



Concorde Investment Services, LLC

06/13/2017
Page No. 1

COMMISSION STATEMENT **June 15, 2017**

DAVID KERN
4321 Flagstaff Cove

BROKER #: K123
BRANCH: DAVID KERN

Fort Wayne, IN 46815

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
06/01/2017	VAN DRUNEN, CATHERINE	AM FUNDS CAPITAL INCOME BUILDER C	0.00	3.16	0.00	3.16	90.0	2.84
06/01/2017	VAN DRUNEN, CATHERINE	AM FUNDS CAPITAL WORLD GRTH & INC C	0.00	2.47	0.00	2.47	90.0	2.22
06/01/2017	VAN DRUNEN, CATHERINE	AM FUNDS EUROPACIFIC GROWTH FUND C	0.00	2.18	0.00	2.18	90.0	1.96
06/01/2017	VAN DRUNEN, CATHERINE	AM FUNDS INCOME FUND OF AMERICA C	0.00	1.74	0.00	1.74	90.0	1.57
06/01/2017	VAN DRUNEN, CATHERINE	AM FUNDS SHORT TERM BND FUND OF AM	0.00	4.05	0.00	4.05	90.0	3.65
/ /	NICHOLS, CAROLYN	HARTFORD HIGH YIELD A	0.00	0.25	0.00	0.25	90.0	0.23
/ /	KERN, BRIAN	RYDEX GUGG PRECIOUS METALS C	0.00	2.02	0.00	2.02	90.0	1.82
* MUTUAL FUNDS SUBTOTAL *			\$0.00	\$15.87	\$0.00	\$15.87		\$14.29

PRODUCT CATEGORY: VARIABLE ANNUITIES

05/25/2017	KERN, DAVID	AMERITAS LOWLOAD VUL	9,651.84	0.80	0.00	0.80	90.0	0.72
05/30/2017	KERN, BENJAMIN	AMERITAS LOWLOAD VUL	17,424.25	1.45	0.00	1.45	90.0	1.31
06/01/2017	KERN, BRIAN	AMERITAS LOWLOAD VUL	1,145.04	0.10	0.00	0.10	90.0	0.09
06/02/2017	SCHENKEL, JOHN	AMERITAS LOWLOAD VUL	3,704.42	0.31	0.00	0.31	90.0	0.28
06/05/2017	SCHENKEL, JOHN	AMERITAS LOWLOAD VUL	3,358.49	0.28	0.00	0.28	90.0	0.25
05/31/2017	KERN, DAVID	JNL ELITE ACCESS	17,165.31	3.58	0.00	3.58	90.0	3.22
05/31/2017	KERN, DAVID	JNL ELITE ACCESS	27,222.86	22.69	0.00	22.69	90.0	20.42
05/31/2017	KERN, BENJAMIN	JNL ELITE ACCESS	28,011.63	5.84	0.00	5.84	90.0	5.26
05/31/2017	KERN, BENJAMIN	JNL ELITE ACCESS	118,701.10	98.92	0.00	98.92	90.0	89.03
05/31/2017	LINDQUIST FAMILY TRUST, MICAH	JNL ELITE ACCESS	160,601.61	33.46	0.00	33.46	90.0	30.11
05/31/2017	BUTCHER, JACK	JNL ELITE ACCESS	791,802.14	659.84	0.00	659.84	90.0	593.86
05/31/2017	KERN, BRIAN	JNL ELITE ACCESS	44,691.22	37.24	0.00	37.24	90.0	33.52
05/31/2017	RIEBE, PATRICIA	JNL ELITE ACCESS	166,426.73	138.69	0.00	138.69	90.0	124.82
05/31/2017	SVOBODA, JOYCE	JNL ELITE ACCESS	35,983.39	29.99	0.00	29.99	90.0	26.99
05/31/2017	MILLER, LAVERN	JNL ELITE ACCESS	27,335.68	22.78	0.00	22.78	90.0	20.50
05/31/2017	MILLER, JEAN	JNL ELITE ACCESS	11,919.17	9.93	0.00	9.93	90.0	8.94
05/31/2017	BRIEGEL, WILLIAM	JNL ELITE ACCESS	16,465.31	13.72	0.00	13.72	90.0	12.35

NOTES: * - Indicates adjustment is not included in 1099 Earnings
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 ^Date - Split Trade - full Investment Amount & Gross Commission displayed

