



Concorde Investment Services, LLC
COMMISSION STATEMENT
July 15, 2018

07/16/2018

Page No. 1

DELMAR (BO)-M143 MCKINNEY
 5 Red Bud Trail

BROKER #: M143
 BRANCH: EAGLE WEALTH MANAGEM

Round Rock, TX 78655-

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>CLEARING TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
07/05/2018	ASPRA, TRISSA	AM FUNDS AMCAP A	75.00	3.19	12.00	-8.81	90.0	-7.93
07/05/2018	ASPRA, TRISSA	AM FUNDS GROWTH FUND OF AMERICA A	75.00	3.19	12.00	-8.81	90.0	-7.93
07/02/2018	LAWHON, JACKIE	AM FUNDS WASHINGTON MUTUAL INVESTOR	-500.00	0.00	12.00	-12.00	90.0	-10.80
* MUTUAL FUNDS SUBTOTAL *			\$-350.00	\$6.38	\$36.00	\$-29.62		\$-26.66
*** CLEARING TRANSACTIONS TOTAL ***			\$-350.00	\$6.38	\$36.00	\$-29.62		\$-26.66

<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
06/29/2018	BRUECKNER, KIMBERLY	AM FUNDS GROWTH FUND OF AMERICA A	325.00	3.90	0.00	3.90	90.0	3.51
* MUTUAL FUNDS SUBTOTAL *			\$325.00	\$3.90	\$0.00	\$3.90		\$3.51

<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
06/11/2018	BUROW, PAUL	ALLIANCEBERNSTEIN INTL VALUE A	0.00	0.97	0.00	0.97	90.0	0.87
06/20/2018	WIESNER, BETTY	AM CENT EQUITY INCOME	0.00	3.18	0.00	3.18	90.0	2.86
06/15/2018	ROSENTHAL, LUCILLE	AM FUNDS AMCAP A	0.00	14.08	0.00	14.08	90.0	12.67
06/15/2018	LUEDTKE, LOIS	AM FUNDS AMCAP A	0.00	14.18	0.00	14.18	90.0	12.76
06/15/2018	ASPRA, TRISSA	AM FUNDS AMCAP A	0.00	3.42	0.00	3.42	90.0	3.08
06/15/2018	NMN & NJN MGMT TRUST	AM FUNDS AMCAP A	0.00	1.86	0.00	1.86	90.0	1.67
06/15/2018	MICHNA, RHYS	AM FUNDS AMCAP A	0.00	1.55	0.00	1.55	90.0	1.40
06/15/2018	SCOTT, MONYUAN	AM FUNDS AMCAP A	0.00	32.13	0.00	32.13	90.0	28.92
06/15/2018	GREER, GREGORY	AM FUNDS AMCAP A	0.00	6.68	0.00	6.68	90.0	6.01
06/15/2018	GREER, GREGORY	AM FUNDS AMCAP A	0.00	6.67	0.00	6.67	90.0	6.00
06/15/2018	SPECKELS, MELBA	AM FUNDS AMERICAN BALANCED A	0.00	1.34	0.00	1.34	90.0	1.21
06/15/2018	GREER, GREGORY	AM FUNDS AMERICAN BALANCED A	0.00	1.82	0.00	1.82	90.0	1.64
06/15/2018	GREER, GREGORY	AM FUNDS AMERICAN BALANCED A	0.00	2.12	0.00	2.12	90.0	1.91
06/15/2018	FUESSEL NE & NA TR, NORMAN	AM FUNDS AMERICAN HIGH-INCOME TRUST	0.00	35.57	0.00	35.57	90.0	32.01

NOTES: * - Indicates adjustment is not included in 1099 Earnings
 ** - 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
<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
06/15/2018	SPECKELS, MELBA	AM FUNDS AMERICAN HIGH-INCOME TRUST	0.00	1.66	0.00	1.66	90.0	1.49
06/15/2018	ROSENTHAL, LUCILLE	AM FUNDS AMERICAN MUTUAL A	0.00	19.94	0.00	19.94	90.0	17.95
06/15/2018	FUESSEL IRREV TR, NORMAN	AM FUNDS AMERICAN MUTUAL A	0.00	9.08	0.00	9.08	90.0	8.17
06/15/2018	NMN & NJN MGMT TRUST	AM FUNDS AMERICAN MUTUAL A	0.00	1.06	0.00	1.06	90.0	0.95
06/15/2018	SCOTT, MONYAN	AM FUNDS AMERICAN MUTUAL A	0.00	25.49	0.00	25.49	90.0	22.94
06/15/2018	IVICIC, MARY	AM FUNDS AMERICAN MUTUAL A	0.00	3.03	0.00	3.03	90.0	2.73
06/15/2018	CHEATHAM, JIMMY	AM FUNDS CAPITAL INCOME BUILDER A	0.00	11.52	0.00	11.52	90.0	10.37
06/15/2018	PRAESEL, ARTHUR	AM FUNDS CAPITAL INCOME BUILDER A	0.00	21.56	0.00	21.56	90.0	19.40
06/15/2018	ROSENTHAL, LUCILLE	AM FUNDS CAPITAL INCOME BUILDER A	0.00	34.37	0.00	34.37	90.0	30.93
06/15/2018	FUESSEL, NORMAN	AM FUNDS CAPITAL INCOME BUILDER A	0.00	21.18	0.00	21.18	90.0	19.06
06/15/2018	FUESSEL NE & NA TR, NORMAN	AM FUNDS CAPITAL INCOME BUILDER A	0.00	19.36	0.00	19.36	90.0	17.42
06/15/2018	BRUECKNER, KIMBERLY	AM FUNDS CAPITAL INCOME BUILDER A	0.00	5.54	0.00	5.54	90.0	4.99
06/15/2018	KELLEY, DOLORES	AM FUNDS CAPITAL INCOME BUILDER A	0.00	6.43	0.00	6.43	90.0	5.79
06/15/2018	LOGHRY, DORIS	AM FUNDS CAPITAL INCOME BUILDER A	0.00	0.07	0.00	0.07	90.0	0.06
06/15/2018	PEKAR, DAVID	AM FUNDS CAPITAL INCOME BUILDER A	0.00	7.95	0.00	7.95	90.0	7.16
06/15/2018	SPECKELS, WARREN	AM FUNDS CAPITAL INCOME BUILDER A	0.00	1.42	0.00	1.42	90.0	1.28
06/15/2018	SPECKELS, MELBA	AM FUNDS CAPITAL INCOME BUILDER A	0.00	2.10	0.00	2.10	90.0	1.89
06/15/2018	BRANSON, BARBARA	AM FUNDS CAPITAL INCOME BUILDER A	0.00	3.35	0.00	3.35	90.0	3.02
06/15/2018	MORRIS, JANINE	AM FUNDS CAPITAL INCOME BUILDER A	0.00	9.44	0.00	9.44	90.0	8.50
06/15/2018	SCOTT, MONYAN	AM FUNDS CAPITAL INCOME BUILDER A	0.00	21.57	0.00	21.57	90.0	19.41
06/15/2018	GREER, GREGORY	AM FUNDS CAPITAL INCOME BUILDER A	0.00	1.44	0.00	1.44	90.0	1.30
06/15/2018	GREER, GREGORY	AM FUNDS CAPITAL INCOME BUILDER A	0.00	1.67	0.00	1.67	90.0	1.50
06/15/2018	URBAN, LONNIE	AM FUNDS CAPITAL INCOME BUILDER A	0.00	1.56	0.00	1.56	90.0	1.40
06/15/2018	MOORE, TERRY	AM FUNDS CAPITAL INCOME BUILDER C	0.00	33.94	0.00	33.94	90.0	30.55
06/15/2018	ROSENTHAL, LUCILLE	AM FUNDS CAPITAL WORLD GRTH & INC A	0.00	34.58	0.00	34.58	90.0	31.12
06/15/2018	FUESSEL IRREV TR, NORMAN	AM FUNDS CAPITAL WORLD GRTH & INC A	0.00	9.54	0.00	9.54	90.0	8.59
06/15/2018	BRUECKNER, KIMBERLY	AM FUNDS CAPITAL WORLD GRTH & INC A	0.00	16.91	0.00	16.91	90.0	15.22
06/15/2018	KELLEY, DOLORES	AM FUNDS CAPITAL WORLD GRTH & INC A	0.00	5.66	0.00	5.66	90.0	5.09
06/15/2018	NMN & NJN MGMT TRUST	AM FUNDS CAPITAL WORLD GRTH & INC A	0.00	1.28	0.00	1.28	90.0	1.15
06/15/2018	SCOTT, MONYAN	AM FUNDS CAPITAL WORLD GRTH & INC A	0.00	34.35	0.00	34.35	90.0	30.92
06/15/2018	HOHMAN, JEROME	AM FUNDS CAPITAL WORLD GRTH & INC A	0.00	10.08	0.00	10.08	90.0	9.07
06/15/2018	DROMGOOLE, NONA	AM FUNDS CAPITAL WORLD GRTH & INC A	0.00	6.93	0.00	6.93	90.0	6.24
06/15/2018	GREER, GREGORY	AM FUNDS CAPITAL WORLD GRTH & INC A	0.00	4.95	0.00	4.95	90.0	4.46

