2017

INVESTMENT

JEFFREY KAUFMAN

801 Gray Oak Drive

Columbia, MO 65201

BROKER #: K119

GROSS

BRANCH: JEFFREY KAUFMAN

CLEARING

NET

| DATE | CLIENT | INVESTMENT | AMOUNT | COMMISSION | CHARGE | COMMISSION | RATE | COMMISSION |
|------------|-----------------------|------------------------------|------------|------------|--------|---------------|-------|------------|
| | CLIMIT | 1111 45 11411 | 11100111 | COMMISSION | CIMMOD | COLUMNICATION | 14112 | COLUMNICA |
| | | BROKER TRA | NGACTTONG | | | | | |
| | | DROKEN TRA | NDACTIOND | | | | | |
| | ATEGORY: MUTUAL FUNDS | | | | | | | |
| 04/19/2017 | WRAY, JOANN | AM FUNDS 2030 TARGET DATE-A | 1,230.76 | 12.31 | 0.00 | 12.31 | 90.0 | 11.08 |
| 04/19/2017 | WRAY, JOANN | AM FUNDS 2030 TARGET DATE-A | 516.81 | 5.17 | 0.00 | 5.17 | 90.0 | 4.65 |
| 04/19/2017 | ZELLMER, AMY | AM FUNDS 2040 TARGET DATE-A | 91.07 | 0.91 | 0.00 | 0.91 | 90.0 | 0.82 |
| 04/19/2017 | ZELLMER, AMY | AM FUNDS 2040 TARGET DATE-A | 91.07 | 0.91 | 0.00 | 0.91 | 90.0 | 0.82 |
| 04/19/2017 | NOWLIN, STACEY | AM FUNDS 2040 TARGET DATE-A | 40.79 | 0.41 | 0.00 | 0.41 | 90.0 | 0.37 |
| 04/19/2017 | NOWLIN, STACEY | AM FUNDS 2040 TARGET DATE-A | 40.79 | 0.41 | 0.00 | 0.41 | 90.0 | 0.37 |
| 04/19/2017 | MCKENZIE, JADA | AM FUNDS 2040 TARGET DATE-A | 41.50 | 0.42 | 0.00 | 0.42 | 90.0 | 0.38 |
| 04/19/2017 | MCKENZIE, JADA | AM FUNDS 2040 TARGET DATE-A | 55.34 | 0.55 | 0.00 | 0.55 | 90.0 | 0.50 |
| 04/19/2017 | HILL, KALIA | AM FUNDS 2045 TARGET DATE-A | 54.31 | 0.54 | 0.00 | 0.54 | 90.0 | 0.49 |
| 04/19/2017 | HILL, KALIA | AM FUNDS 2045 TARGET DATE-A | 54.31 | 0.54 | 0.00 | 0.54 | 90.0 | 0.49 |
| 04/19/2017 | CRANE, MISTY | AM FUNDS 2045 TARGET DATE-A | 29.80 | 0.30 | 0.00 | 0.30 | 90.0 | 0.27 |
| 04/19/2017 | CRANE, MISTY | AM FUNDS 2045 TARGET DATE-A | 29.80 | 0.30 | 0.00 | 0.30 | 90.0 | 0.27 |
| 04/19/2017 | PATTY, MINDI | AM FUNDS 2045 TARGET DATE-A | 16.50 | 0.17 | 0.00 | 0.17 | 90.0 | 0.15 |
| 04/19/2017 | PATTY, MINDI | AM FUNDS 2045 TARGET DATE-A | 16.50 | 0.17 | 0.00 | 0.17 | 90.0 | 0.15 |
| 04/19/2017 | WESTBROOK, AMANDA | AM FUNDS 2055 TARGET DATE-A | 42.24 | 0.42 | 0.00 | 0.42 | 90.0 | 0.38 |
| 04/19/2017 | WESTBROOK, AMANDA | AM FUNDS 2055 TARGET DATE-A | 42.24 | 0.42 | 0.00 | 0.42 | 90.0 | 0.38 |
| 04/19/2017 | CARSON, MATTHEW | AM FUNDS 2055 TARGET DATE-A | 48.44 | 0.48 | 0.00 | 0.48 | 90.0 | 0.43 |
| 04/19/2017 | CARSON, MATTHEW | AM FUNDS 2055 TARGET DATE-A | 48.44 | 0.48 | 0.00 | 0.48 | 90.0 | 0.43 |
| 04/10/2017 | GRIFFIN, SHAWN | AM FUNDS AMERICAN BALANCED A | 2,150.00 | 80.63 | 0.00 | 80.63 | 90.0 | 72.57 |
| 04/10/2017 | DAVIS, SALLY | AM FUNDS AMERICAN BALANCED A | 555,708.17 | 8,891.33 | 0.00 | 8,891.33 | 90.0 | 8,002.20 |
| 04/13/2017 | LYTLE, DIANNA | AM FUNDS AMERICAN BALANCED A | 7,604.41 | 323.19 | 0.00 | 323.19 | 90.0 | 290.87 |
| 04/17/2017 | GRIFFIN, SHAWN | AM FUNDS AMERICAN BALANCED A | 50.00 | 1.88 | 0.00 | 1.88 | 90.0 | 1.69 |
| 04/19/2017 | PATTISON, CHRISTINE | AM FUNDS AMERICAN BALANCED A | 1,104.80 | 11.05 | 0.00 | 11.05 | 90.0 | 9.95 |
| 04/19/2017 | PATTISON, CHRISTINE | AM FUNDS AMERICAN BALANCED A | 331.44 | 3.31 | 0.00 | 3.31 | 90.0 | 2.98 |
| 04/19/2017 | WHEAT, KATHLEEN | AM FUNDS AMERICAN BALANCED A | 202.62 | 2.03 | 0.00 | 2.03 | 90.0 | 1.83 |
| 04/19/2017 | WHEAT, KATHLEEN | AM FUNDS AMERICAN BALANCED A | 86.84 | 0.87 | 0.00 | 0.87 | 90.0 | 0.78 |
| | | | | | | | | |

