



Concorde Investment Services, LLC

01/13/2017  
Page No. 1

# COMMISSION STATEMENT

January 17, 2017

JOSEPH (TERRY) MANN  
219 E. 31st Street

BROKER #: M132  
BRANCH: JOSEPH "TERRY" MANN

Savannah, GA 31401

| 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> |                    |                                     |                      |                     |                    |                   |      |                      |
| 12/31/2016                                   | HEALEY, BRIAN      | EATON VANCE NATL MUNI INCOME C      | 0.00                 | 0.20                | 0.00               | 0.20              | 91.0 | 0.18                 |
| 12/31/2016                                   | HEALEY, BRIAN      | EATON VANCE NATL MUNI INCOME C      | 0.00                 | 0.60                | 0.00               | 0.60              | 91.0 | 0.55                 |
| 12/31/2016                                   | NEUHAUSER, MITCH   | EATON VANCE SPECIAL EQUITIES C      | 0.00                 | 18.23               | 0.00               | 18.23             | 91.0 | 16.59                |
| 12/31/2016                                   | NEUHAUSER, MITCH   | EATON VANCE SPECIAL EQUITIES C      | 0.00                 | 6.08                | 0.00               | 6.08              | 91.0 | 5.53                 |
| 12/31/2016                                   | GODLESKI, KEVIN    | EATON VANCE TAX MANAGED GROWTH A    | 0.00                 | 1.21                | 0.00               | 1.21              | 91.0 | 1.10                 |
| 12/31/2016                                   | GODLESKI, KEVIN    | EATON VANCE TAX MANAGED GROWTH C    | 0.00                 | 2.23                | 0.00               | 2.23              | 91.0 | 2.03                 |
| 12/31/2016                                   | GODLESKI, KEVIN    | EATON VANCE TAX MANAGED GROWTH C    | 0.00                 | 6.68                | 0.00               | 6.68              | 91.0 | 6.08                 |
| 12/31/2016                                   | GODLESKI, KEVIN    | EATON VANCE TAX MANAGED GROWTH FD 1 | 0.00                 | 8.64                | 0.00               | 8.64              | 91.0 | 7.86                 |
| 12/31/2016                                   | GODLESKI, KEVIN    | EATON VANCE TAX MNGD INTL EQUITY C  | 0.00                 | 0.87                | 0.00               | 0.87              | 91.0 | 0.79                 |
| 12/31/2016                                   | GODLESKI, KEVIN    | EATON VANCE TAX MNGD INTL EQUITY C  | 0.00                 | 2.60                | 0.00               | 2.60              | 91.0 | 2.37                 |
| 12/31/2016                                   | GODLESKI, KEVIN    | EATON VANCE TAX MNGD SMALLCAP C     | 0.00                 | 7.32                | 0.00               | 7.32              | 91.0 | 6.66                 |
| 12/31/2016                                   | GODLESKI, KEVIN    | EATON VANCE TAX MNGD SMALLCAP C     | 0.00                 | 2.44                | 0.00               | 2.44              | 91.0 | 2.22                 |
| 12/31/2016                                   | NEUHAUSER, MITCH   | EATON VANCE TAX MNGD SMALLCAP C     | 0.00                 | 15.70               | 0.00               | 15.70             | 91.0 | 14.29                |
| 12/31/2016                                   | NEUHAUSER, MITCH   | EATON VANCE TAX MNGD SMALLCAP C     | 0.00                 | 5.23                | 0.00               | 5.23              | 91.0 | 4.76                 |
| 12/31/2016                                   | GODLESKI, KEVIN    | EATON VANCE TAX MNGD VALUE C        | 0.00                 | 6.97                | 0.00               | 6.97              | 91.0 | 6.34                 |
| 12/31/2016                                   | GODLESKI, KEVIN    | EATON VANCE TAX MNGD VALUE C        | 0.00                 | 2.32                | 0.00               | 2.32              | 91.0 | 2.11                 |
| 12/31/2016                                   | MOSS, KAREN        | EATON VANCE TAX MNGD VALUE C        | 0.00                 | 3.34                | 0.00               | 3.34              | 91.0 | 3.04                 |
| 12/31/2016                                   | MOSS, KAREN        | EATON VANCE TAX MNGD VALUE C        | 0.00                 | 1.11                | 0.00               | 1.11              | 91.0 | 1.01                 |
| / /  | MOORE, THOMAS      | FIDELITY ADV MATERIALS C            | 0.00                 | 0.37                | 0.00               | 0.37              | 91.0 | 0.34                 |
| 12/20/2016                                   | MOORE, THOMAS      | FIDELITY ADV MATERIALS C            | 250.00               | 2.50                | 0.00               | 2.50              | 91.0 | 2.28                 |
| / /  | MOORE, THOMAS      | FIDELITY ADV MEGA CAP STOCK         | 0.00                 | 2.50                | 0.00               | 2.50              | 91.0 | 2.28                 |
| / /  | MOORE, THOMAS      | FIDELITY ADV MEGA CAP STOCK         | 0.00                 | 1.51                | 0.00               | 1.51              | 91.0 | 1.37                 |
| / /  | GALLAGHER, MICHAEL | FIDELITY EMERGING ASIA C            | 0.00                 | 1.11                | 0.00               | 1.11              | 91.0 | 1.01                 |
| / /  | GALLAGHER, MICHAEL | FIDELITY ENERGY C                   | 0.00                 | 2.54                | 0.00               | 2.54              | 91.0 | 2.31                 |
| / /  | GALLAGHER, MICHAEL | FIDELITY SMALL CAP VALUE C          | 0.00                 | 1.96                | 0.00               | 1.96              | 91.0 | 1.78                 |
| / /  | GALLAGHER, MICHAEL | FIDELITY TECHNOLOGY C               | 0.00                 | 4.39                | 0.00               | 4.39              | 91.0 | 3.99                 |