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
05/31/2017	JOHNSON, JULIE	JNL ELITE ACCESS	15,640.10	13.03	0.00	13.03	90.0	11.73
05/31/2017	FORTNEY, ELIZABETH	JNL ELITE ACCESS	26,980.06	22.48	0.00	22.48	90.0	20.23
05/31/2017	JOHNSON, MARGAUX	JNL ELITE ACCESS	6,100.73	5.08	0.00	5.08	90.0	4.57
05/31/2017	SMITH, STEPHANIE	JNL ELITE ACCESS	19,257.10	16.05	0.00	16.05	90.0	14.45
05/31/2017	FREISTROFFER, HENRY	JNL ELITE ACCESS	7,281.54	6.07	0.00	6.07	90.0	5.46
05/31/2017	COLLENTINE, CARYL	JNL ELITE ACCESS	4,509.48	3.76	0.00	3.76	90.0	3.38
05/31/2017	COLLENTINE, SEAN	JNL ELITE ACCESS	4,520.07	3.77	0.00	3.77	90.0	3.39
05/31/2017	ROY, SHARI	JNL ELITE ACCESS	43,191.43	35.99	0.00	35.99	90.0	32.39
05/31/2017	KERN, LEESA	JNL ELITE ACCESS	38,453.95	32.04	0.00	32.04	90.0	28.84
05/31/2017	CONNER, ANDREW	JNL ELITE ACCESS	7,445.53	6.20	0.00	6.20	90.0	5.58
05/31/2017	CONNER, ANDREW	JNL ELITE ACCESS	8,961.64	7.47	0.00	7.47	90.0	6.72
05/31/2017	HURLEY, JOHN	JNL ELITE ACCESS	16,980.23	14.15	0.00	14.15	90.0	12.74
05/31/2017	DELLINGER, EMMA	JNL ELITE ACCESS	145,663.95	121.39	0.00	121.39	90.0	109.25
05/31/2017	OBERLIN, DOUGLAS	JNL ELITE ACCESS	23,177.60	19.31	0.00	19.31	90.0	17.38
05/31/2017	SIMS, SUSAN	JNL ELITE ACCESS	4,578.74	3.82	0.00	3.82	90.0	3.44
05/31/2017	BLESSING, THOMAS	JNL ELITE ACCESS	67,313.97	56.09	0.00	56.09	90.0	50.48
05/31/2017	AKPABIO, UWEM	JNL ELITE ACCESS	88,862.18	74.05	0.00	74.05	90.0	66.65
05/31/2017	REBMAN, MONA	JNL ELITE ACCESS	6,016.91	5.01	0.00	5.01	90.0	4.51
05/31/2017	FREISTROFFER, HENRY	JNL ELITE ACCESS	6,953.94	5.79	0.00	5.79	90.0	5.21
05/31/2017	ROGERS, JOHN	JNL ELITE ACCESS	11,430.90	9.53	0.00	9.53	90.0	8.58
05/31/2017	ROGERS, ADRIENNE	JNL ELITE ACCESS	11,430.92	9.53	0.00	9.53	90.0	8.58
05/31/2017	ROGERS, ADRIENNE	JNL ELITE ACCESS	162,148.18	135.12	0.00	135.12	90.0	121.61
05/31/2017	WHITELEATHER, TRACY	JNL ELITE ACCESS	107,577.95	89.65	0.00	89.65	90.0	80.69
05/31/2017	WHITELEATHER, KEVIN	JNL ELITE ACCESS	13,523.93	11.27	0.00	11.27	90.0	10.14
05/31/2017	KELTY, SANDRA	JNL ELITE ACCESS	21,264.29	17.72	0.00	17.72	90.0	15.95
05/31/2017	RIEBE, PATRICIA	JNL ELITE ACCESS	6,559.70	5.47	0.00	5.47	90.0	4.92
06/01/2017	FORTNEY, ELIZABETH	JNL ELITE ACCESS	400.00	5.00	0.00	5.00	90.0	4.50
05/31/2017	KERN, DAVID	JNL ELITE ACCESS W/ LIQUIDITY	36,793.75	30.66	0.00	30.66	90.0	27.59
05/31/2017	WOODHAMS, JACK	JNL ELITE ACCESS W/ LIQUIDITY	38,741.43	32.28	0.00	32.28	90.0	29.05
05/31/2017	JOHNSON, THEODORE	JNL ELITE ACCESS W/ LIQUIDITY	6,026.76	5.02	0.00	5.02	90.0	4.52
05/31/2017	ROY, RICHARD	JNL ELITE ACCESS W/ LIQUIDITY	24,692.76	20.58	0.00	20.58	90.0	18.52
05/31/2017	PAYNE, MARTHA	JNL ELITE ACCESS W/ LIQUIDITY	9,999.11	8.33	0.00	8.33	90.0	7.50
05/31/2017	COLE, NANCY	JNL ELITE ACCESS W/ LIQUIDITY	47,317.23	39.43	0.00	39.43	90.0	35.49

