



Concorde Investment Services, LLC

04/17/2018

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COMMISSION STATEMENT**April 15, 2018**JOSEPH (TERRY), M132 MANN
219 E. 31st StreetBROKER #: M132
BRANCH: JOSEPH "TERRY" MANN

Savannah, GA 31401

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
04/05/2018	HADAWAY, DEBORAH	AMERICAN HIGH-INCOME MUNI BOND FUND	100.00	1.00	0.00	1.00	91.0	0.91
		* MUTUAL FUNDS SUBTOTAL *	\$100.00	\$1.00	\$0.00	\$1.00		\$0.91
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
03/31/2018	SAMPLES, FAY	PRU AS XTRA CREDIT SIX	27,536.32	17.21	0.00	17.21	91.0	15.66
03/31/2018	SAMPLES, FAY	PRU AS XTRA CREDIT SIX	27,536.32	17.21	0.00	17.21	91.0	15.66
03/31/2018	MCBRIDE, DOUGLAS	PRU AS XTRA CREDIT SIX	73,817.20	46.14	0.00	46.14	91.0	41.99
03/31/2018	MCBRIDE, DOUGLAS	PRU AS XTRA CREDIT SIX	73,817.20	46.14	0.00	46.14	91.0	41.99
03/31/2018	JARRETT, LAURIE	PRU AS XTRA CREDIT SIX	99,381.52	62.11	0.00	62.11	91.0	56.52
03/31/2018	JARRETT, LAURIE	PRU AS XTRA CREDIT SIX	99,381.52	62.11	0.00	62.11	91.0	56.52
03/31/2018	SAMPLES, FAY	PRU AS XTRA CREDIT SIX	71,237.60	44.52	0.00	44.52	91.0	40.51
03/31/2018	SAMPLES, FAY	PRU AS XTRA CREDIT SIX	71,237.60	44.52	0.00	44.52	91.0	40.51
03/31/2018	TROWBRIDGE, JANE	PRU AS XTRA CREDIT SIX	79,108.09	49.44	0.00	49.44	91.0	44.99
03/31/2018	TROWBRIDGE, JANE	PRU AS XTRA CREDIT SIX	79,108.09	49.44	0.00	49.44	91.0	44.99
03/31/2018	STEPHENS, JAMES	PRU AS XTRA CREDIT SIX	143,048.32	89.41	0.00	89.41	91.0	81.36
03/31/2018	STEPHENS, JAMES	PRU AS XTRA CREDIT SIX	143,048.32	89.41	0.00	89.41	91.0	81.36
03/31/2018	STEPHENS, DEE	PRU AS XTRA CREDIT SIX	101,416.99	63.39	0.00	63.39	91.0	57.68
03/31/2018	STEPHENS, DEE	PRU AS XTRA CREDIT SIX	101,416.99	63.39	0.00	63.39	91.0	57.68
03/31/2018	LEHMAN, HILDA	PRU AS XTRA CREDIT SIX	119,245.54	74.53	0.00	74.53	91.0	67.82
03/31/2018	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	61,745.45	38.59	0.00	38.59	91.0	35.12
03/31/2018	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	61,745.45	38.59	0.00	38.59	91.0	35.12
03/31/2018	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	41,687.74	26.05	0.00	26.05	91.0	23.71
03/31/2018	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	41,687.74	26.05	0.00	26.05	91.0	23.71
03/31/2018	FOSTER, JOHN	PRU AS XTRA CREDIT SIX	205,488.07	128.43	0.00	128.43	91.0	116.87
03/31/2018	FOSTER, JOHN	PRU AS XTRA CREDIT SIX	205,488.07	128.43	0.00	128.43	91.0	116.87
03/31/2018	KRAUS, JOHN	PRU AS XTRA CREDIT SIX	425,082.33	265.68	0.00	265.68	91.0	241.77
03/31/2018	KRAUS, JOHN	PRU AS XTRA CREDIT SIX	425,082.33	265.68	0.00	265.68	91.0	241.77