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: MUTUAL FUNDS</u></b>       |                  |                                     |                      |                     |                    |                   |      |                      |
| / /  | ARCHER, THOMAS   | OPPENHEIMER AMT MUNICIPALS C        | 0.00                 | 12.70               | 0.00               | 12.70             | 91.0 | 11.56                |
| / /  | GAMBRELL, PERRY  | OPPENHEIMER DEVELOPING MARKETS C    | 0.00                 | 9.94                | 0.00               | 9.94              | 91.0 | 9.05                 |
| / /  | GAMBRELL, PERRY  | OPPENHEIMER DISCOVERY C             | 0.00                 | 8.15                | 0.00               | 8.15              | 91.0 | 7.42                 |
| / /  | GAMBRELL, PERRY  | OPPENHEIMER EQUITY INCOME C         | 0.00                 | 0.07                | 0.00               | 0.07              | 91.0 | 0.06                 |
| / /  | ARCHER, THOMAS   | OPPENHEIMER FUNDS GLOBAL VALUE FUND | 0.00                 | 15.54               | 0.00               | 15.54             | 91.0 | 14.14                |
| / /  | GAMBRELL, PERRY  | OPPENHEIMER GLOBAL OPPORTUNITIES C  | 0.00                 | 10.27               | 0.00               | 10.27             | 91.0 | 9.35                 |
| / /  | SEELY, CHARLES   | OPPENHEIMER GLOBAL STRATEGIC INC C  | 0.00                 | 71.54               | 0.00               | 71.54             | 91.0 | 65.10                |
| / /  | GAMBRELL, PERRY  | OPPENHEIMER GOLD & SPECIAL MINERALS | 0.00                 | 2.89                | 0.00               | 2.89              | 91.0 | 2.63                 |
| / /  | GAMBRELL, PERRY  | OPPENHEIMER INTL GROWTH C           | 0.00                 | 8.26                | 0.00               | 8.26              | 91.0 | 7.52                 |
| / /  | ARCHER, THOMAS   | OPPENHEIMER INTL GROWTH C           | 0.00                 | 15.25               | 0.00               | 15.25             | 91.0 | 13.88                |
| / /  | GAMBRELL, PERRY  | OPPENHEIMER SENIOR FLOATING RATE C  | 0.00                 | 1.66                | 0.00               | 1.66              | 91.0 | 1.51                 |
| <b>* MUTUAL FUNDS SUBTOTAL *</b>                   |                  |                                     | <b>\$250.00</b>      | <b>\$264.92</b>     | <b>\$0.00</b>      | <b>\$264.92</b>   |      | <b>\$241.09</b>      |
| <b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b> |                  |                                     |                      |                     |                    |                   |      |                      |
| 12/29/2016   | PAI, ANITHA      | PAC LIFE PORTFOLIOS                 | 0.00                 | 61.78               | 0.00               | 61.78             | 91.0 | 56.22                |
| 12/31/2016   | TROWBRIDGE, JANE | PRU AS XTRA CREDIT SIX              | 68,636.17            | 42.90               | 0.00               | 42.90             | 91.0 | 39.04                |
| 12/31/2016   | TROWBRIDGE, JANE | PRU AS XTRA CREDIT SIX              | 68,636.17            | 42.90               | 0.00               | 42.90             | 91.0 | 39.04                |
