



Concorde Investment Services, LLC  
**COMMISSION STATEMENT**  
 February 28, 2017

03/06/2017  
 Page No. 1

DAVID KERN  
 4321 Flagstaff Cove

BROKER #: K123  
 BRANCH: DAVID KERN

Fort Wayne, IN 46815

| DATE   | CLIENT               | INVESTMENT                   | INVESTMENT<br>AMOUNT | GROSS<br>COMMISSION | CLEARING<br>CHARGE | NET<br>COMMISSION | RATE | BROKER<br>COMMISSION |
|--|----------------------|------------------------------|----------------------|---------------------|--------------------|-------------------|------|----------------------|
| <b><u>BROKER TRANSACTIONS</u></b>                  |                      |                              |                      |                     |                    |                   |      |                      |
| <b><u>PRODUCT CATEGORY: MUTUAL FUNDS</u></b>       |                      |                              |                      |                     |                    |                   |      |                      |
| / /  | DAVIS, PATRICIA      | PROFUNDS BASIC MATERIALS SVC | 0.00                 | 0.14                | 0.00               | 0.14              | 90.0 | 0.13                 |
| / /  | COPELAND, DANIEL     | PROFUNDS BASIC MATERIALS SVC | 0.00                 | 0.03                | 0.00               | 0.03              | 90.0 | 0.03                 |
| / /  | COPELAND, DANIEL     | PROFUNDS BASIC MATERIALS SVC | 0.00                 | 0.08                | 0.00               | 0.08              | 90.0 | 0.07                 |
| / /  | DAVIS, PATRICIA      | PROFUNDS PRECIOUS METALS SVC | 0.00                 | 0.95                | 0.00               | 0.95              | 90.0 | 0.86                 |
| / /  | COPELAND, DANIEL     | PROFUNDS PRECIOUS METALS SVC | 0.00                 | 0.19                | 0.00               | 0.19              | 90.0 | 0.17                 |
| / /  | COPELAND, DANIEL     | PROFUNDS PRECIOUS METALS SVC | 0.00                 | 0.57                | 0.00               | 0.57              | 90.0 | 0.51                 |
| / /  | DAVIS, PATRICIA      | PROFUNDS REAL ESTATE SVC     | 0.00                 | 0.12                | 0.00               | 0.12              | 90.0 | 0.11                 |
| / /  | COPELAND, DANIEL     | PROFUNDS REAL ESTATE SVC     | 0.00                 | 0.02                | 0.00               | 0.02              | 90.0 | 0.02                 |
| / /  | COPELAND, DANIEL     | PROFUNDS REAL ESTATE SVC     | 0.00                 | 0.07                | 0.00               | 0.07              | 90.0 | 0.06                 |
| / /  | DAVIS, PATRICIA      | PROFUNDS SHORT OIL & GAS SVC | 0.00                 | 0.07                | 0.00               | 0.07              | 90.0 | 0.06                 |
| / /  | COPELAND, DANIEL     | PROFUNDS SHORT OIL & GAS SVC | 0.00                 | 0.01                | 0.00               | 0.01              | 90.0 | 0.01                 |
| / /  | COPELAND, DANIEL     | PROFUNDS SHORT OIL & GAS SVC | 0.00                 | 0.04                | 0.00               | 0.04              | 90.0 | 0.04                 |
| * MUTUAL FUNDS SUBTOTAL *                          |                      |                              | \$0.00               | \$2.29              | \$0.00             | \$2.29            |      | \$2.07               |
| <b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b> |                      |                              |                      |                     |                    |                   |      |                      |
| 02/06/2017   | SCHENKEL, JOHN       | AMERITAS LOWLOAD VUL         | 811.59               | 0.07                | 0.00               | 0.07              | 90.0 | 0.06                 |
| 02/15/2017   | KERN, LEESA          | AMERITAS LOWLOAD VUL         | 1,492.40             | 0.12                | 0.00               | 0.12              | 90.0 | 0.11                 |
| 02/17/2017   | KERN, HELMBERGER     | AMERITAS LOWLOAD VUL         | 1,032.83             | 0.09                | 0.00               | 0.09              | 90.0 | 0.08                 |
| 02/15/2017   | FORTNEY, ELIZABETH   | JNL ELITE ACCESS             | 100.00               | 1.25                | 0.00               | 1.25              | 90.0 | 1.13                 |
| 02/15/2017   | FREISTROFFER, HENRY  | JNL PERSPECTIVE L            | 3,000.00             | 120.00              | 0.00               | 120.00            | 90.0 | 108.00               |
| / /  | MARATHON LABELS 401K | NWL FLEX ADVANTAGE           | 241,278.06           | 49.58               | 0.00               | 49.58             | 90.0 | 44.62                |
| / /  | NEW HAVEN PRINT &    | NWL FLEX ADVANTAGE           | 761,793.46           | 187.84              | 0.00               | 187.84            | 90.0 | 169.06               |
| / /  | MARATHON LABELS 401K | NWL FLEX ADVANTAGE           | 241,278.06           | 49.58               | 0.00               | 49.58             | 90.0 | 44.62                |
| / /  | NEW HAVEN PRINT &    | NWL FLEX ADVANTAGE           | 761,793.46           | 187.84              | 0.00               | 187.84            | 90.0 | 169.06               |
| / /  | MARATHON LABELS 401K | NWL FLEX ADVANTAGE           | -241,278.06          | -49.58              | 0.00               | -49.58            | 90.0 | -44.62               |
| / /  | NEW HAVEN PRINT &    | NWL FLEX ADVANTAGE           | -761,793.46          | -187.84             | 0.00               | -187.84           | 90.0 | -169.06              |
| / /  | MARATHON LABELS 401K | NWL POOLED FXD               | 51,409.08            | 10.56               | 0.00               | 10.56             | 90.0 | 9.50                 |