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

 $[\]ensuremath{^{\star\star}}$ - Indicates adjustment is not included in Totals or Commissions

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

| DATE | CLIENT | INVESTMENT | INVESTMENT AMOUNT | GROSS COMMISSION | CLEARING CHARGE | NET COMMISSION | RATE | BROKER COMMISSION |
|------------|------------------------|-------------------------------------|----------------------|---------------------|--------------------|-------------------|------|----------------------|
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| | | BROKER TRANSA | ACTIONS | | | | | |
| | ATEGORY: MUTUAL FUNDS | | | | | | | |
| 04/19/2017 | WIBBENMEYER, BRITTANY | AM FUNDS AMERICAN BALANCED A | 56.05 | 0.56 | 0.00 | 0.56 | 90.0 | 0.50 |
| 04/19/2017 | WIBBENMEYER, BRITTANY | AM FUNDS AMERICAN BALANCED A | 56.05 | 0.56 | 0.00 | 0.56 | 90.0 | 0.50 |
| 04/19/2017 | CALLIS, CHARLES | AM FUNDS AMERICAN BALANCED A | 492,668.00 | 7,882.69 | 0.00 | 7,882.69 | 90.0 | 7,094.42 |
| 04/21/2017 | ARONSON TRUST, BURNELL | AM FUNDS AMERICAN BALANCED A | 41.94 | 1.15 | 0.00 | 1.15 | 90.0 | 1.04 |
| 04/19/2017 | PATTISON, CHRISTINE | AM FUNDS AMERICAN MUTUAL A | 236.74 | 2.37 | 0.00 | 2.37 | 90.0 | 2.13 |
| 04/19/2017 | PATTISON, CHRISTINE | AM FUNDS AMERICAN MUTUAL A | 71.02 | 0.71 | 0.00 | 0.71 | 90.0 | 0.64 |
| 04/19/2017 | CLASSENS, KRYSTA | AM FUNDS AMERICAN MUTUAL A | 63.29 | 0.63 | 0.00 | 0.63 | 90.0 | 0.57 |
| 04/19/2017 | CLASSENS, KRYSTA | AM FUNDS AMERICAN MUTUAL A | 23.73 | 0.24 | 0.00 | 0.24 | 90.0 | 0.22 |
| 04/19/2017 | MANGUS, DANIEL | AM FUNDS BALANCED PORT A | 196.49 | 1.96 | 0.00 | 1.96 | 90.0 | 1.76 |
| 04/19/2017 | MANGUS, DANIEL | AM FUNDS BALANCED PORT A | 196.49 | 1.96 | 0.00 | 1.96 | 90.0 | 1.76 |
| 04/19/2017 | KEATON, LINDSY | AM FUNDS BALANCED PORT A | 34.61 | 0.35 | 0.00 | 0.35 | 90.0 | 0.32 |
| 04/19/2017 | KEATON, LINDSY | AM FUNDS BALANCED PORT A | 34.61 | 0.35 | 0.00 | 0.35 | 90.0 | 0.32 |
| 04/19/2017 | GODAR, LOUISE | AM FUNDS BALANCED PORT A | 34.48 | 0.34 | 0.00 | 0.34 | 90.0 | 0.31 |
| 04/19/2017 | GODAR, LOUISE | AM FUNDS BALANCED PORT A | 34.48 | 0.34 | 0.00 | 0.34 | 90.0 | 0.31 |