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
05/31/2017	DETER, MARY	JNL ELITE ACCESS W/ LIQUIDITY	3,015.23	2.51	0.00	2.51	90.0	2.26
05/31/2017	HESTER, LEEANNE	JNL ELITE ACCESS W/ LIQUIDITY	54,501.39	45.42	0.00	45.42	90.0	40.88
05/31/2017	THEXTON, BARBARA	JNL ELITE ACCESS W/ LIQUIDITY	12,693.22	10.58	0.00	10.58	90.0	9.52
05/31/2017	WEIS, KIMBERLY	JNL ELITE ACCESS W/ LIQUIDITY	86,563.25	72.14	0.00	72.14	90.0	64.93
05/31/2017	HURLEY, JOHN	JNL ELITE ACCESS W/ LIQUIDITY	86,563.25	72.14	0.00	72.14	90.0	64.93
05/31/2017	DAVIS, GARY	JNL PERSPECTIVE L	225,544.54	187.95	0.00	187.95	90.0	169.16
05/31/2017	HIPPENSTEEL, TERRY	JNL PERSPECTIVE L	100,476.85	83.73	0.00	83.73	90.0	75.36
05/31/2017	KELTY, RICHARD	JNL PERSPECTIVE L	675,311.59	562.76	0.00	562.76	90.0	506.48
05/31/2017	GETTS, JUDITH	JNL PERSPECTIVE L	92,774.27	77.31	0.00	77.31	90.0	69.58
05/31/2017	SOLLOWAY, WILLIAM	JNL PERSPECTIVE L	136,143.42	113.45	0.00	113.45	90.0	102.11
05/31/2017	BUTCHER, JACK	JNL PERSPECTIVE L	353,486.78	294.57	0.00	294.57	90.0	265.11
05/31/2017	DETER, MARY	JNL PERSPECTIVE L	51,559.30	42.97	0.00	42.97	90.0	38.67
05/31/2017	CROWLEY, HELEN	JNL PERSPECTIVE L	43,759.29	36.47	0.00	36.47	90.0	32.82
05/31/2017	FREISTROFFER, HENRY	JNL PERSPECTIVE L	184,697.45	153.91	0.00	153.91	90.0	138.52
05/31/2017	HIPPENSTEEL, PAMELA	JNL PERSPECTIVE L	71,505.07	59.59	0.00	59.59	90.0	53.63
05/31/2017	BOHNKE, LON	JNL PERSPECTIVE L	60,900.33	50.75	0.00	50.75	90.0	45.68
05/31/2017	ROGERS, ADRIENNE	JNL PERSPECTIVE L	49,959.63	41.63	0.00	41.63	90.0	37.47
05/31/2017	ROGERS, JOHN	JNL PERSPECTIVE L	49,618.39	41.35	0.00	41.35	90.0	37.22
05/31/2017	BUTCHER, JACK	JOHN HANCOCK VISION	164,417.81	157.57	0.00	157.57	90.0	141.81
05/31/2017	WEST, JOLAN	JOHN HANCOCK VISION	123,261.64	118.13	0.00	118.13	90.0	106.32
/ /	MARATHON LABELS 401K	NWL FLEX ADVANTAGE	269,809.56	59.14	0.00	59.14	90.0	53.23
/ /	NEW HAVEN PRINT &	NWL FLEX ADVANTAGE	800,057.64	210.43	0.00	210.43	90.0	189.39
/ /	MARATHON LABELS 401K	NWL POOLED FXD	51,761.20	11.34	0.00	11.34	90.0	10.21
/ /	NEW HAVEN PRINT &	NWL POOLED FXD	3,022.07	0.79	0.00	0.79	90.0	0.71
* VARIABLE ANNUITIES SUBTOTAL *			\$6,272,809.42	\$4,457.39	\$0.00	\$4,457.39		\$4,011.71
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
05/19/2017	HELMBERGER, GENNA	SAMMONS	0.00	5.74	0.00	5.74	90.0	5.17
05/30/2017	KERN, BRIAN	SAMMONS	0.00	11.70	0.00	11.70	90.0	10.53
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *			\$0.00	\$17.44	\$0.00	\$17.44		\$15.70
*** BROKER TRANSACTIONS TOTAL ***			\$6,272,809.42	\$4,490.70	\$0.00	\$4,490.70		\$4,041.70

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<u>ADJUSTMENTS</u>								
06/15/2017		*E & O INSURANCE: CURRENT MONTH INS	0.00					-300.00
06/15/2017		*TECHNOLOGY: ADMIN - LEESA KERN	0.00					-100.00
06/15/2017		*TECHNOLOGY: CURRENT MONTH TECH	0.00					-275.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$-675.00

BROKER COMMISSION TOTALS

Broker Transactions	\$4,041.70
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$-675.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$3,366.70
Year-to-date Gross	\$52,774.15
Year-to-date Earnings	\$47,534.37

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