



Concorde Investment Services, LLC
COMMISSION STATEMENT
April 15, 2017

04/12/2017
 Page No. 1

JOSEPH (TERRY) MANN
 219 E. 31st Street

BROKER #: M132
 BRANCH: JOSEPH "TERRY" MANN

Savannah, GA 31401

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
04/03/2017	GALLAGHER, MICHAEL	AM FUNDS AMCAP C	600.00	6.00	0.00	6.00	91.0	5.46
04/03/2017	GALLAGHER, MICHAEL	AM FUNDS AMCAP C	75.93	0.76	0.00	0.76	91.0	0.69
04/03/2017	GALLAGHER, MICHAEL	AM FUNDS AMERICAN HIGH-INCOME TRUST	600.00	6.00	0.00	6.00	91.0	5.46
04/03/2017	GALLAGHER, MICHAEL	AM FUNDS AMERICAN HIGH-INCOME TRUST	75.93	0.76	0.00	0.76	91.0	0.69
04/03/2017	MOORE, THOMAS	AM FUNDS AMERICAN HIGH-INCOME TRUST	600.00	6.00	0.00	6.00	91.0	5.46
04/03/2017	MOORE, THOMAS	AM FUNDS AMERICAN HIGH-INCOME TRUST	75.93	0.76	0.00	0.76	91.0	0.69
04/03/2017	BLANCHARD, DAVID	AM FUNDS CAPITAL INCOME BUILDER C	600.00	6.00	0.00	6.00	91.0	5.46
04/03/2017	BLANCHARD, DAVID	AM FUNDS CAPITAL INCOME BUILDER C	75.93	0.76	0.00	0.76	91.0	0.69
04/03/2017	GALLAGHER, MICHAEL	AM FUNDS CAPITAL INCOME BUILDER C	600.00	6.00	0.00	6.00	91.0	5.46
04/03/2017	GALLAGHER, MICHAEL	AM FUNDS CAPITAL INCOME BUILDER C	75.93	0.76	0.00	0.76	91.0	0.69
04/03/2017	MOORE, THOMAS	AM FUNDS CAPITAL INCOME BUILDER C	1,200.00	12.00	0.00	12.00	91.0	10.92
04/03/2017	MOORE, THOMAS	AM FUNDS CAPITAL INCOME BUILDER C	151.88	1.52	0.00	1.52	91.0	1.38
04/03/2017	MOORE, THOMAS	AM FUNDS CAPITAL WORLD BOND C	600.00	6.00	0.00	6.00	91.0	5.46
04/03/2017	MOORE, THOMAS	AM FUNDS CAPITAL WORLD BOND C	75.93	0.76	0.00	0.76	91.0	0.69
04/03/2017	BLANCHARD, DAVID	AM FUNDS EUROPACIFIC GROWTH FUND C	1,200.00	12.00	0.00	12.00	91.0	10.92
04/03/2017	BLANCHARD, DAVID	AM FUNDS EUROPACIFIC GROWTH FUND C	151.88	1.52	0.00	1.52	91.0	1.38
04/03/2017	GALLAGHER, MICHAEL	AM FUNDS EUROPACIFIC GROWTH FUND C	600.00	6.00	0.00	6.00	91.0	5.46
04/03/2017	GALLAGHER, MICHAEL	AM FUNDS EUROPACIFIC GROWTH FUND C	75.93	0.76	0.00	0.76	91.0	0.69
04/03/2017	MOORE, THOMAS	AM FUNDS EUROPACIFIC GROWTH FUND C	600.00	6.00	0.00	6.00	91.0	5.46
04/03/2017	MOORE, THOMAS	AM FUNDS EUROPACIFIC GROWTH FUND C	75.93	0.76	0.00	0.76	91.0	0.69
04/03/2017	GALLAGHER, RYAN	AM FUNDS GLOBAL BALANCED C	2,363.00	23.63	0.00	23.63	91.0	21.50
04/03/2017	GALLAGHER, RYAN	AM FUNDS GLOBAL BALANCED C	1,645.00	16.45	0.00	16.45	91.0	14.97
04/03/2017	BLANCHARD, DAVID	AM FUNDS GROWTH FUND OF AMERICA C	1,800.00	18.00	0.00	18.00	91.0	16.38
04/03/2017	BLANCHARD, DAVID	AM FUNDS GROWTH FUND OF AMERICA C	227.80	2.28	0.00	2.28	91.0	2.07
04/03/2017	GALLAGHER, MICHAEL	AM FUNDS GROWTH FUND OF AMERICA C	1,200.00	12.00	0.00	12.00	91.0	10.92
04/03/2017	GALLAGHER, MICHAEL	AM FUNDS GROWTH FUND OF AMERICA C	151.87	1.52	0.00	1.52	91.0	1.38