| 12/31/2016   | JARRETT, LAURIE  | PRU AS XTRA CREDIT SIX              | 96,470.56            | 60.29               | 0.00               | 60.29             | 91.0 | 54.86                |
| 12/31/2016   | JARRETT, LAURIE  | PRU AS XTRA CREDIT SIX              | 96,470.56            | 60.29               | 0.00               | 60.29             | 91.0 | 54.86                |
| 12/31/2016   | SAMPLES, FAY     | PRU AS XTRA CREDIT SIX              | 74,743.04            | 46.71               | 0.00               | 46.71             | 91.0 | 42.51                |
| 12/31/2016   | SAMPLES, FAY     | PRU AS XTRA CREDIT SIX              | 74,743.04            | 46.71               | 0.00               | 46.71             | 91.0 | 42.51                |
| 12/31/2016   | STEPHENS, DEE    | PRU AS XTRA CREDIT SIX              | 97,086.13            | 60.68               | 0.00               | 60.68             | 91.0 | 55.22                |
| 12/31/2016   | STEPHENS, DEE    | PRU AS XTRA CREDIT SIX              | 97,086.13            | 60.68               | 0.00               | 60.68             | 91.0 | 55.22                |
| 12/31/2016   | STEPHENS, JAMES  | PRU AS XTRA CREDIT SIX              | 128,519.98           | 80.32               | 0.00               | 80.32             | 91.0 | 73.09                |
| 12/31/2016   | STEPHENS, JAMES  | PRU AS XTRA CREDIT SIX              | 128,519.98           | 80.32               | 0.00               | 80.32             | 91.0 | 73.09                |
| 12/31/2016   | FOSTER, MARGO    | PRU AS XTRA CREDIT SIX              | 142,305.47           | 88.94               | 0.00               | 88.94             | 91.0 | 80.94                |
| 12/31/2016   | FOSTER, MARGO    | PRU AS XTRA CREDIT SIX              | 142,305.47           | 88.94               | 0.00               | 88.94             | 91.0 | 80.94                |
| 12/31/2016   | HRITZ, GAIL      | PRU AS XTRA CREDIT SIX              | 12,986.85            | 8.12                | 0.00               | 8.12              | 91.0 | 7.39                 |
| 12/31/2016   | HRITZ, GAIL      | PRU AS XTRA CREDIT SIX              | 12,986.85            | 8.12                | 0.00               | 8.12              | 91.0 | 7.39                 |
| 12/31/2016   | HRITZ, GAIL      | PRU AS XTRA CREDIT SIX              | 13,251.74            | 8.28                | 0.00               | 8.28              | 91.0 | 7.53                 |
| 12/31/2016   | HRITZ, GAIL      | PRU AS XTRA CREDIT SIX              | 13,251.74            | 8.28                | 0.00               | 8.28              | 91.0 | 7.53                 |
| 12/31/2016   | KROUSE, DAWN     | PRU AS XTRA CREDIT SIX              | 101,688.09           | 63.56               | 0.00               | 63.56             | 91.0 | 57.84                |
| 12/31/2016   | KROUSE, DAWN     | PRU AS XTRA CREDIT SIX              | 101,688.09           | 63.56               | 0.00               | 63.56             | 91.0 | 57.84                |
| 12/31/2016   | FOSTER, JOHN     | PRU AS XTRA CREDIT SIX              | 188,691.82           | 117.93              | 0.00               | 117.93            | 91.0 | 107.32               |