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: VARIABLE ANNUITIES</u>								
03/31/2018	MANN, NANCY	PRU AS XTRA CREDIT SIX	132,857.11	83.04	0.00	83.04	91.0	75.57
03/31/2018	MANN, NANCY	PRU AS XTRA CREDIT SIX	132,857.11	83.04	0.00	83.04	91.0	75.57
03/31/2018	MCBRIDE, DOUGLAS	PRU AS XTRA CREDIT SIX	104,789.98	65.49	0.00	65.49	91.0	59.60
03/31/2018	MCBRIDE, DOUGLAS	PRU AS XTRA CREDIT SIX	104,789.98	65.49	0.00	65.49	91.0	59.60
03/31/2018	LEHMAN, LAVERN	PRU AS XTRA CREDIT SIX	119,196.56	74.50	0.00	74.50	91.0	67.80
03/31/2018	LEHMAN, LAVERN	PRU AS XTRA CREDIT SIX	119,196.56	74.50	0.00	74.50	91.0	67.80
03/31/2018	MANN, JOSEPH(TERRY)	PRU AS XTRA CREDIT SIX	35,363.84	22.10	0.00	22.10	91.0	20.11
03/31/2018	MANN, JOSEPH(TERRY)	PRU AS XTRA CREDIT SIX	35,363.84	22.10	0.00	22.10	91.0	20.11
03/31/2018	KOENIG, STEVEN	PRU AS XTRA CREDIT SIX	243,569.19	152.23	0.00	152.23	91.0	138.53
03/31/2018	KOENIG, STEVEN	PRU AS XTRA CREDIT SIX	243,569.19	152.23	0.00	152.23	91.0	138.53
03/31/2018	ZARAPKAR, AMUL	PRU AS XTRA CREDIT SIX	390,018.26	243.76	0.00	243.76	91.0	221.82
03/31/2018	ZARAPKAR, AMUL	PRU AS XTRA CREDIT SIX	390,018.26	243.76	0.00	243.76	91.0	221.82
03/31/2018	LONG, SUSAN	PRU AS XTRA CREDIT SIX	398,511.91	249.07	0.00	249.07	91.0	226.65
03/31/2018	LONG, SUSAN	PRU AS XTRA CREDIT SIX	398,511.91	249.07	0.00	249.07	91.0	226.65
03/31/2018	MANI, CHANDRAMOULI	PRU AS XTRA CREDIT SIX	162,199.79	101.37	0.00	101.37	91.0	92.25
03/31/2018	FOSTER, MARGO	PRU AS XTRA CREDIT SIX	152,306.46	95.19	0.00	95.19	91.0	86.62
03/31/2018	FOSTER, MARGO	PRU AS XTRA CREDIT SIX	152,306.46	95.19	0.00	95.19	91.0	86.62
03/31/2018	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	196,700.24	122.94	0.00	122.94	91.0	111.88
03/31/2018	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	196,700.24	122.94	0.00	122.94	91.0	111.88
03/31/2018	KROUSE, DAWN	PRU AS XTRA CREDIT SIX	21,099.93	13.19	0.00	13.19	91.0	12.00
03/31/2018	KROUSE, DAWN	PRU AS XTRA CREDIT SIX	21,099.93	13.19	0.00	13.19	91.0	12.00
03/31/2018	MANI, CHANDRAMOULI	PRU AS XTRA CREDIT SIX	51,608.55	32.26	0.00	32.26	91.0	29.36
03/31/2018	MANI, CHANDRAMOULI	PRU AS XTRA CREDIT SIX	51,608.55	32.26	0.00	32.26	91.0	29.36
03/31/2018	MANI, CHANDRAMOULI	PRU AS XTRA CREDIT SIX	162,199.79	101.37	0.00	101.37	91.0	92.25
03/31/2018	GODLESKI, BARBARA	PRU PREMIER INVT VA C	701,668.76	1,754.17	0.00	1,754.17	91.0	1,596.29
03/31/2018	VOGEL, ROBERT	PRU PREMIER RETIREMENT X	214,806.87	268.51	0.00	268.51	91.0	244.34
* VARIABLE ANNUITIES SUBTOTAL *			\$7,711,264.07	\$6,269.43	\$0.00	\$6,269.43		\$5,705.19

PRODUCT CATEGORY: VARIABLE UNIVERSAL LIFE

03/22/2018	BLACK, AMELIA	PAC LIFE VUL	175.60	1.76	0.00	1.76	91.0	1.60
03/22/2018	BLACK, RICHARD	PAC LIFE VUL	235.60	2.36	0.00	2.36	91.0	2.15
03/22/2018	JARRETT, LAURIE	PAC LIFE VUL	67.50	1.35	0.00	1.35	91.0	1.23
03/26/2018	GODLESKI, KEVIN	PAC LIFE VUL	153.45	3.07	0.00	3.07	91.0	2.79
03/26/2018	GODLESKI, KEVIN	PAC LIFE VUL	14.55	0.29	0.00	0.29	91.0	0.26