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
06/15/2018	GREER, GREGORY	AM FUNDS CAPITAL WORLD GRTH & INC A	0.00	4.95	0.00	4.95	90.0	4.46
06/15/2018	URBAN, LONNIE	AM FUNDS CAPITAL WORLD GRTH & INC A	0.00	1.88	0.00	1.88	90.0	1.69
06/15/2018	IVICIC, MARY	AM FUNDS CAPITAL WORLD GRTH & INC A	0.00	1.45	0.00	1.45	90.0	1.31
06/15/2018	FUESSEL NE & NA TR, NORMAN	AM FUNDS EUROPACIFIC GROWTH FUND A	0.00	20.28	0.00	20.28	90.0	18.25
06/15/2018	LUEDTKE, LOIS	AM FUNDS EUROPACIFIC GROWTH FUND A	0.00	19.11	0.00	19.11	90.0	17.20
06/15/2018	KELLEY, DOLORES	AM FUNDS EUROPACIFIC GROWTH FUND A	0.00	4.92	0.00	4.92	90.0	4.43
06/15/2018	GREER, GREGORY	AM FUNDS EUROPACIFIC GROWTH FUND A	0.00	1.40	0.00	1.40	90.0	1.26
06/15/2018	GREER, GREGORY	AM FUNDS EUROPACIFIC GROWTH FUND A	0.00	1.66	0.00	1.66	90.0	1.49
06/15/2018	ROSENTHAL, LUCILLE	AM FUNDS FUNDAMENTAL INVESTORS A	0.00	43.27	0.00	43.27	90.0	38.94
06/15/2018	BRUECKNER, KIMBERLY	AM FUNDS FUNDAMENTAL INVESTORS A	0.00	21.61	0.00	21.61	90.0	19.45
06/15/2018	NMN & NJN MGMT TRUST	AM FUNDS FUNDAMENTAL INVESTORS A	0.00	1.74	0.00	1.74	90.0	1.57
06/15/2018	SCOTT, MONYAN	AM FUNDS FUNDAMENTAL INVESTORS A	0.00	43.39	0.00	43.39	90.0	39.05
06/15/2018	DROMGOOLE, NONA	AM FUNDS FUNDAMENTAL INVESTORS A	0.00	8.24	0.00	8.24	90.0	7.42
06/15/2018	GREER, GREGORY	AM FUNDS FUNDAMENTAL INVESTORS A	0.00	4.09	0.00	4.09	90.0	3.68
06/15/2018	GREER, GREGORY	AM FUNDS FUNDAMENTAL INVESTORS A	0.00	4.27	0.00	4.27	90.0	3.84
06/15/2018	EWING LIVING TRUST, JACK &	AM FUNDS FUNDAMENTAL INVESTORS A	0.00	7.85	0.00	7.85	90.0	7.07
06/15/2018	IVICIC, MARY	AM FUNDS FUNDAMENTAL INVESTORS A	0.00	3.93	0.00	3.93	90.0	3.54
06/15/2018	ROSENTHAL, LUCILLE	AM FUNDS GROWTH FUND OF AMERICA A	0.00	15.10	0.00	15.10	90.0	13.59
06/15/2018	FUESSEL IRREV TR, NORMAN	AM FUNDS GROWTH FUND OF AMERICA A	0.00	60.02	0.00	60.02	90.0	54.02
06/15/2018	LUEDTKE, LOIS	AM FUNDS GROWTH FUND OF AMERICA A	0.00	44.26	0.00	44.26	90.0	39.83
06/15/2018	ASPRA, TRISSA	AM FUNDS GROWTH FUND OF AMERICA A	0.00	3.71	0.00	3.71	90.0	3.34
06/15/2018	BRUECKNER, KIMBERLY	AM FUNDS GROWTH FUND OF AMERICA A	0.00	23.13	0.00	23.13	90.0	20.82
06/15/2018	ROSIPAL, HERBERT	AM FUNDS GROWTH FUND OF AMERICA A	0.00	0.15	0.00	0.15	90.0	0.14
06/15/2018	KELLEY, DOLORES	AM FUNDS GROWTH FUND OF AMERICA A	0.00	6.81	0.00	6.81	90.0	6.13
06/15/2018	LAWHON, JACKIE	AM FUNDS GROWTH FUND OF AMERICA A	0.00	0.45	0.00	0.45	90.0	0.41
06/15/2018	NMN & NJN MGMT TRUST	AM FUNDS GROWTH FUND OF AMERICA A	0.00	1.85	0.00	1.85	90.0	1.67
06/15/2018	BORGNE JR, ROBERT	AM FUNDS GROWTH FUND OF AMERICA A	0.00	7.92	0.00	7.92	90.0	7.13
06/15/2018	LAWHON, STEVEN	AM FUNDS GROWTH FUND OF AMERICA A	0.00	8.03	0.00	8.03	90.0	7.23
06/15/2018	SPECKELS, WARREN	AM FUNDS GROWTH FUND OF AMERICA A	0.00	2.42	0.00	2.42	90.0	2.18
06/15/2018	MICHNA, RHYS	AM FUNDS GROWTH FUND OF AMERICA A	0.00	1.55	0.00	1.55	90.0	1.40
06/15/2018	MORRIS, JANINE	AM FUNDS GROWTH FUND OF AMERICA A	0.00	22.04	0.00	22.04	90.0	19.84
06/15/2018	SCOTT, MONYAN	AM FUNDS GROWTH FUND OF AMERICA A	0.00	47.15	0.00	47.15	90.0	42.44
06/15/2018	LAWHON, BRAEDEN	AM FUNDS GROWTH FUND OF AMERICA A	0.00	1.01	0.00	1.01	90.0	0.91