| 04/19/2017 | GRIFFIN, AMANDA | AM FUNDS BOND FUND OF AMERICA A | 12.46 | 0.12 | 0.00 | 0.12 | 90.0 | 0.11 |
| 04/19/2017 | GRIFFIN, AMANDA | AM FUNDS BOND FUND OF AMERICA A | 12.46 | 0.12 | 0.00 | 0.12 | 90.0 | 0.11 |
| 04/19/2017 | PATTISON, CHRISTINE | AM FUNDS CAPITAL WORLD GRTH & INC A | 236.74 | 2.37 | 0.00 | 2.37 | 90.0 | 2.13 |
| 04/19/2017 | PATTISON, CHRISTINE | AM FUNDS CAPITAL WORLD GRTH & INC A | 71.02 | 0.71 | 0.00 | 0.71 | 90.0 | 0.64 |
| 04/17/2017 | CROWLEY, MICHA | AM FUNDS EUROPACIFIC GROWTH FUND A | 184.62 | 3.69 | 0.00 | 3.69 | 90.0 | 3.32 |
| 04/19/2017 | CLASSENS, KRYSTA | AM FUNDS EUROPACIFIC GROWTH FUND A | 47.46 | 0.47 | 0.00 | 0.47 | 90.0 | 0.42 |
| 04/19/2017 | CLASSENS, KRYSTA | AM FUNDS EUROPACIFIC GROWTH FUND A | 17.80 | 0.18 | 0.00 | 0.18 | 90.0 | 0.16 |
| 04/19/2017 | MCNERNEY, DAN | AM FUNDS GROWTH AND INCOME A | 947.16 | 9.47 | 0.00 | 9.47 | 90.0 | 8.52 |
| 04/19/2017 | MCNERNEY, DAN | AM FUNDS GROWTH AND INCOME A | 321.00 | 3.21 | 0.00 | 3.21 | 90.0 | 2.89 |
| 04/19/2017 | BROCKSMITH, RACHEL | AM FUNDS GROWTH AND INCOME A | 73.94 | 0.74 | 0.00 | 0.74 | 90.0 | 0.67 |
| 04/19/2017 | BROCKSMITH, RACHEL | AM FUNDS GROWTH AND INCOME A | 73.94 | 0.74 | 0.00 | 0.74 | 90.0 | 0.67 |
| 04/19/2017 | AHERN, OLIVIA | AM FUNDS GROWTH AND INCOME A | 67.40 | 0.67 | 0.00 | 0.67 | 90.0 | 0.60 |
| 04/19/2017 | AHERN, OLIVIA | AM FUNDS GROWTH AND INCOME A | 67.40 | 0.67 | 0.00 | 0.67 | 90.0 | 0.60 |
| 04/10/2017 | GUIER, CLINT | AM FUNDS GROWTH FUND OF AMERICA A | 450.00 | 9.00 | 0.00 | 9.00 | 90.0 | 8.10 |
| 04/10/2017 | GUIER, JENNIFER | AM FUNDS GROWTH FUND OF AMERICA A | 450.00 | 9.00 | 0.00 | 9.00 | 90.0 | 8.10 |
| 04/10/2017 | GRIFFIN, AMANDA | AM FUNDS GROWTH FUND OF AMERICA A | 4,350.00 | 163.13 | 0.00 | 163.13 | 90.0 | 146.82 |
| 04/10/2017 | GRIFFIN, SHAWN | AM FUNDS GROWTH FUND OF AMERICA A | 2,150.00 | 80.63 | 0.00 | 80.63 | 90.0 | 72.57 |
| 04/17/2017 | GUIER, CLINT | AM FUNDS GROWTH FUND OF AMERICA A | 100.00 | 2.00 | 0.00 | 2.00 | 90.0 | 1.80 |
| 04/17/2017 | GUIER, JENNIFER | AM FUNDS GROWTH FUND OF AMERICA A | 100.00 | 2.00 | 0.00 | 2.00 | 90.0 | 1.80 |