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|--|---------------------|------------------------|----------------------|---------------------|--------------------|-------------------|------|----------------------|
| <b><u>BROKER TRANSACTIONS</u></b>                  |                     |                        |                      |                     |                    |                   |      |                      |
| <b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b> |                     |                        |                      |                     |                    |                   |      |                      |
| 12/31/2016   | FOSTER, JOHN        | PRU AS XTRA CREDIT SIX | 188,691.82           | 117.93              | 0.00               | 117.93            | 91.0 | 107.32               |
| 12/31/2016   | MANI, CHANDRAMOULI  | PRU AS XTRA CREDIT SIX | 141,527.53           | 88.45               | 0.00               | 88.45             | 91.0 | 80.49                |
| 12/31/2016   | MANI, CHANDRAMOULI  | PRU AS XTRA CREDIT SIX | 141,527.53           | 88.45               | 0.00               | 88.45             | 91.0 | 80.49                |
| 12/31/2016   | MANI, CHANDRAMOULI  | PRU AS XTRA CREDIT SIX | 44,770.52            | 27.98               | 0.00               | 27.98             | 91.0 | 25.46                |
| 12/31/2016   | MANI, CHANDRAMOULI  | PRU AS XTRA CREDIT SIX | 44,770.52            | 27.98               | 0.00               | 27.98             | 91.0 | 25.46                |
| 12/31/2016   | COLLINS, JAMES      | PRU AS XTRA CREDIT SIX | 170,620.47           | 106.64              | 0.00               | 106.64            | 91.0 | 97.04                |
| 12/31/2016   | COLLINS, JAMES      | PRU AS XTRA CREDIT SIX | 170,620.47           | 106.64              | 0.00               | 106.64            | 91.0 | 97.04                |
| 12/31/2016   | COLLINS, JAMES      | PRU AS XTRA CREDIT SIX | 36,202.34            | 22.63               | 0.00               | 22.63             | 91.0 | 20.59                |
| 12/31/2016   | COLLINS, JAMES      | PRU AS XTRA CREDIT SIX | 36,202.34            | 22.63               | 0.00               | 22.63             | 91.0 | 20.59                |
| 12/31/2016   | COLLINS, JAMES      | PRU AS XTRA CREDIT SIX | 53,564.74            | 33.48               | 0.00               | 33.48             | 91.0 | 30.47                |
| 12/31/2016   | COLLINS, JAMES      | PRU AS XTRA CREDIT SIX | 53,564.74            | 33.48               | 0.00               | 33.48             | 91.0 | 30.47                |
| 12/31/2016   | LEHMAN, HILDA       | PRU AS XTRA CREDIT SIX | 117,238.17           | 73.27               | 0.00               | 73.27             | 91.0 | 66.68                |
| 12/31/2016   | LEHMAN, LAVERN      | PRU AS XTRA CREDIT SIX | 116,263.78           | 72.66               | 0.00               | 72.66             | 91.0 | 66.12                |
| 12/31/2016   | LEHMAN, LAVERN      | PRU AS XTRA CREDIT SIX | 116,263.78           | 72.66               | 0.00               | 72.66             | 91.0 | 66.12                |
| 12/31/2016   | HRITZ, WILLIAM      | PRU AS XTRA CREDIT SIX | 13,171.74            | 8.23                | 0.00               | 8.23              | 91.0 | 7.49                 |