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
06/15/2018	DROMGOOLE, NONA	AM FUNDS GROWTH FUND OF AMERICA A	0.00	8.85	0.00	8.85	90.0	7.97
06/15/2018	GREER, GREGORY	AM FUNDS GROWTH FUND OF AMERICA A	0.00	8.51	0.00	8.51	90.0	7.66
06/15/2018	GREER, GREGORY	AM FUNDS GROWTH FUND OF AMERICA A	0.00	8.34	0.00	8.34	90.0	7.51
06/15/2018	MOORE, TERRY	AM FUNDS GROWTH FUND OF AMERICA A	0.00	2.65	0.00	2.65	90.0	2.39
06/15/2018	OHE, DRAKE	AM FUNDS GROWTH FUND OF AMERICA A	0.00	1.41	0.00	1.41	90.0	1.27
06/15/2018	OHE, EUGENIA	AM FUNDS GROWTH FUND OF AMERICA A	0.00	1.30	0.00	1.30	90.0	1.17
06/15/2018	URBAN, LONNIE	AM FUNDS GROWTH FUND OF AMERICA A	0.00	2.51	0.00	2.51	90.0	2.26
06/15/2018	LAWHON, MAISEN	AM FUNDS GROWTH FUND OF AMERICA A	0.00	0.70	0.00	0.70	90.0	0.63
06/15/2018	IVICIC, MARY	AM FUNDS GROWTH FUND OF AMERICA A	0.00	3.70	0.00	3.70	90.0	3.33
06/15/2018	DROMGOOLE, NONA	AM FUNDS ICA A	0.00	6.78	0.00	6.78	90.0	6.10
06/15/2018	EWING JR, JACK	AM FUNDS ICA A	0.00	9.85	0.00	9.85	90.0	8.87
06/15/2018	CHEATHAM, JIMMY	AM FUNDS INCOME FUND OF AMERICA A	0.00	11.35	0.00	11.35	90.0	10.22
06/15/2018	PRAESEL, ARTHUR	AM FUNDS INCOME FUND OF AMERICA A	0.00	26.37	0.00	26.37	90.0	23.73
06/15/2018	ROSENTHAL, LUCILLE	AM FUNDS INCOME FUND OF AMERICA A	0.00	40.90	0.00	40.90	90.0	36.81
06/15/2018	FUESSEL, NORMAN	AM FUNDS INCOME FUND OF AMERICA A	0.00	19.13	0.00	19.13	90.0	17.22
06/15/2018	FUESSEL NE & NA TR, NORMAN	AM FUNDS INCOME FUND OF AMERICA A	0.00	18.56	0.00	18.56	90.0	16.70
06/15/2018	BRUECKNER, KIMBERLY	AM FUNDS INCOME FUND OF AMERICA A	0.00	11.02	0.00	11.02	90.0	9.92
06/15/2018	KELLEY, DOLORES	AM FUNDS INCOME FUND OF AMERICA A	0.00	5.27	0.00	5.27	90.0	4.74
06/15/2018	SPECKELS, MELBA	AM FUNDS INCOME FUND OF AMERICA A	0.00	2.10	0.00	2.10	90.0	1.89
06/15/2018	FISCHER, HAROLD	AM FUNDS INCOME FUND OF AMERICA A	0.00	1.67	0.00	1.67	90.0	1.50
06/15/2018	HAMITER, DONNIE	AM FUNDS INCOME FUND OF AMERICA A	0.00	6.82	0.00	6.82	90.0	6.14
06/15/2018	MORRIS, JANINE	AM FUNDS INCOME FUND OF AMERICA A	0.00	14.32	0.00	14.32	90.0	12.89
06/15/2018	SCOTT, MONYEAN	AM FUNDS INCOME FUND OF AMERICA A	0.00	29.20	0.00	29.20	90.0	26.28
06/15/2018	KLEMT, RUTH	AM FUNDS INCOME FUND OF AMERICA A	0.00	1.90	0.00	1.90	90.0	1.71
06/15/2018	WILSON, MARY	AM FUNDS INCOME FUND OF AMERICA A	0.00	5.28	0.00	5.28	90.0	4.75
06/15/2018	GREER, GREGORY	AM FUNDS INCOME FUND OF AMERICA A	0.00	1.65	0.00	1.65	90.0	1.49
06/15/2018	GREER, GREGORY	AM FUNDS INCOME FUND OF AMERICA A	0.00	1.91	0.00	1.91	90.0	1.72
06/15/2018	EWING LIVING TRUST, JACK &	AM FUNDS INCOME FUND OF AMERICA A	0.00	17.10	0.00	17.10	90.0	15.39
06/15/2018	NMN & NJN MGMT TRUST	AM FUNDS INTL GROWTH AND INCOME A	0.00	0.67	0.00	0.67	90.0	0.60
06/15/2018	DROMGOOLE, NONA	AM FUNDS INTL GROWTH AND INCOME A	0.00	5.21	0.00	5.21	90.0	4.69
06/15/2018	BRUECKNER, KIMBERLY	AM FUNDS NEW ECONOMY A	0.00	17.01	0.00	17.01	90.0	15.31
06/15/2018	WILSON, MARY	AM FUNDS NEW ECONOMY A	0.00	13.99	0.00	13.99	90.0	12.59
06/15/2018	BRUECKNER, KIMBERLY	AM FUNDS NEW PERSPECTIVE A	0.00	13.65	0.00	13.65	90.0	12.29