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE UNIVERSAL LIFE</u>								
03/26/2018	GODLESKI, KIRSTEN	PAC LIFE VUL	132.00	2.64	0.00	2.64	91.0	2.40
03/26/2018	ROBL, MARCY	PAC LIFE VUL	11,105.09	11.11	0.00	11.11	91.0	10.11
* VARIABLE UNIVERSAL LIFE SUBTOTAL *			\$11,883.79	\$22.58	\$0.00	\$22.58		\$20.54
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
/ /	MOORE, THOMAS	FIDELITY ADV MATERIALS C	0.00	4.61	0.00	4.61	91.0	4.20
/ /	MOORE, THOMAS	FIDELITY ADV MEGA CAP STOCK	0.00	5.87	0.00	5.87	91.0	5.34
04/01/2018	ZARAPKAR, SAUDAMINI	MFS GLOBAL REAL ESTATE FUND A	0.00	3.03	0.00	3.03	91.0	2.76
04/01/2018	ZARAPKAR, SAUDAMINI	MFS MIDCAP GROWTH A	0.00	4.93	0.00	4.93	91.0	4.49
04/01/2018	GA, UTMA	MFS TECHNOLOGY FUND A	0.00	2.62	0.00	2.62	91.0	2.38
04/01/2018	ZARAPKAR, SAUDAMINI	MFS TECHNOLOGY FUND A	0.00	6.26	0.00	6.26	91.0	5.70
04/01/2018	ZARAPKAR, SAUDAMINI	MFS VALUE A	0.00	5.04	0.00	5.04	91.0	4.59
/ /	ARCHER, THOMAS	OPPENHEIMER AMT MUNICIPALS C	0.00	16.81	0.00	16.81	91.0	15.30
/ /	GAMBRELL, PERRY	OPPENHEIMER DEVELOPING MARKETS C	0.00	13.30	0.00	13.30	91.0	12.10
/ /	WARSTADT, ELIZABETH	OPPENHEIMER DIC MID CAP GR FD R	0.00	0.70	0.00	0.70	91.0	0.64
/ /	GAMBRELL, PERRY	OPPENHEIMER DISCOVERY C	0.00	14.45	0.00	14.45	91.0	13.15
/ /	ARCHER, THOMAS	OPPENHEIMER FUNDS GLOBAL VALUE FUND	0.00	20.00	0.00	20.00	91.0	18.20
/ /	WARSTADT, ELIZABETH	OPPENHEIMER GLBL OPP FUND R	0.00	2.45	0.00	2.45	91.0	2.23
/ /	GAMBRELL, PERRY	OPPENHEIMER GLOBAL OPPORTUNITIES C	0.00	16.73	0.00	16.73	91.0	15.22
/ /	SEELY, CHARLES	OPPENHEIMER GLOBAL STRATEGIC INC C	0.00	21.56	0.00	21.56	91.0	19.62
/ /	GAMBRELL, PERRY	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	2.91	0.00	2.91	91.0	2.65
/ /	GAMBRELL, PERRY	OPPENHEIMER INTL GROWTH C	0.00	10.39	0.00	10.39	91.0	9.45
/ /	ARCHER, THOMAS	OPPENHEIMER INTL GROWTH C	0.00	21.41	0.00	21.41	91.0	19.48
/ /	WARSTADT, ELIZABETH	OPPENHEIMER INTL SMALL COMPANY FD R	0.00	1.49	0.00	1.49	91.0	1.36
/ /	WARSTADT, ELIZABETH	OPPENHEIMER MAIN ST FUND R	0.00	4.26	0.00	4.26	91.0	3.88
/ /	WARSTADT, ELIZABETH	OPPENHEIMER MAIN ST SM & MID CAP FD	0.00	2.89	0.00	2.89	91.0	2.63
/ /	WARSTADT, ELIZABETH	OPPENHEIMER REAL ESTATE FUND R	0.00	1.30	0.00	1.30	91.0	1.18
/ /	GAMBRELL, PERRY	OPPENHEIMER SENIOR FLOATING RATE C	0.00	1.65	0.00	1.65	91.0	1.50
/ /	WARSTADT, ELIZABETH	OPPENHEIMER SENIOR FLOATING RATE FU	0.00	1.39	0.00	1.39	91.0	1.26
* MUTUAL FUND 12B1 TRAILS SUBTOTAL *			\$0.00	\$186.05	\$0.00	\$186.05		\$169.31
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
03/29/2018	PAI, YOGISH & ANITA	PAC LIFE PORTFOLIOS	0.00	79.36	0.00	79.36	91.0	72.22
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *			\$0.00	\$79.36	\$0.00	\$79.36		\$72.22

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DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
ADJUSTMENTS								
*** DIRECT TRANSACTIONS TOTAL ***			\$7,723,247.86	\$6,558.42	\$0.00	\$6,558.42		\$5,968.17

ADJUSTMENTS								
04/15/2018		*CONCIERGE SVC: 213367 NEUHAUSER	0.00					-50.00
04/15/2018		*DOCUSIGN: CURRENT MONTH	0.00					-18.00
04/15/2018		*EO INSURANCE: CURRENT MONTH INS	0.00					-300.00
04/15/2018		*LASER APP: CURRENT MONTH	0.00					-18.00
04/15/2018		*TECHNOLOGY: CURRENT MONTH BASIC	0.00					-180.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$-566.00

BROKER COMMISSION TOTALS	
Broker Transactions	\$5,968.17
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$-566.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$5,402.17
Year-to-date Gross	\$25,403.34
Year-to-date Earnings	\$23,122.63

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