



Concorde Investment Services, LLC

02/27/2018

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COMMISSION STATEMENT**February 28, 2018**DAVID, K123 KERN
4321 Flagstaff CoveBROKER #: K123
BRANCH: DAVID KERN

Fort Wayne, IN 46815

| DATE | CLIENT | INVESTMENT | INVESTMENT AMOUNT | GROSS COMMISSION | CLEARING CHARGE | NET COMMISSION | RATE | BROKER COMMISSION |
|---|----------------------|-------------------------------------|-----------------------|---------------------|--------------------|-------------------|------|----------------------|
| <u>DIRECT TRANSACTIONS</u> | | | | | | | | |
| <u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u> | | | | | | | | |
| 02/05/2018 | KERN, LEESA | AMERITAS LOWLOAD VUL | 1,042.65 | 0.09 | 0.00 | 0.09 | 90.0 | 0.08 |
| 02/05/2018 | KERN, LEESA | AMERITAS LOWLOAD VUL | 687.66 | 0.06 | 0.00 | 0.06 | 90.0 | 0.05 |
| 02/05/2018 | SCHENKEL, JOHN | AMERITAS LOWLOAD VUL | 624.82 | 0.05 | 0.00 | 0.05 | 90.0 | 0.05 |
| 02/15/2018 | KERN, LEESA | AMERITAS LOWLOAD VUL | 347.20 | 0.03 | 0.00 | 0.03 | 90.0 | 0.03 |
| 02/09/2018 | JOHNSON, JULIE | JNL ELITE ACCESS | 6,500.00 | 81.25 | 0.00 | 81.25 | 90.0 | 73.13 |
| 02/09/2018 | JOHNSON, JULIE | JNL ELITE ACCESS | 6,500.00 | 81.25 | 0.00 | 81.25 | 90.0 | 73.13 |
| 02/15/2018 | FORTNEY, ELIZABETH | JNL ELITE ACCESS | 400.00 | 5.00 | 0.00 | 5.00 | 90.0 | 4.50 |
| 02/15/2018 | FREISTROFFER, HENRY | JNL PERSPECTIVE L | 3,000.00 | 120.00 | 0.00 | 120.00 | 90.0 | 108.00 |
| / / | MARATHON LABELS 401K | NWL FLEX ADVANTAGE | 358,644.02 | 73.69 | 0.00 | 73.69 | 90.0 | 66.32 |
| / / | NEW HAVEN PRINT & | NWL FLEX ADVANTAGE | 844,101.18 | 208.13 | 0.00 | 208.13 | 90.0 | 187.32 |
| / / | MARATHON LABELS 401K | NWL POOLED FXD | 32,936.94 | 6.77 | 0.00 | 6.77 | 90.0 | 6.09 |
| / / | NEW HAVEN PRINT & | NWL POOLED FXD | 3,259.14 | 0.80 | 0.00 | 0.80 | 90.0 | 0.72 |
| * VARIABLE ANNUITIES SUBTOTAL * | | | \$1,258,043.61 | \$577.12 | \$0.00 | \$577.12 | | \$519.42 |
| <u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u> | | | | | | | | |
| / / | PAYNE, MARTHA | GUGGENHEIM DIVERSIFIED INCOME C | 0.00 | 2.18 | 0.00 | 2.18 | 90.0 | 1.96 |
| / / | PAYNE, MARTHA | GUGGENHEIM GOV'T LONG BOND 1.2X STG | 0.00 | 3.20 | 0.00 | 3.20 | 90.0 | 2.88 |
| / / | PAYNE, MARTHA | GUGGENHEIM RBP LARGE CAP DEFENSIVE | 0.00 | 1.23 | 0.00 | 1.23 | 90.0 | 1.11 |
| * MUTUAL FUND 12B1 TRAILS SUBTOTAL * | | | \$0.00 | \$6.61 | \$0.00 | \$6.61 | | \$5.95 |
| *** DIRECT TRANSACTIONS TOTAL *** | | | \$1,258,043.61 | \$583.73 | \$0.00 | \$583.73 | | \$525.37 |

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

BROKER COMMISSION TOTALS

| | |
|-----------------------|----------|
| Broker Transactions | \$525.37 |
| 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 |

| | |
|-----------------------|-------------|
| Check Amount | \$525.37 |
| Year-to-date Gross | \$23,311.26 |
| Year-to-date Earnings | \$20,996.34 |