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
06/15/2018	MORRIS, JANINE	AM FUNDS NEW PERSPECTIVE A	0.00	23.12	0.00	23.12	90.0	20.81
06/15/2018	SCOTT, MONYEAN	AM FUNDS NEW PERSPECTIVE A	0.00	40.94	0.00	40.94	90.0	36.85
06/15/2018	NMN & NJN MGMT TRUST	AM FUNDS NEW WORLD A	0.00	0.35	0.00	0.35	90.0	0.32
06/15/2018	DROMGOOLE, NONA	AM FUNDS NEW WORLD A	0.00	5.16	0.00	5.16	90.0	4.64
06/15/2018	BRUECKNER, KIMBERLY	AM FUNDS SMALLCAP WORLD A	0.00	12.13	0.00	12.13	90.0	10.92
06/15/2018	NMN & NJN MGMT TRUST	AM FUNDS SMALLCAP WORLD A	0.00	1.57	0.00	1.57	90.0	1.41
06/15/2018	DROMGOOLE, NONA	AM FUNDS SMALLCAP WORLD A	0.00	1.98	0.00	1.98	90.0	1.78
06/15/2018	GREER, GREGORY	AM FUNDS SMALLCAP WORLD A	0.00	1.80	0.00	1.80	90.0	1.62
06/15/2018	GREER, GREGORY	AM FUNDS SMALLCAP WORLD A	0.00	2.15	0.00	2.15	90.0	1.94
06/15/2018	FUESSEL, NORMAN	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	17.18	0.00	17.18	90.0	15.46
06/15/2018	FUESSEL IRREV TR, NORMAN	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	9.21	0.00	9.21	90.0	8.29
06/15/2018	FUESSEL NE & NA TR, NORMAN	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	73.28	0.00	73.28	90.0	65.95
06/15/2018	BRUECKNER, KIMBERLY	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	13.58	0.00	13.58	90.0	12.22
06/15/2018	KORNEGAY, ALISA	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	0.34	0.00	0.34	90.0	0.31
06/15/2018	KELLEY, DOLORES	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	9.23	0.00	9.23	90.0	8.31
06/15/2018	LAWHON, JACKIE	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	51.92	0.00	51.92	90.0	46.73
06/15/2018	SPECKELS, WARREN	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	2.91	0.00	2.91	90.0	2.62
06/15/2018	SPECKELS, MELBA	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	1.96	0.00	1.96	90.0	1.76
06/15/2018	SPECKELS, MELBA	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	1.79	0.00	1.79	90.0	1.61
06/15/2018	GILLIGAN, DOROTHY	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	8.33	0.00	8.33	90.0	7.50
06/15/2018	STOLTE, VERNALINE	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	0.66	0.00	0.66	90.0	0.59
06/15/2018	MORRIS, JANINE	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	21.98	0.00	21.98	90.0	19.78
06/15/2018	SMITH, MICHAEL	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	1.61	0.00	1.61	90.0	1.45
06/15/2018	BUROW, PAUL	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	1.58	0.00	1.58	90.0	1.42
06/15/2018	DALJO LTD PT	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	34.70	0.00	34.70	90.0	31.23
06/15/2018	HOHMAN, JEROME	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	6.27	0.00	6.27	90.0	5.64
06/15/2018	WILSON, MARY	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	15.21	0.00	15.21	90.0	13.69
06/15/2018	WIESNER, BETTY	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	3.97	0.00	3.97	90.0	3.57
06/15/2018	GREER, GREGORY	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	5.87	0.00	5.87	90.0	5.28
06/15/2018	GREER, GREGORY	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	5.85	0.00	5.85	90.0	5.27
06/15/2018	EWING LIVING TRUST, JACK &	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	26.84	0.00	26.84	90.0	24.16
06/15/2018	URBAN, LONNIE	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	2.17	0.00	2.17	90.0	1.95
06/15/2018	IVICIC, MARY	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	3.94	0.00	3.94	90.0	3.55

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
06/25/2018	EWING JR, JACK	BLK GLOBAL ALLOCATION C	0.00	16.72	0.00	16.72	90.0	15.05
06/25/2018	EWING LIVING TRUST, JACK &	BLK GLOBAL ALLOCATION C	0.00	59.95	0.00	59.95	90.0	53.96
06/20/2018	SMITH, JUDY	CALAMOS GROWTH C	0.00	41.04	0.00	41.04	90.0	36.94
06/14/2018	PEMBERTON, PATRICIA	CLEARBRIDGE SMALL CAP GROWTH FUND C	0.00	4.86	0.00	4.86	90.0	4.37
06/13/2018	WIESNER, BETTY	COLUMBIA ACORN A	0.00	1.56	0.00	1.56	90.0	1.40
06/13/2018	MCELROY, BENNETT	COLUMBIA MARSICO FOCUSED EQUITIES F	0.00	10.40	0.00	10.40	90.0	9.36
06/15/2018	CHEATHAM, JIMMY	FEDERATED EQUITY INCOME A	0.00	5.80	0.00	5.80	90.0	5.22
06/15/2018	CHEATHAM, JIMMY	FEDERATED KAUFMANN FUND A	0.00	3.19	0.00	3.19	90.0	2.87
06/15/2018	CHEATHAM, JIMMY	FEDERATED MDT LARGE CAP VALUE FUND	0.00	2.02	0.00	2.02	90.0	1.82
06/15/2018	CHEATHAM, JIMMY	FEDERATED MDT MID CAP GROWTH STRATE	0.00	3.73	0.00	3.73	90.0	3.36
06/21/2018	ESCHBERGER TRUST, JACK & AGNES	FIDELITY ADV NEW INSIGHTS-CL A	0.00	0.76	0.00	0.76	90.0	0.68
06/21/2018	NMN & NUN MGMT TRUST	FIDELITY ADV NEW INSIGHTS-CL A	0.00	1.76	0.00	1.76	90.0	1.58
06/21/2018	NAIZER TRUST, NOLAN	FIDELITY ADV NEW INSIGHTS-CL A	0.00	0.40	0.00	0.40	90.0	0.36
06/21/2018	NAIZER TRUST, NOEL	FIDELITY ADV NEW INSIGHTS-CL A	0.00	0.26	0.00	0.26	90.0	0.23
06/21/2018	WIESNER, BETTY	FIDELITY ADV NEW INSIGHTS-CL A	0.00	4.12	0.00	4.12	90.0	3.71
06/21/2018	MCELROY, BENNETT	FIDELITY ADV STRATEGIC INCOME A	0.00	4.13	0.00	4.13	90.0	3.72
06/18/2018	COOPER, ADAM	FRANKLIN MUTUAL GLOBAL DISCOVERY A	0.00	4.07	0.00	4.07	90.0	3.66
06/18/2018	COOPER, ADAM	FRANKLIN MUTUAL GLOBAL DISCOVERY A	0.00	5.91	0.00	5.91	90.0	5.32
06/18/2018	COOPER, ADAM	FRANKLIN MUTUAL QUEST A	0.00	5.29	0.00	5.29	90.0	4.76
06/18/2018	COOPER, ADAM	FRANKLIN RISING DIVIDENDS A	0.00	5.74	0.00	5.74	90.0	5.17
06/22/2018	ENOCHS, LELAND	GOLDMAN SACHS CAPITAL GROWTH FUND C	0.00	11.19	0.00	11.19	90.0	10.07
06/22/2018	ENOCHS, LELAND	GOLDMAN SACHS FOCUSED INTL EQUITY F	0.00	3.04	0.00	3.04	90.0	2.74
06/22/2018	HAMITER, DONNIE	GOLDMAN SACHS SMALL CAP VALUE FUND-	0.00	0.71	0.00	0.71	90.0	0.64
06/22/2018	STOLTE, VERNALINE	GOLDMAN SACHS U.S. EQUITY INSIGHTS	0.00	0.35	0.00	0.35	90.0	0.32
06/22/2018	BURKHART, KRISTI	GOLDMAN SACHS U.S. EQUITY INSIGHTS	0.00	1.86	0.00	1.86	90.0	1.67
06/18/2018	FUESSEL IRREV TR, NORMAN	GRIFFIN INSTITUTIONAL ACCESS REAL E	0.00	14.58	0.00	14.58	90.0	13.12
06/18/2018	MCRIGHT, WILLIAM	GRIFFIN INSTITUTIONAL ACCESS REAL E	0.00	1.59	0.00	1.59	90.0	1.43
06/18/2018	MCRIGHT, BETTY	GRIFFIN INSTITUTIONAL ACCESS REAL E	0.00	0.60	0.00	0.60	90.0	0.54
06/18/2018	BELL, EDDY	GRIFFIN INSTITUTIONAL ACCESS REAL E	0.00	3.17	0.00	3.17	90.0	2.85
06/18/2018	BELL, EDDY	GRIFFIN INSTITUTIONAL ACCESS REAL E	0.00	3.21	0.00	3.21	90.0	2.89
06/18/2018	BELL, PATTI	GRIFFIN INSTITUTIONAL ACCESS REAL E	0.00	1.45	0.00	1.45	90.0	1.31
06/18/2018	STAGNER TRUST, JAMES	GRIFFIN INSTITUTIONAL ACCESS REAL E	0.00	6.99	0.00	6.99	90.0	6.29
06/18/2018	PAULSEN, ROGER	GRIFFIN INSTITUTIONAL ACCESS REAL E	0.00	7.59	0.00	7.59	90.0	6.83