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

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| DATE | CLIENT | INVESTMENT | INVESTMENT AMOUNT | GROSS COMMISSION | CLEARING CHARGE | NET COMMISSION | RATE | BROKER COMMISSION |
|------------|-----------------------|-----------------------------------|----------------------|---------------------|--------------------|-------------------|------|----------------------|
| | <u></u> | | | | | | | |
| | | BROKER TRANS | SACTIONS | | | | | |
| PRODUCT C | ATEGORY: MUTUAL FUNDS | | | | | | | |
| 04/17/2017 | GUIER, GRACIE | AM FUNDS GROWTH FUND OF AMERICA A | 125.00 | 2.50 | 0.00 | 2.50 | 90.0 | 2.25 |
| 04/17/2017 | GRIFFIN, AMANDA | AM FUNDS GROWTH FUND OF AMERICA A | 100.00 | 3.75 | 0.00 | 3.75 | 90.0 | 3.38 |
| 04/17/2017 | GRIFFIN, SHAWN | AM FUNDS GROWTH FUND OF AMERICA A | 50.00 | 1.88 | 0.00 | 1.88 | 90.0 | 1.69 |
| 04/17/2017 | CROWLEY, MICHA | AM FUNDS GROWTH FUND OF AMERICA A | 184.62 | 3.69 | 0.00 | 3.69 | 90.0 | 3.32 |
| 04/19/2017 | GRIFFIN, AMANDA | AM FUNDS GROWTH FUND OF AMERICA A | 24.93 | 0.25 | 0.00 | 0.25 | 90.0 | 0.23 |
| 04/19/2017 | GRIFFIN, AMANDA | AM FUNDS GROWTH FUND OF AMERICA A | 24.93 | 0.25 | 0.00 | 0.25 | 90.0 | 0.23 |
| 04/19/2017 | STALEY, JOSELYN | AM FUNDS GROWTH FUND OF AMERICA A | 44.75 | 0.45 | 0.00 | 0.45 | 90.0 | 0.41 |
| 04/19/2017 | STALEY, JOSELYN | AM FUNDS GROWTH FUND OF AMERICA A | 14.91 | 0.15 | 0.00 | 0.15 | 90.0 | 0.14 |
| 04/19/2017 | CLASSENS, KRYSTA | AM FUNDS GROWTH FUND OF AMERICA A | 47.46 | 0.47 | 0.00 | 0.47 | 90.0 | 0.42 |
| 04/19/2017 | CLASSENS, KRYSTA | AM FUNDS GROWTH FUND OF AMERICA A | 17.80 | 0.18 | 0.00 | 0.18 | 90.0 | 0.16 |
| 04/19/2017 | COOK, GREG | AM FUNDS GROWTH FUND OF AMERICA A | 13.78 | 0.14 | 0.00 | 0.14 | 90.0 | 0.13 |
| 04/19/2017 | COOK, GREG | AM FUNDS GROWTH FUND OF AMERICA A | 13.78 | 0.14 | 0.00 | 0.14 | 90.0 | 0.13 |
| 04/19/2017 | GATTORNA, MICHAEL | AM FUNDS GROWTH FUND OF AMERICA A | 45.46 | 0.45 | 0.00 | 0.45 | 90.0 | 0.41 |
| 04/19/2017 | GATTORNA, MICHAEL | AM FUNDS GROWTH FUND OF AMERICA A | 45.46 | 0.45 | 0.00 | 0.45 | 90.0 | 0.41 |
| 04/19/2017 | MULLENIX, AMANDA | AM FUNDS GROWTH FUND OF AMERICA A | 52.99 | 0.53 | 0.00 | 0.53 | 90.0 | 0.48 |
| 04/19/2017 | MULLENIX, AMANDA | AM FUNDS GROWTH FUND OF AMERICA A | 52.99 | 0.53 | 0.00 | 0.53 | 90.0 | 0.48 |
| 04/19/2017 | DAVIDSON, DANIELLE | AM FUNDS GROWTH FUND OF AMERICA A | 19.02 | 0.19 | 0.00 | 0.19 | 90.0 | 0.17 |
| 04/19/2017 | DAVIDSON, DANIELLE | AM FUNDS GROWTH FUND OF AMERICA A | 19.02 | 0.19 | 0.00 | 0.19 | 90.0 | 0.17 |
| 04/19/2017 | DILLON, EMMA | AM FUNDS ICA A | 16.92 | 0.17 | 0.00 | 0.17 | 90.0 | 0.15 |
| 04/19/2017 | DILLON, EMMA | AM FUNDS ICA A | 12.69 | 0.13 | 0.00 | 0.13 | 90.0 | 0.12 |
| 04/19/2017 | OPPLAND, ZACHARY | AM FUNDS ICA A | 37.80 | 0.38 | 0.00 | 0.38 | 90.0 | 0.34 |
| 04/19/2017 | OPPLAND, ZACHARY | AM FUNDS ICA A | 113.40 | 1.13 | 0.00 | 1.13 | 90.0 | 1.02 |
| 04/19/2017 | REEDY, REBECCA | AM FUNDS INCOME PORTFOLIO A | 37.20 | 0.37 | 0.00 | 0.37 | 90.0 | 0.33 |
| 04/19/2017 | REEDY, REBECCA | AM FUNDS INCOME PORTFOLIO A | 37.20 | 0.37 | 0.00 | 0.37 | 90.0 | 0.33 |
| 04/17/2017 | CROWLEY, MICHA | AM FUNDS NEW ECONOMY A | 184.62 | 3.69 | 0.00 | 3.69 | 90.0 | 3.32 |
| 04/19/2017 | STALEY, JOSELYN | AM FUNDS NEW ECONOMY A | 43.43 | 0.43 | 0.00 | 0.43 | 90.0 | 0.39 |
| 04/19/2017 | STALEY, JOSELYN | AM FUNDS NEW ECONOMY A | 14.48 | 0.14 | 0.00 | 0.14 | 90.0 | 0.13 |
| 04/19/2017 | NIELSEN, BRENDA | AM FUNDS NEW ECONOMY A | 53.08 | 0.53 | 0.00 | 0.53 | 90.0 | 0.48 |
| 04/19/2017 | NIELSEN, BRENDA | AM FUNDS NEW ECONOMY A | 31.85 | 0.32 | 0.00 | 0.32 | 90.0 | 0.29 |
| 04/19/2017 | GRIFFIN, AMANDA | AM FUNDS NEW PERSPECTIVE A | 24.93 | 0.25 | 0.00 | 0.25 | 90.0 | 0.23 |
| 04/19/2017 | GRIFFIN, AMANDA | AM FUNDS NEW PERSPECTIVE A | 24.93 | 0.25 | 0.00 | 0.25 | 90.0 | 0.23 |
| 04/19/2017 | STALEY, JOSELYN | AM FUNDS NEW PERSPECTIVE A | 43.44 | 0.43 | 0.00 | 0.43 | 90.0 | 0.39 |
| 04/19/2017 | STALEY, JOSELYN | AM FUNDS NEW PERSPECTIVE A | 14.48 | 0.14 | 0.00 | 0.14 | 90.0 | 0.13 |
| | | | | | | | | |