| 12/31/2016   | HRITZ, WILLIAM      | PRU AS XTRA CREDIT SIX | 13,171.74            | 8.23                | 0.00               | 8.23              | 91.0 | 7.49                 |
| 12/31/2016   | HRITZ, WILLIAM      | PRU AS XTRA CREDIT SIX | 100,534.49           | 62.83               | 0.00               | 62.83             | 91.0 | 57.18                |
| 12/31/2016   | HRITZ, WILLIAM      | PRU AS XTRA CREDIT SIX | 100,534.49           | 62.83               | 0.00               | 62.83             | 91.0 | 57.18                |
| 12/31/2016   | LONG, SUSAN         | PRU AS XTRA CREDIT SIX | 349,298.62           | 218.31              | 0.00               | 218.31            | 91.0 | 198.66               |
| 12/31/2016   | LONG, SUSAN         | PRU AS XTRA CREDIT SIX | 349,298.62           | 218.31              | 0.00               | 218.31            | 91.0 | 198.66               |
| 12/31/2016   | KOENIG, STEVEN      | PRU AS XTRA CREDIT SIX | 213,244.44           | 133.28              | 0.00               | 133.28            | 91.0 | 121.28               |
| 12/31/2016   | KOENIG, STEVEN      | PRU AS XTRA CREDIT SIX | 213,244.44           | 133.28              | 0.00               | 133.28            | 91.0 | 121.28               |
| 12/31/2016   | MCBRIDE, DOUGLAS    | PRU AS XTRA CREDIT SIX | 112,695.80           | 70.43               | 0.00               | 70.43             | 91.0 | 64.09                |
| 12/31/2016   | MCBRIDE, DOUGLAS    | PRU AS XTRA CREDIT SIX | 112,695.80           | 70.43               | 0.00               | 70.43             | 91.0 | 64.09                |
| 12/31/2016   | KRAUS, JOHN         | PRU AS XTRA CREDIT SIX | 336,680.24           | 210.43              | 0.00               | 210.43            | 91.0 | 191.49               |
| 12/31/2016   | KRAUS, JOHN         | PRU AS XTRA CREDIT SIX | 336,680.24           | 210.43              | 0.00               | 210.43            | 91.0 | 191.49               |
| 12/31/2016   | ZARAPKAR, AMUL      | PRU AS XTRA CREDIT SIX | 306,508.96           | 191.57              | 0.00               | 191.57            | 91.0 | 174.33               |
| 12/31/2016   | ZARAPKAR, AMUL      | PRU AS XTRA CREDIT SIX | 306,508.96           | 191.57              | 0.00               | 191.57            | 91.0 | 174.33               |
| 12/31/2016   | MANN, JOSEPH(TERRY) | PRU AS XTRA CREDIT SIX | 40,361.15            | 25.23               | 0.00               | 25.23             | 91.0 | 22.96                |
| 12/31/2016   | MANN, JOSEPH(TERRY) | PRU AS XTRA CREDIT SIX | 40,361.15            | 25.23               | 0.00               | 25.23             | 91.0 | 22.96                |
| 12/31/2016   | MANN, NANCY         | PRU AS XTRA CREDIT SIX | 145,896.87           | 91.19               | 0.00               | 91.19             | 91.0 | 82.98                |
| 12/31/2016   | MANN, NANCY         | PRU AS XTRA CREDIT SIX | 145,896.87           | 91.19               | 0.00               | 91.19             | 91.0 | 82.98                |
| 12/31/2016   | MCBRIDE, DOUGLAS    | PRU AS XTRA CREDIT SIX | 78,966.43            | 49.35               | 0.00               | 49.35             | 91.0 | 44.91                |