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
06/18/2018	BAGGETT, PETE	GRIFFIN INSTITUTIONAL ACCESS REAL E	0.00	7.59	0.00	7.59	90.0	6.83
06/18/2018	BAGGETT, JARROD	GRIFFIN INSTITUTIONAL ACCESS REAL E	0.00	3.27	0.00	3.27	90.0	2.94
06/18/2018	LUERSEN, JENNIFER	GRIFFIN INSTITUTIONAL ACCESS REAL E	0.00	10.87	0.00	10.87	90.0	9.78
06/18/2018	CHEATHAM, JIMMY	HARTFORD BALANCED A	0.00	0.97	0.00	0.97	90.0	0.87
06/18/2018	FLEMING, EVELYN	HARTFORD BALANCED A	0.00	1.63	0.00	1.63	90.0	1.47
06/18/2018	RAESZ TTEE, BARBARA	HARTFORD BALANCED ALLOCATION A	0.00	4.25	0.00	4.25	90.0	3.83
06/18/2018	RAESZ TTEE, BARBARA	HARTFORD BALANCED ALLOCATION A	0.00	2.22	0.00	2.22	90.0	2.00
06/18/2018	TAISLER, JESSE	HARTFORD CAPITAL APP II A	0.00	1.83	0.00	1.83	90.0	1.65
06/18/2018	MASON, ELEANOR	HARTFORD CAPITAL APP II A	0.00	1.25	0.00	1.25	90.0	1.13
06/18/2018	SCOTT, MONYUAN	HARTFORD CAPITAL APP II A	0.00	17.29	0.00	17.29	90.0	15.56
06/18/2018	CHEATHAM, JIMMY	HARTFORD CAPITAL APPRECIATION A	0.00	10.89	0.00	10.89	90.0	9.80
06/18/2018	ROSENTHAL, LUCILLE	HARTFORD CAPITAL APPRECIATION A	0.00	12.77	0.00	12.77	90.0	11.49
06/18/2018	BRUECKNER, KIMBERLY	HARTFORD CAPITAL APPRECIATION A	0.00	14.50	0.00	14.50	90.0	13.05
06/18/2018	HAMANN, LARRY	HARTFORD CAPITAL APPRECIATION A	0.00	10.62	0.00	10.62	90.0	9.56
06/18/2018	TAISLER, JESSE	HARTFORD CAPITAL APPRECIATION A	0.00	1.40	0.00	1.40	90.0	1.26
06/18/2018	FLEMING, EVELYN	HARTFORD CAPITAL APPRECIATION A	0.00	6.50	0.00	6.50	90.0	5.85
06/18/2018	MOORE, TERRY	HARTFORD CAPITAL APPRECIATION C	0.00	27.25	0.00	27.25	90.0	24.53
06/18/2018	CHEATHAM, JIMMY	HARTFORD DIVIDEND & GROWTH A	0.00	5.19	0.00	5.19	90.0	4.67
06/18/2018	BRUECKNER, KIMBERLY	HARTFORD DIVIDEND & GROWTH A	0.00	5.97	0.00	5.97	90.0	5.37
06/18/2018	HAMANN, LARRY	HARTFORD DIVIDEND & GROWTH A	0.00	4.53	0.00	4.53	90.0	4.08
06/18/2018	TAISLER, JESSE	HARTFORD DIVIDEND & GROWTH A	0.00	2.07	0.00	2.07	90.0	1.86
06/18/2018	FLEMING, EVELYN	HARTFORD DIVIDEND & GROWTH A	0.00	5.52	0.00	5.52	90.0	4.97
06/18/2018	RAESZ TTEE, BARBARA	HARTFORD GROWTH ALLOCATION A	0.00	4.22	0.00	4.22	90.0	3.80
06/18/2018	RAESZ TTEE, BARBARA	HARTFORD GROWTH ALLOCATION A	0.00	2.33	0.00	2.33	90.0	2.10
06/18/2018	EWING, JOHN	HARTFORD GROWTH ALLOCATION A	0.00	0.94	0.00	0.94	90.0	0.85
06/18/2018	ROSENTHAL, LUCILLE	HARTFORD GROWTH OPP A	0.00	13.07	0.00	13.07	90.0	11.76
06/18/2018	SCOTT, MONYUAN	HARTFORD GROWTH OPP A	0.00	22.76	0.00	22.76	90.0	20.48
06/18/2018	ROSENTHAL, LUCILLE	HARTFORD INT'L GROWTH A	0.00	8.01	0.00	8.01	90.0	7.21
06/18/2018	CHEATHAM, JIMMY	HARTFORD MIDCAP A	0.00	8.27	0.00	8.27	90.0	7.44
06/18/2018	FLEMING, EVELYN	HARTFORD MIDCAP A	0.00	6.13	0.00	6.13	90.0	5.52
06/18/2018	ROSENTHAL, LUCILLE	HARTFORD MIDCAP VALUE A	0.00	13.68	0.00	13.68	90.0	12.31
06/18/2018	MASON, ELEANOR	HARTFORD MIDCAP VALUE A	0.00	0.83	0.00	0.83	90.0	0.75
06/18/2018	BRUECKNER, KIMBERLY	HARTFORD SMALL-COMPANY FUND CLASS A	0.00	6.65	0.00	6.65	90.0	5.99