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|------------|--------------------------|-------------------------------------|----------------------|---------------------|--------------------|-------------------|------|----------------------|
| | | | | | | | | |
| | | BROKER TRANS | ACTIONS | | | | | |
| PRODUCT CA | ATEGORY: MUTUAL FUNDS | | | | | | | |
| 04/19/2017 | COOK, GREG | AM FUNDS NEW PERSPECTIVE A | 13.78 | 0.14 | 0.00 | 0.14 | 90.0 | 0.13 |
| 04/19/2017 | COOK, GREG | AM FUNDS NEW PERSPECTIVE A | 13.78 | 0.14 | 0.00 | 0.14 | 90.0 | 0.13 |
| 04/19/2017 | GATTORNA, MICHAEL | AM FUNDS NEW PERSPECTIVE A | 44.12 | 0.44 | 0.00 | 0.44 | 90.0 | 0.40 |
| 04/19/2017 | GATTORNA, MICHAEL | AM FUNDS NEW PERSPECTIVE A | 44.12 | 0.44 | 0.00 | 0.44 | 90.0 | 0.40 |
| 04/19/2017 | STAES, SAMUEL | AM FUNDS NEW PERSPECTIVE A | 16.80 | 0.17 | 0.00 | 0.17 | 90.0 | 0.15 |
| 04/19/2017 | STAES, SAMUEL | AM FUNDS NEW PERSPECTIVE A | 33.60 | 0.34 | 0.00 | 0.34 | 90.0 | 0.31 |
| 04/17/2017 | CROWLEY, MICHA | AM FUNDS NEW WORLD A | 369.22 | 7.38 | 0.00 | 7.38 | 90.0 | 6.64 |
| 04/19/2017 | GATTORNA, MICHAEL | AM FUNDS NEW WORLD A | 44.12 | 0.44 | 0.00 | 0.44 | 90.0 | 0.40 |
| 04/19/2017 | GATTORNA, MICHAEL | AM FUNDS NEW WORLD A | 44.12 | 0.44 | 0.00 | 0.44 | 90.0 | 0.40 |
| 04/19/2017 | JORDENING, LYNN | AM FUNDS NEW WORLD C | 2,890.00 | 28.90 | 0.00 | 28.90 | 90.0 | 26.01 |
| 04/19/2017 | JORDENING, POLLY | AM FUNDS NEW WORLD C | 2,890.00 | 28.90 | 0.00 | 28.90 | 90.0 | 26.01 |
| 04/19/2017 | REDDICK, RYAN | AM FUNDS SMALLCAP WORLD A | 67.76 | 0.68 | 0.00 | 0.68 | 90.0 | 0.61 |
| 04/19/2017 | REDDICK, RYAN | AM FUNDS SMALLCAP WORLD A | 67.76 | 0.68 | 0.00 | 0.68 | 90.0 | 0.61 |
| 04/19/2017 | COOK, GREG | AM FUNDS SMALLCAP WORLD A | 18.38 | 0.18 | 0.00 | 0.18 | 90.0 | 0.16 |
| 04/19/2017 | COOK, GREG | AM FUNDS SMALLCAP WORLD A | 18.38 | 0.18 | 0.00 | 0.18 | 90.0 | 0.16 |
| 04/19/2017 | DAVIDSON, DANIELLE | AM FUNDS SMALLCAP WORLD A | 19.01 | 0.19 | 0.00 | 0.19 | 90.0 | 0.17 |
| 04/19/2017 | DAVIDSON, DANIELLE | AM FUNDS SMALLCAP WORLD A | 19.01 | 0.19 | 0.00 | 0.19 | 90.0 | 0.17 |
| 04/19/2017 | STAES, SAMUEL | AM FUNDS SMALLCAP WORLD A | 16.80 | 0.17 | 0.00 | 0.17 | 90.0 | 0.15 |
| 04/19/2017 | STAES, SAMUEL | AM FUNDS SMALLCAP WORLD A | 33.60 | 0.34 | 0.00 | 0.34 | 90.0 | 0.31 |
| 04/19/2017 | GRIFFIN, AMANDA | AM FUNDS WASHINGTON MUTUAL INVESTOR | 20.77 | 0.21 | 0.00 | 0.21 | 90.0 | 0.19 |
| 04/19/2017 | GRIFFIN, AMANDA | AM FUNDS WASHINGTON MUTUAL INVESTOR | 20.77 | 0.21 | 0.00 | 0.21 | 90.0 | 0.19 |
| 04/04/2017 | GRIFFITH, CHERYL | FIDELITY ADV LARGE CAP | 75.00 | 1.50 | 0.00 | 1.50 | 90.0 | 1.35 |
| 04/04/2017 | KAUFMAN, JEFFREY | PIONEER GROWTH OPPORTUNITIES A | 0.00 | 9.67 | 0.00 | 9.67 | 90.0 | 8.70 |
| | | * MUTUAL FUNDS SUBTOTAL * | \$1,081,578.62 | \$17,629.18 | \$0.00 | \$17,629.18 | | \$15,866.37 |
| PRODUCT CA | ATEGORY: VARIABLE ANNUIT | IES | | | | | | |
| 04/10/2017 | THOMPSON, TERRY | PAC LIFE PACIFIC CHOICE | 0.00 | 0.02 | 0.00 | 0.02 | 90.0 | 0.02 |
| | | * VARIABLE ANNUITIES SUBTOTAL * | \$0.00 | \$0.02 | \$0.00 | \$0.02 | | \$0.02 |
| PRODUCT CA | TEGORY: VARIABLE UNIVERS | SAL LIFE | | | | | | |
| 04/03/2017 | KAUFMAN, JEFFREY | PAC LIFE VUL | 200.00 | 4.00 | 0.00 | 4.00 | 90.0 | 3.60 |
| 04/03/2017 | KAUFMAN, KIMBERLY | PAC LIFE VUL | 75.00 | 1.50 | 0.00 | 1.50 | 90.0 | 1.35 |
| 04/03/2017 | KAUFMAN, COOPER | PAC LIFE VUL | 50.00 | 1.00 | 0.00 | 1.00 | 90.0 | 0.90 |
| 04/03/2017 | KAUFMAN, ELLIE | PAC LIFE VUL | 50.00 | 1.00 | 0.00 | 1.00 | 90.0 | 0.90 |