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| 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>           |                     |                                  |                       |                     |                    |                   |      |                      |
| 12/31/2016   | MCBRIDE, DOUGLAS    | PRU AS XTRA CREDIT SIX           | 78,966.43             | 49.35               | 0.00               | 49.35             | 91.0 | 44.91                |
| 12/31/2016   | SAMPLES, FAY        | PRU AS XTRA CREDIT SIX           | 28,363.04             | 17.73               | 0.00               | 17.73             | 91.0 | 16.13                |
| 12/31/2016   | SAMPLES, FAY        | PRU AS XTRA CREDIT SIX           | 28,363.04             | 17.73               | 0.00               | 17.73             | 91.0 | 16.13                |
| 12/31/2016   | GODLESKI, BARBARA   | PRU PREMIER INVT VA C            | 562,170.47            | 1,405.43            | 0.00               | 1,405.43          | 91.0 | 1,278.94             |
| 12/31/2016   | VOGEL, ROBERT       | PRU PREMIER RETIREMENT X         | 186,822.91            | 233.53              | 0.00               | 233.53            | 91.0 | 212.51               |
| <b>* VARIABLE ANNUITIES SUBTOTAL *</b>                       |                     |                                  | <b>\$7,292,333.57</b> | <b>\$5,790.31</b>   | <b>\$0.00</b>      | <b>\$5,790.31</b> |      | <b>\$5,269.17</b>    |
| <b><u>PRODUCT CATEGORY: LIFE INSURANCE</u></b>               |                     |                                  |                       |                     |                    |                   |      |                      |
| 12/19/2016   | WARSTADT, ELIZABETH | PAC LIFE VUL                     | 228.00                | 4.56                | 0.00               | 4.56              | 91.0 | 4.15                 |
| 12/22/2016   | BLACK, AMELIA       | PAC LIFE VUL                     | 175.60                | 1.76                | 0.00               | 1.76              | 91.0 | 1.60                 |
| 12/22/2016   | BLACK, RICHARD      | PAC LIFE VUL                     | 235.60                | 2.36                | 0.00               | 2.36              | 91.0 | 2.15                 |
| 12/22/2016   | JARRETT, LAURIE     | PAC LIFE VUL                     | 67.50                 | 1.35                | 0.00               | 1.35              | 91.0 | 1.23                 |
| 12/27/2016   | GODLESKI, KEVIN     | PAC LIFE VUL                     | 153.45                | 3.07                | 0.00               | 3.07              | 91.0 | 2.79                 |
| 12/27/2016   | GODLESKI, KEVIN     | PAC LIFE VUL                     | 14.55                 | 0.29                | 0.00               | 0.29              | 91.0 | 0.26                 |
| 12/27/2016   | GODLESKI, KIRSTEN   | PAC LIFE VUL                     | 132.00                | 2.64                | 0.00               | 2.64              | 91.0 | 2.40                 |
| 12/27/2016   | ROBL, MARCY         | PAC LIFE VUL                     | 150.00                | 1.50                | 0.00               | 1.50              | 91.0 | 1.37                 |
| <b>* LIFE INSURANCE SUBTOTAL *</b>                           |                     |                                  | <b>\$1,156.70</b>     | <b>\$17.53</b>      | <b>\$0.00</b>      | <b>\$17.53</b>    |      | <b>\$15.95</b>       |
| <b><u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u></b> |                     |                                  |                       |                     |                    |                   |      |                      |
| 12/31/2016   | NEUHAUSER, MITCH    | LFG TRAILS                       | 0.00                  | 143.06              | 0.00               | 143.06            | 91.0 | 130.18               |
| <b>* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *</b>             |                     |                                  | <b>\$0.00</b>         | <b>\$143.06</b>     | <b>\$0.00</b>      | <b>\$143.06</b>   |      | <b>\$130.18</b>      |
| <b>*** BROKER TRANSACTIONS TOTAL ***</b>                     |                     |                                  | <b>\$7,293,740.27</b> | <b>\$6,215.82</b>   | <b>\$0.00</b>      | <b>\$6,215.82</b> |      | <b>\$5,656.39</b>    |
| <b><u>ADJUSTMENTS</u></b>                                    |                     |                                  |                       |                     |                    |                   |      |                      |
| 01/17/2017   |                     | *EO INSURANCE: CURRENT MONTH INS | 0.00                  |                     |                    |                   |      | -300.00              |
| 01/17/2017   |                     | *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>\$-575.00</b>     |

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

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**BROKER COMMISSION TOTALS**

|                       |            |
|-----------------------|------------|
| Broker Transactions   | \$5,656.39 |
| Split Transactions    | \$0.00     |
| Override Transactions | \$0.00     |
| Adjustments           | \$-575.00  |
| Payroll Draw          | \$0.00     |
| Base Salary           | \$0.00     |
| Prior Period Balance  | \$0.00     |
| FINRA Assessment      | \$0.00     |
| SIPC Assessment       | \$0.00     |

|                       |            |
|-----------------------|------------|
| Check Amount          | \$5,081.39 |
| Year-to-date Gross    | \$6,198.29 |
| Year-to-date Earnings | \$5,656.39 |