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
06/18/2018	TAISLER, JESSE	HARTFORD VALUE OPPORTUNITY FUND CLA	0.00	2.03	0.00	2.03	90.0	1.83
06/18/2018	MASON, ELEANOR	HARTFUND EQUITY INCIME FUND A	0.00	0.70	0.00	0.70	90.0	0.63
06/15/2018	ESCHBERGER TRUST, JACK & AGNES	JH DISCIPLINED VALUE A	0.00	1.35	0.00	1.35	90.0	1.22
06/15/2018	ROSENTHAL, LUCILLE	JH DISCIPLINED VALUE A	0.00	0.68	0.00	0.68	90.0	0.61
06/15/2018	SCARBOROUGH, ROBERT	JH DISCIPLINED VALUE A	0.00	1.06	0.00	1.06	90.0	0.95
06/15/2018	NMN & NUN MGMT TRUST	JH DISCIPLINED VALUE A	0.00	3.29	0.00	3.29	90.0	2.96
06/15/2018	NAIZER TRUST, NOLAN	JH DISCIPLINED VALUE A	0.00	0.62	0.00	0.62	90.0	0.56
06/15/2018	NAIZER TRUST, NOEL	JH DISCIPLINED VALUE A	0.00	0.45	0.00	0.45	90.0	0.41
06/15/2018	OLSON, DALE	JH DISCIPLINED VALUE A	0.00	2.63	0.00	2.63	90.0	2.37
06/15/2018	MCELROY, BENNETT	JH STRATEGIC INCOME A	0.00	4.07	0.00	4.07	90.0	3.66
06/15/2018	SCARBOROUGH, ROBERT	JOHN HANCOCK GLOBAL ABSOLUTE RETURN	0.00	0.72	0.00	0.72	90.0	0.65
06/15/2018	NMN & NUN MGMT TRUST	JOHN HANCOCK GLOBAL ABSOLUTE RETURN	0.00	1.75	0.00	1.75	90.0	1.58
06/15/2018	NAIZER TRUST, NOLAN	JOHN HANCOCK GLOBAL ABSOLUTE RETURN	0.00	0.09	0.00	0.09	90.0	0.08
06/15/2018	NAIZER TRUST, NOEL	JOHN HANCOCK GLOBAL ABSOLUTE RETURN	0.00	0.18	0.00	0.18	90.0	0.16
06/15/2018	OLSON, DALE	JOHN HANCOCK GLOBAL ABSOLUTE RETURN	0.00	0.54	0.00	0.54	90.0	0.49
06/15/2018	MASON, JOHN	JOHN HANCOCK GLOBAL ABSOLUTE RETURN	0.00	6.02	0.00	6.02	90.0	5.42
06/21/2018	CHEATHAM, JIMMY	LORD ABBETT AFFILIATED A	0.00	1.94	0.00	1.94	90.0	1.75
06/21/2018	SPECKELS, MELBA	LORD ABBETT AFFILIATED A	0.00	0.83	0.00	0.83	90.0	0.75
06/21/2018	CHEATHAM, JIMMY	LORD ABBETT ALPHA STRATEGY A	0.00	4.41	0.00	4.41	90.0	3.97
06/21/2018	FUESSEL NE & NA TR, NORMAN	LORD ABBETT BOND DEBENTURE A	0.00	6.31	0.00	6.31	90.0	5.68
06/21/2018	CHEATHAM, JIMMY	LORD ABBETT CALIBRATED DIVIDEND GRO	0.00	2.40	0.00	2.40	90.0	2.16
06/21/2018	FUESSEL IRREV TR, NORMAN	LORD ABBETT CALIBRATED DIVIDEND GRO	0.00	12.75	0.00	12.75	90.0	11.48
06/21/2018	BRUECKNER, KIMBERLY	LORD ABBETT CALIBRATED DIVIDEND GRO	0.00	8.46	0.00	8.46	90.0	7.61
06/21/2018	SPECKELS, MELBA	LORD ABBETT CALIBRATED DIVIDEND GRO	0.00	1.02	0.00	1.02	90.0	0.92
06/21/2018	CHEATHAM, JIMMY	LORD ABBETT DEVELOPING GROWTH A	0.00	4.95	0.00	4.95	90.0	4.46
06/21/2018	FUESSEL IRREV TR, NORMAN	LORD ABBETT DEVELOPING GROWTH A	0.00	18.03	0.00	18.03	90.0	16.23
06/21/2018	BRUECKNER, KIMBERLY	LORD ABBETT FUNDAMENTAL EQUITY A	0.00	10.96	0.00	10.96	90.0	9.86
06/21/2018	SPECKELS, MELBA	LORD ABBETT FUNDAMENTAL EQUITY A	0.00	0.82	0.00	0.82	90.0	0.74
06/21/2018	SPECKELS, MELBA	LORD ABBETT GROWTH OPPORTUNITIES FU	0.00	0.67	0.00	0.67	90.0	0.60
06/21/2018	STAGNER TRUST, JAMES	LORD ABBETT INVT TR FLTG RATE A	0.00	6.96	0.00	6.96	90.0	6.26
06/21/2018	CHEATHAM, JIMMY	LORD ABBETT MID CAP STOCK A	0.00	7.57	0.00	7.57	90.0	6.81
06/21/2018	FUESSEL IRREV TR, NORMAN	LORD ABBETT MID CAP STOCK A	0.00	17.81	0.00	17.81	90.0	16.03
06/21/2018	BRUECKNER, KIMBERLY	LORD ABBETT MID CAP STOCK A	0.00	10.71	0.00	10.71	90.0	9.64