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|------------|------------------------|--------------------------------------|----------------------|---------------------|--------------------|-------------------|------|----------------------|
| | | BROKER TRAN | SACTIONS | | | | | |
| PRODUCT CA | TEGORY: VARIABLE UNIVE | RSAL LIFE | | | | | | |
| 04/03/2017 | GUIER, GREGORY | PAC LIFE VUL | 185.00 | 1.85 | 0.00 | 1.85 | 90.0 | 1.67 |
| 04/03/2017 | STALEY, MICHAELA | PAC LIFE VUL | 50.00 | 1.00 | 0.00 | 1.00 | 90.0 | 0.90 |
| 04/03/2017 | ROBINSON, PHYLILS | PAC LIFE VUL | 150.00 | 3.00 | 0.00 | 3.00 | 90.0 | 2.70 |
| 04/03/2017 | REDDICK, RYAN | PAC LIFE VUL | 50.00 | 1.00 | 0.00 | 1.00 | 90.0 | 0.90 |
| 04/03/2017 | REGAN, WILLIAM | PAC LIFE VUL | 0.00 | 12.24 | 0.00 | 12.24 | 90.0 | 11.02 |
| 04/03/2017 | REDDICK, CRYSTAL | PAC LIFE VUL | 50.00 | 1.50 | 0.00 | 1.50 | 90.0 | 1.35 |
| 04/03/2017 | STALEY, JOSELYN | PAC LIFE VUL | 150.00 | 3.00 | 0.00 | 3.00 | 90.0 | 2.70 |
| 04/03/2017 | MCNERNEY, SUSAN | PAC LIFE VUL | 1,000.00 | 30.00 | 0.00 | 30.00 | 90.0 | 27.00 |
| 04/03/2017 | MCNERNEY, DASAN | PAC LIFE VUL | 200.00 | 6.00 | 0.00 | 6.00 | 90.0 | 5.40 |
| 04/03/2017 | MCNERNEY, ALYSSA | PAC LIFE VUL | 150.00 | 4.50 | 0.00 | 4.50 | 90.0 | 4.05 |
| 04/03/2017 | MCNERNEY, DYLAN | PAC LIFE VUL | 150.00 | 4.50 | 0.00 | 4.50 | 90.0 | 4.05 |
| 04/04/2017 | STEWART, CHAD | PAC LIFE VUL | 420.00 | 8.40 | 0.00 | 8.40 | 90.0 | 7.56 |
| 04/05/2017 | BROCKSMITH, RACHEL | PAC LIFE VUL | 100.00 | 2.00 | 0.00 | 2.00 | 90.0 | 1.80 |
| 04/06/2017 | ELLIOTT, PATRICIA | PAC LIFE VUL | 100.00 | 2.00 | 0.00 | 2.00 | 90.0 | 1.80 |
| 04/07/2017 | GUIER, CLINT | PAC LIFE VUL | 74.29 | 0.74 | 0.00 | 0.74 | 90.0 | 0.67 |
| 04/07/2017 | DANIELS, BEVERLY | PAC LIFE VUL | 100.00 | 1.00 | 0.00 | 1.00 | 90.0 | 0.90 |
| 04/07/2017 | GUIER, CLINT | PAC LIFE VUL | 100.00 | 3.00 | 0.00 | 3.00 | 90.0 | 2.70 |
| 04/07/2017 | CALLIS, CHARLES | PAC LIFE VUL | 416.67 | 8.33 | 0.00 | 8.33 | 90.0 | 7.50 |
| 04/07/2017 | HILL, MIKE | PAC LIFE VUL | 150.00 | 3.00 | 0.00 | 3.00 | 90.0 | 2.70 |
| 04/12/2017 | ANDING, MARY DIANE | PAC LIFE VUL | 1,400.00 | 28.00 | 0.00 | 28.00 | 90.0 | 25.20 |
| 04/12/2017 | REGAN, WILLIAM | PAC LIFE VUL | 150.00 | 1.50 | 0.00 | 1.50 | 90.0 | 1.35 |
| 04/12/2017 | GRIFFIN, SHAWN | PAC LIFE VUL | 150.00 | 3.00 | 0.00 | 3.00 | 90.0 | 2.70 |
| 04/13/2017 | CALLIS, ANNIS | PAC LIFE VUL | 200.00 | 6.00 | 0.00 | 6.00 | 90.0 | 5.40 |
| | | * VARIABLE UNIVERSAL LIFE SUBTOTAL * | \$5,870.96 | \$143.06 | \$0.00 | \$143.06 | | \$128.77 |
| | | *** BROKER TRANSACTIONS TOTAL *** | \$1,087,449.58 | \$17,772.26 | \$0.00 | \$17,772.26 | | \$15,995.16 |