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<br>AMOUNT  | GROSS<br>COMMISSION | CLEARING<br>CHARGE | NET<br>COMMISSION | RATE | BROKER<br>COMMISSION |
|--|----------------------|----------------|-----------------------|---------------------|--------------------|-------------------|------|----------------------|
| <b><u>BROKER TRANSACTIONS</u></b>                  |                      |                |                       |                     |                    |                   |      |                      |
| <b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b> |                      |                |                       |                     |                    |                   |      |                      |
| / /  | NEW HAVEN PRINT &    | NWL POOLED FXD | 2,920.32              | 0.72                | 0.00               | 0.72              | 90.0 | 0.65                 |
| / /  | MARATHON LABELS 401K | NWL POOLED FXD | 51,409.08             | 10.56               | 0.00               | 10.56             | 90.0 | 9.50                 |
| / /  | NEW HAVEN PRINT &    | NWL POOLED FXD | 2,920.32              | 0.72                | 0.00               | 0.72              | 90.0 | 0.65                 |
| / /  | MARATHON LABELS 401K | NWL POOLED FXD | -51,409.08            | -10.56              | 0.00               | -10.56            | 90.0 | -9.50                |
| / /  | NEW HAVEN PRINT &    | NWL POOLED FXD | -2,920.32             | -0.72               | 0.00               | -0.72             | 90.0 | -0.65                |
| <b>* VARIABLE ANNUITIES SUBTOTAL *</b>             |                      |                | <b>\$1,063,837.74</b> | <b>\$370.23</b>     | <b>\$0.00</b>      | <b>\$370.23</b>   |      | <b>\$333.21</b>      |
| <b>*** BROKER TRANSACTIONS TOTAL ***</b>           |                      |                | <b>\$1,063,837.74</b> | <b>\$372.52</b>     | <b>\$0.00</b>      | <b>\$372.52</b>   |      | <b>\$335.28</b>      |

**BROKER COMMISSION TOTALS**

|                       |          |
|-----------------------|----------|
| Broker Transactions   | \$335.28 |
| Split Transactions    | \$0.00   |
| Override Transactions | \$0.00   |
| Adjustments           | \$0.00   |
| 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>\$335.28</b>    |
| <b>Year-to-date Gross</b>    | <b>\$21,155.47</b> |
| <b>Year-to-date Earnings</b> | <b>\$19,077.23</b> |

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

\*\* - Indicates adjustment is not included in Totals or Commissions

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