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
06/15/2018	ROSENTHAL, LUCILLE	LTD TERM TAX-EX BOND FUND OF AMERIC	0.00	4.84	0.00	4.84	90.0	4.36
06/18/2018	PEARSON, GRANT	MFS LIFETIME RETIREMENT INCOME FUND	0.00	44.12	0.00	44.12	90.0	39.71
06/18/2018	MCELROY, BENNETT	MFS VALUE A	0.00	9.72	0.00	9.72	90.0	8.75
06/21/2018	MASON, JOHN	NEUBERGER BERMAN LONG SHORT FUND CL	0.00	5.23	0.00	5.23	90.0	4.71
06/18/2018	WIESNER, BETTY	OPPENHEIMER GLOBAL STRATEGIC INC A	0.00	1.60	0.00	1.60	90.0	1.44
06/14/2018	FUESSEL IRREV TR, NORMAN	PUTNAM ASSET ALLOC GROWTH A	0.00	18.35	0.00	18.35	90.0	16.52
07/02/2018	PLAN	PUTNAM MULTI CAP GROWTH A	0.00	2.72	0.00	2.72	90.0	2.45
06/18/2018	FUESSEL IRREV TR, NORMAN	RESOURCE R E DIVERSIFIED INC FUND A	0.00	14.50	0.00	14.50	90.0	13.05
06/18/2018	BELL, EDDY	RESOURCE R E DIVERSIFIED INC FUND A	0.00	11.29	0.00	11.29	90.0	10.16
06/18/2018	STAGNER TRUST, JAMES	RESOURCE R E DIVERSIFIED INC FUND A	0.00	6.89	0.00	6.89	90.0	6.20
06/18/2018	LUERSEN, JENNIFER	RESOURCE R E DIVERSIFIED INC FUND A	0.00	9.84	0.00	9.84	90.0	8.86
06/15/2018	KURTH, KARIANNE	TRANSAMERICA AA GROWTH C	0.00	41.17	0.00	41.17	90.0	37.05
06/15/2018	KURTH, DEREK	TRANSAMERICA AA GROWTH C	0.00	49.30	0.00	49.30	90.0	44.37
06/15/2018	KURTH, DEREK	TRANSAMERICA AA GROWTH C	0.00	30.27	0.00	30.27	90.0	27.24
06/15/2018	KURTH, DEREK	TRANSAMERICA AA GROWTH C	0.00	2.09	0.00	2.09	90.0	1.88
06/15/2018	KURTH, DEREK	TRANSAMERICA AA GROWTH C	0.00	2.09	0.00	2.09	90.0	1.88
06/15/2018	HERNANDEZ-GAGE, VIRGINIA	TRANSAMERICA AA MOD GROWTH C	0.00	4.46	0.00	4.46	90.0	4.01
06/15/2018	KURTH, DEREK	TRANSAMERICA AA MOD GROWTH C	0.00	6.73	0.00	6.73	90.0	6.06
* MUTUAL FUND 12B1 TRAILS SUBTOTAL *			\$0.00	\$2,574.78	\$0.00	\$2,574.78		\$2,317.46
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
06/30/2018	ESCHBERGER, AGNES	LFG TRAILS	320,933.85	320.93	0.00	320.93	90.0	288.84
06/30/2018	LINDELL, CAROL	LFG TRAILS	114,963.74	71.85	0.00	71.85	90.0	64.67
01/16/2018	FERGUSON, LINDA	ALLSTATE VA TRAILS	25,674.65	5.34	0.00	5.34	90.0	4.81
02/15/2018	FERGUSON, LINDA	ALLSTATE VA TRAILS	25,318.54	5.28	0.00	5.28	90.0	4.75
03/15/2018	FERGUSON, LINDA	ALLSTATE VA TRAILS	25,425.06	5.29	0.00	5.29	90.0	4.76
04/16/2018	FERGUSON, LINDA	ALLSTATE VA TRAILS	24,810.83	5.18	0.00	5.18	90.0	4.66
05/15/2018	FERGUSON, LINDA	ALLSTATE VA TRAILS	25,280.53	5.26	0.00	5.26	90.0	4.73
06/15/2018	FERGUSON, LINDA	ALLSTATE VA TRAILS	25,873.06	5.38	0.00	5.38	90.0	4.84
07/01/2018	ESCHBERGER, AGNES	AM GEN POLIRIS II FLEXIBLE	0.00	289.43	0.00	289.43	90.0	260.49
07/01/2018	HERNANDEZ, JOHN	ANCHOR ADVISOR 11 FLEX	0.00	134.04	0.00	134.04	90.0	120.64
06/29/2018	LAWHON, JACKIE	DIRECTOR ACCESS 416588614	0.00	12.13	0.00	12.13	90.0	10.92
06/29/2018	CUMMINGS, ROBERT	DIRECTOR ACCESS 416588614	0.00	1,532.06	0.00	1,532.06	90.0	1,378.85
06/29/2018	STAGNER, JEAN	DIRECTOR V 416594521	0.00	3.43	0.00	3.43	90.0	3.09

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
06/29/2018	POTH, VIVIAN	FED TRIPLE CROWN VA	0.00	6.14	0.00	6.14	90.0	5.53
06/29/2018	LOGHRY, DORIS	FED TRIPLE CROWN VA	0.00	22.54	0.00	22.54	90.0	20.29
06/29/2018	NAIZER, JOHNNIE	FED TRIPLE CROWN VA 34956F786	0.00	9.26	0.00	9.26	90.0	8.33
06/29/2018	LUEDTKE, LOIS	HARTFORD DIRECTOR VI (ILA)	0.00	431.07	0.00	431.07	90.0	387.96
06/29/2018	FUESSEL, NORMAN	HARTFORD DIRECTOR VI (ILA)	0.00	215.58	0.00	215.58	90.0	194.02
06/29/2018	WILSON, MARY	HARTFORD DIRECTOR VI (ILA)	0.00	72.21	0.00	72.21	90.0	64.99
06/29/2018	TAISLER, JESSE	HARTFORD DIRECTOR VI (ILA)	0.00	5.75	0.00	5.75	90.0	5.18
06/29/2018	ROSIPAL, HERBERT	HARTFORD DIRECTOR VI (ILA)	0.00	2.52	0.00	2.52	90.0	2.27
06/29/2018	MASON, JOHN	HARTFORD DIRECTOR VI (ILA)	0.00	37.91	0.00	37.91	90.0	34.12
06/29/2018	LUEDTKE, LOIS	HARTFORD DIRECTOR VI (ILA)	0.00	214.97	0.00	214.97	90.0	193.47
06/29/2018	BARTOSH, PATRICIA	HARTFORD DIRECTOR VI (ILA)	0.00	2.63	0.00	2.63	90.0	2.37
06/29/2018	ROSIPAL, ADELE	HARTFORD DIRECTOR VI (ILA)	0.00	3.31	0.00	3.31	90.0	2.98
06/29/2018	CUMMINGS, ROBERT	HARTFORD DIRECTOR VII (ILA)	0.00	2.68	0.00	2.68	90.0	2.41
06/29/2018	NAIZER, JOHNNIE	HARTFORD DIRECTOR VII (ILA)	0.00	15.14	0.00	15.14	90.0	13.63
06/29/2018	ESCHBERGER, AGNES	HARTFORD DIRECTOR VII (ILA)	0.00	78.83	0.00	78.83	90.0	70.95
06/29/2018	ESCHBERGER, AGNES	HARTFORD DIRECTOR VII (ILA)	0.00	41.30	0.00	41.30	90.0	37.17
06/29/2018	SIMCIK, CHESTER	HARTFORD DIRECTOR VII (ILA)	0.00	61.35	0.00	61.35	90.0	55.22
06/29/2018	MARKERT, DOROTHY	HARTFORD LEADERS	0.00	2.99	0.00	2.99	90.0	2.69
06/29/2018	PEKAR, DAVID	HARTFORD LEADERS	0.00	44.57	0.00	44.57	90.0	40.11
06/29/2018	STOLLE, KATHERINE	HARTFORD LEADERS	0.00	17.31	0.00	17.31	90.0	15.58
06/29/2018	FERGUSON, LINDA	HARTFORD LEADERS (ILA)	0.00	62.73	0.00	62.73	90.0	56.46
06/29/2018	ESCHBERGER, AGNES	HARTFORD LEADERS (ILA)	0.00	181.73	0.00	181.73	90.0	163.56
06/29/2018	SIMCIK, CHESTER	HARTFORD LEADERS (ILA)	0.00	57.83	0.00	57.83	90.0	52.05
06/29/2018	MORRIS, JANINE	HARTFORD LEADERS 2	0.00	72.44	0.00	72.44	90.0	65.20
06/29/2018	ROSIPAL, HERBERT	HARTFORD LEADERS 2	0.00	2.05	0.00	2.05	90.0	1.85
06/29/2018	STAGNER, JEAN	HARTFORD LEADERS 2	0.00	91.62	0.00	91.62	90.0	82.46
06/29/2018	KLEMT, WILLIAM	HARTFORD LEADERS 2	0.00	57.88	0.00	57.88	90.0	52.09
06/29/2018	KELLEY, DOLORES	HARTFORD LEADERS 2	0.00	2.32	0.00	2.32	90.0	2.09
06/29/2018	GORDON, HENRIETTA	HARTFORD LEADERS 2	0.00	113.12	0.00	113.12	90.0	101.81
06/29/2018	KORNEGAY, ALISA	HARTFORD LEADERS EDGE 41659Q324	0.00	253.23	0.00	253.23	90.0	227.91
06/29/2018	KORNEGAY, ALISA	HARTFORD LEADERS EDGE 41659Q324	0.00	49.94	0.00	49.94	90.0	44.95
06/29/2018	WILSON, MARY	HARTFORD LEADERS EDGE 41659Q324	0.00	152.73	0.00	152.73	90.0	137.46
06/29/2018	BARTOSH, PATRICIA	HARTFORD LEADERS EDGE 41659Q324	0.00	37.95	0.00	37.95	90.0	34.16