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

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| DATE | CLIENT | INVESTMENT | INVESTMENT AMOUNT | GROSS COMMISSION | CLEARING CHARGE | NET COMMISSION | RATE | BROKER COMMISSION |
|------------|-------------------------|----------------------------------------|----------------------|---------------------|--------------------|-------------------|------|----------------------|
| | | | | | | | | |
| | | SPLIT TRANS | ACTIONS | | | | | |
| BROKER: JE | FF/JASON KAUFMAN/KEMBLE | #349 | | | | | | |
| 04/19/2017 | WAHLIG, KACEY | AM FUNDS AMERICAN BALANCED A | 19.74 | 0.11 | 0.00 | 0.11 | 90.0 | 0.10 |
| 04/19/2017 | WAHLIG, KACEY | AM FUNDS AMERICAN BALANCED A | 19.74 | 0.11 | 0.00 | 0.11 | 90.0 | 0.10 |
| 04/19/2017 | EISELE, HAMILTON | AM FUNDS GROWTH FUND OF AMERICA A | 17.10 | 0.09 | 0.00 | 0.09 | 90.0 | 0.08 |
| 04/19/2017 | EISELE, HAMILTON | AM FUNDS GROWTH FUND OF AMERICA A | 22.80 | 0.13 | 0.00 | 0.13 | 90.0 | 0.12 |
| 04/19/2017 | MAIDA, KAILEY | AM FUNDS GROWTH FUND OF AMERICA A | 10.00 | 0.05 | 0.00 | 0.05 | 90.0 | 0.05 |
| 04/19/2017 | MAIDA, KAILEY | AM FUNDS GROWTH FUND OF AMERICA A | 2.28 | 0.01 | 0.00 | 0.01 | 90.0 | 0.01 |
| 04/19/2017 | DOOLEY, BRUCE | AM FUNDS GROWTH FUND OF AMERICA A | 58.81 | 0.32 | 0.00 | 0.32 | 90.0 | 0.29 |
| 04/19/2017 | DOOLEY, BRUCE | AM FUNDS GROWTH FUND OF AMERICA A | 58.81 | 0.32 | 0.00 | 0.32 | 90.0 | 0.29 |
| 04/19/2017 | BONHAM, NICOLE | AM FUNDS GROWTH FUND OF AMERICA A | 11.30 | 0.06 | 0.00 | 0.06 | 90.0 | 0.05 |
| 04/19/2017 | BONHAM, NICOLE | AM FUNDS GROWTH FUND OF AMERICA A | 11.30 | 0.06 | 0.00 | 0.06 | 90.0 | 0.05 |
| 04/19/2017 | SPEIGLE, SARAH | AM FUNDS GROWTH FUND OF AMERICA A | 40.80 | 0.23 | 0.00 | 0.23 | 90.0 | 0.21 |
| 04/19/2017 | SPEIGLE, SARAH | AM FUNDS GROWTH FUND OF AMERICA A | 40.80 | 0.23 | 0.00 | 0.23 | 90.0 | 0.21 |
| 04/19/2017 | MCMILLIAN, KATY | AM FUNDS GROWTH FUND OF AMERICA A | 34.95 | 0.19 | 0.00 | 0.19 | 90.0 | 0.17 |
| 04/19/2017 | MCMILLIAN, KATY | AM FUNDS GROWTH FUND OF AMERICA A | 34.95 | 0.19 | 0.00 | 0.19 | 90.0 | 0.17 |
| 04/19/2017 | LUKIC, MIROSLAV | AM FUNDS GROWTH FUND OF AMERICA A | 25.43 | 0.14 | 0.00 | 0.14 | 90.0 | 0.13 |
| 04/19/2017 | LUKIC, MIROSLAV | AM FUNDS GROWTH FUND OF AMERICA A | 25.42 | 0.14 | 0.00 | 0.14 | 90.0 | 0.13 |
| 04/21/2017 | UNTIL AGE 21, MO/UTMA | AM FUNDS GROWTH FUND OF AMERICA A | 50.00 | 1.37 | 0.00 | 1.37 | 90.0 | 1.23 |
| 04/19/2017 | ZELLMER, RIANNON | AM FUNDS ICA A | 15.80 | 0.09 | 0.00 | 0.09 | 90.0 | 0.08 |
| 04/19/2017 | ZELLMER, RIANNON | AM FUNDS ICA A | 15.80 | 0.09 | 0.00 | 0.09 | 90.0 | 0.08 |
| 04/19/2017 | WAHLIG, KACEY | AM FUNDS ICA A | 19.75 | 0.11 | 0.00 | 0.11 | 90.0 | 0.10 |
| 04/19/2017 | WAHLIG, KACEY | AM FUNDS ICA A | 19.75 | 0.11 | 0.00 | 0.11 | 90.0 | 0.10 |
| 04/19/2017 | HELMANDOLLAR, OLIVIA | AM FUNDS ICA A | 18.54 | 0.10 | 0.00 | 0.10 | 90.0 | 0.09 |
| 04/19/2017 | HELMANDOLLAR, OLIVIA | AM FUNDS ICA A | 18.54 | 0.10 | 0.00 | 0.10 | 90.0 | 0.09 |
| 04/21/2017 | UNTIL AGE 21, MO/UTMA | AM FUNDS ICA A | 50.00 | 1.37 | 0.00 | 1.37 | 90.0 | 1.23 |
| 04/19/2017 | EISELE, HAMILTON | AM FUNDS NEW WORLD A | 17.10 | 0.09 | 0.00 | 0.09 | 90.0 | 0.08 |
| 04/19/2017 | EISELE, HAMILTON | AM FUNDS NEW WORLD A | 22.80 | 0.13 | 0.00 | 0.13 | 90.0 | 0.12 |
| 04/17/2017 | DOOLEY, BRUCE | AM FUNDS SMALLCAP WORLD A | 50.00 | 1.37 | 0.00 | 1.37 | 90.0 | 1.23 |
| 04/19/2017 | HELMANDOLLAR, OLIVIA | AM FUNDS SMALLCAP WORLD A | 18.54 | 0.10 | 0.00 | 0.10 | 90.0 | 0.09 |
| 04/19/2017 | HELMANDOLLAR, OLIVIA | AM FUNDS SMALLCAP WORLD A | 18.54 | 0.10 | 0.00 | 0.10 | 90.0 | 0.09 |
| 04/19/2017 | LUKIC, MIROSLAV | AM FUNDS SMALLCAP WORLD A | 25.42 | 0.14 | 0.00 | 0.14 | 90.0 | 0.13 |
| 04/19/2017 | LUKIC, MIROSLAV | AM FUNDS SMALLCAP WORLD A | 25.43 | 0.14 | 0.00 | 0.14 | 90.0 | 0.13 |
| | | * JEFF/JASON KAUFMAN/KEMBLE SUBTOTAL * | \$820.24 | \$7.79 | \$0.00 | \$7.79 | | \$7.03 |
| | | *** SPLIT TRANSACTIONS TOTAL *** | \$820.24 | \$7.79 | \$0.00 | \$7.79 | | \$7.03 |

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

| DATE | CLIENT | INVESTMENT | INVESTMENT AMOUNT | GROSS COMMISSION | CLEARING CHARGE | NET COMMISSION | RATE | BROKER COMMISSION |
|------------|------------------|-------------------------------------|----------------------|---------------------|--------------------|-------------------|------|----------------------|
| | | OVERDIDE TRAN | CA CTTONG | | | | | |
| | | OVERRIDE TRAN | SACTIONS | | | | | |
| BROKER: JA | SON KEMBLE #348 | | | | | | | |
| 04/10/2017 | HEDRICK, KENNETH | AM FUNDS AMERICAN BALANCED A | 25,000.00 | 1,062.50 | 0.00 | 1,062.50 | 90.0 | 425.00 |
| 04/17/2017 | QUINN, JOSEPH | AM FUNDS AMERICAN BALANCED A | 27,358.47 | 1,162.73 | 0.00 | 1,162.73 | 90.0 | 465.09 |
| 04/10/2017 | DANIELS, CLINTON | AM FUNDS GROWTH FUND OF AMERICA A | 100.00 | 5.00 | 0.00 | 5.00 | 90.0 | 2.00 |
| 04/10/2017 | DANIELS, CLINTON | AM FUNDS SMALLCAP WORLD A | 100.00 | 5.00 | 0.00 | 5.00 | 90.0 | 2.00 |
| 04/10/2017 | THOMPSON, TERRY | PAC LIFE PACIFIC CHOICE | 0.00 | 0.02 | 0.00 | 0.02 | 90.0 | 0.01 |
| | | * JASON KEMBLE SUBTOTAL * | \$52,558.47 | \$2,235.25 | \$0.00 | \$2,235.25 | | \$894.10 |
| | | *** OVERRIDE TRANSACTIONS TOTAL *** | \$52,558.47 | \$2,235.25 | \$0.00 | \$2,235.25 | | \$894.10 |
| | | | | | | | | |

| BROKER COMMISSION | TOTALS |
|-----------------------|-------------|
| Broker Transactions | \$15,995.16 |
| Split Transactions | \$7.03 |
| Override Transactions | \$894.10 |
| Adjustments | \$0.00 |
| Payroll Draw | \$0.00 |
| Base Salary | \$0.00 |
| Prior Period Balance | \$0.00 |
| FINRA Assessment | \$0.00 |
| SIPC Assessment | \$0.00 |
| | |
| Check Amount | \$16,896.29 |
| Year-to-date Gross | \$62,589.54 |
| Year-to-date Earnings | \$62,268.17 |

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