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DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>DIRECT TRANSACTIONS</u>								
PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS								
06/29/2018	DROMGOOLE, NONA	HARTFORD LEADERS OUTLOOK 2	0.00	1,147.62	0.00	1,147.62	90.0	1,032.86
06/29/2018	KLEMT, RUTH	HARTFORD LIFE DIRECTOR 8	0.00	99.62	0.00	99.62	90.0	89.66
06/30/2018	MASON, JOHN	JNL PERSPECTIVE ADV II 5/05	0.00	379.71	0.00	379.71	90.0	341.74
06/30/2018	MASON, JOHN	JNL PERSPECTIVE L	0.00	377.83	0.00	377.83	90.0	340.05
06/30/2018	PEMBERTON, PATRICIA	JOHN HANCOCK VENTURE	0.00	3.90	0.00	3.90	90.0	3.51
06/26/2018	MOORE, TERRY	PAC LIFE PORTFOLIOS	0.00	52.68	0.00	52.68	90.0	47.41
06/29/2018	NAIZER, JOHNNIE	PHCM VI 416588408	0.00	1.32	0.00	1.32	90.0	1.19
09/18/2017	NAIZER, JOHNNIE	PROTECTIVE LIFE TRAILS	15,965.46	15.97	0.00	15.97	90.0	14.37
12/31/2017	NAIZER, JOHNNIE	PROTECTIVE LIFE TRAILS	17,075.53	17.08	0.00	17.08	90.0	15.37
03/19/2018	NAIZER, JOHNNIE	PROTECTIVE LIFE TRAILS	17,432.75	17.43	0.00	17.43	90.0	15.69
06/18/2018	NAIZER, JOHNNIE	PROTECTIVE LIFE TRAILS	18,079.64	18.08	0.00	18.08	90.0	16.27
06/30/2018	PRAESEL, ARTHUR	PRU AS APEX II	0.00	58.41	0.00	58.41	90.0	52.57
06/30/2018	PRAESEL, ARTHUR	PRU AS APEX II	0.00	233.64	0.00	233.64	90.0	210.28
06/30/2018	MCRIGHT, WILLIAM	PRU AS XTRA CREDIT	0.00	0.67	0.00	0.67	90.0	0.60
06/30/2018	MCELROY, BENNETT	PRU PREMIER RETIREMENT L	0.00	65.18	0.00	65.18	90.0	58.66
06/30/2018	MCCALL, DONNA	PRU XTRA CREDIT EIGHT	0.00	134.80	0.00	134.80	90.0	121.32
06/29/2018	ESCHBERGER, AGNES	THE DIRECTOR M EDGE	0.00	172.20	0.00	172.20	90.0	154.98
06/29/2018	ESCHBERGER, AGNES	THE DIRECTOR M EDGE	0.00	155.44	0.00	155.44	90.0	139.90
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *			\$656,833.64	\$7,770.81	\$0.00	\$7,770.81		\$6,993.80
*** DIRECT TRANSACTIONS TOTAL ***			\$657,158.64	\$10,349.49	\$0.00	\$10,349.49		\$9,314.77

ADJUSTMENTS

07/15/2018	*AI INSIGHT: CURRENT MONTH	0.00	-7.00
07/15/2018	*ALBRIDGE: LIGHT USER	0.00	-76.00
07/15/2018	*DOCUSIGN: CURRENT MONTH	0.00	-18.00
07/15/2018	*EO INS: CURRENT MONTH INS	0.00	-300.00
07/15/2018	*GLOBAL RELAY: FACEBOOK	0.00	-5.00
07/15/2018	*GLOBAL RELAY: WEBSITE	0.00	-15.00
07/15/2018	*LASER APP: CURRENT MONTH	0.00	-18.00
07/15/2018	*MARKETING PRO: PRO USER	0.00	-45.00
07/15/2018	*PERSHING: BASIS TRACKING 234 ACCTS	0.00	-234.00

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DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>ADJUSTMENTS</u>								
07/15/2018		*PERSHING: BOND REDEMPTION PNW118032 CUSIP #PER049050	0.00					-10.00
07/15/2018		*PERSHING: MF PROSPECTUS MAILING	0.00					-1.55
07/15/2018		*PERSHING: MANDATORY REORG DEPOIST PNW113181	0.00					-10.00
07/15/2018		*PERSHING: MANDATORY REORG DEPOIST PNW113207	0.00					-10.00
07/15/2018		*PERSHING: MANDATORY REORG DEPOIST PNW113579	0.00					-10.00
07/15/2018		*PERSHING: MANDATORY REORG DEPOIST PNW114841	0.00					-10.00
07/15/2018		*PERSHING: MANDATORY REORG DEPOIST PNW118271	0.00					-10.00
07/15/2018		*TECHNOLOGY: CURRENT MONTH BASIC	0.00					-180.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$-959.55

BROKER COMMISSION TOTALS

Broker Transactions	\$9,288.11
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$-959.55
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$8,328.56
Year-to-date Gross	\$222,665.12
Year-to-date Earnings	\$199,551.27

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