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

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
04/03/2017	MOORE, THOMAS	AM FUNDS GROWTH FUND OF AMERICA C	1,200.00	12.00	0.00	12.00	91.0	10.92
04/03/2017	MOORE, THOMAS	AM FUNDS GROWTH FUND OF AMERICA C	151.87	1.52	0.00	1.52	91.0	1.38
04/03/2017	GALLAGHER, MICHAEL	AM FUNDS NEW ECONOMY C	600.00	6.00	0.00	6.00	91.0	5.46
04/03/2017	GALLAGHER, MICHAEL	AM FUNDS NEW ECONOMY C	75.95	0.76	0.00	0.76	91.0	0.69
04/03/2017	DIMATTEO, LUCAS	AM FUNDS NEW PERSPECTIVE C	950.00	9.50	0.00	9.50	91.0	8.65
04/03/2017	DIMATTEO, LUCAS	AM FUNDS NEW PERSPECTIVE C	859.00	8.59	0.00	8.59	91.0	7.82
04/03/2017	CUMMINGS, KRYSTA	AM FUNDS NEW PERSPECTIVE C	293.00	2.93	0.00	2.93	91.0	2.67
04/03/2017	CUMMINGS, KRYSTA	AM FUNDS NEW PERSPECTIVE C	301.83	3.02	0.00	3.02	91.0	2.75
04/03/2017	BLANCHARD, DAVID	AM FUNDS NEW WORLD C	600.00	6.00	0.00	6.00	91.0	5.46
04/03/2017	BLANCHARD, DAVID	AM FUNDS NEW WORLD C	75.93	0.76	0.00	0.76	91.0	0.69
04/03/2017	GALLAGHER, MICHAEL	AM FUNDS NEW WORLD C	600.00	6.00	0.00	6.00	91.0	5.46
04/03/2017	GALLAGHER, MICHAEL	AM FUNDS NEW WORLD C	75.93	0.76	0.00	0.76	91.0	0.69
04/03/2017	MOORE, THOMAS	AM FUNDS NEW WORLD C	600.00	6.00	0.00	6.00	91.0	5.46
04/03/2017	MOORE, THOMAS	AM FUNDS NEW WORLD C	75.93	0.76	0.00	0.76	91.0	0.69
04/03/2017	BLANCHARD, DAVID	AM FUNDS WASHINGTON MUTUAL INVESTOR	1,800.00	18.00	0.00	18.00	91.0	16.38
04/03/2017	BLANCHARD, DAVID	AM FUNDS WASHINGTON MUTUAL INVESTOR	227.80	2.28	0.00	2.28	91.0	2.07
04/03/2017	GALLAGHER, MICHAEL	AM FUNDS WASHINGTON MUTUAL INVESTOR	1,200.00	12.00	0.00	12.00	91.0	10.92
04/03/2017	GALLAGHER, MICHAEL	AM FUNDS WASHINGTON MUTUAL INVESTOR	151.87	1.52	0.00	1.52	91.0	1.38
04/03/2017	MOORE, THOMAS	AM FUNDS WASHINGTON MUTUAL INVESTOR	1,200.00	12.00	0.00	12.00	91.0	10.92
04/03/2017	MOORE, THOMAS	AM FUNDS WASHINGTON MUTUAL INVESTOR	151.87	1.52	0.00	1.52	91.0	1.38
03/31/2017	HEALEY, BRIAN	EATON VANCE NATL MUNI INCOME C	0.00	0.20	0.00	0.20	91.0	0.18
03/31/2017	HEALEY, BRIAN	EATON VANCE NATL MUNI INCOME C	0.00	0.61	0.00	0.61	91.0	0.56
03/31/2017	NEUHAUSER, MITCH	EATON VANCE SPECIAL EQUITIES C	0.00	20.18	0.00	20.18	91.0	18.36
03/31/2017	NEUHAUSER, MITCH	EATON VANCE SPECIAL EQUITIES C	0.00	6.73	0.00	6.73	91.0	6.12
03/31/2017	GODLESKI, KEVIN	EATON VANCE TAX MANAGED GROWTH A	0.00	1.28	0.00	1.28	91.0	1.16
03/31/2017	GODLESKI, KEVIN	EATON VANCE TAX MANAGED GROWTH C	0.00	7.06	0.00	7.06	91.0	6.42
03/31/2017	GODLESKI, KEVIN	EATON VANCE TAX MANAGED GROWTH C	0.00	2.35	0.00	2.35	91.0	2.14
03/31/2017	GODLESKI, KEVIN	EATON VANCE TAX MANAGED GROWTH FD 1	0.00	9.16	0.00	9.16	91.0	8.34
03/31/2017	GODLESKI, KEVIN	EATON VANCE TAX MNGD INTL EQUITY C	0.00	0.93	0.00	0.93	91.0	0.85
03/31/2017	GODLESKI, KEVIN	EATON VANCE TAX MNGD INTL EQUITY C	0.00	2.80	0.00	2.80	91.0	2.55
03/31/2017	NEUHAUSER, MITCH	EATON VANCE TAX MNGD SMALLCAP C	0.00	5.37	0.00	5.37	91.0	4.89
03/31/2017	NEUHAUSER, MITCH	EATON VANCE TAX MNGD SMALLCAP C	0.00	16.11	0.00	16.11	91.0	14.66
03/31/2017	GODLESKI, KEVIN	EATON VANCE TAX MNGD SMALLCAP C	0.00	2.50	0.00	2.50	91.0	2.28

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
03/31/2017	GODLESKI, KEVIN	EATON VANCE TAX MNGD SMALLCAP C	0.00	7.50	0.00	7.50	91.0	6.83
03/31/2017	MOSS, KAREN	EATON VANCE TAX MNGD VALUE C	0.00	1.18	0.00	1.18	91.0	1.07
03/31/2017	MOSS, KAREN	EATON VANCE TAX MNGD VALUE C	0.00	3.53	0.00	3.53	91.0	3.21
03/31/2017	GODLESKI, KEVIN	EATON VANCE TAX MNGD VALUE C	0.00	7.37	0.00	7.37	91.0	6.71
03/31/2017	GODLESKI, KEVIN	EATON VANCE TAX MNGD VALUE C	0.00	2.46	0.00	2.46	91.0	2.24
/ /	MOORE, THOMAS	FIDELITY ADV MATERIALS C	0.00	1.21	0.00	1.21	91.0	1.10
03/20/2017	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	2.37	0.00	2.37	91.0	2.16
/ /	GALLAGHER, MICHAEL	FIDELITY EMERGING ASIA C	0.00	0.91	0.00	0.91	91.0	0.83
/ /	GALLAGHER, MICHAEL	FIDELITY ENERGY C	0.00	1.73	0.00	1.73	91.0	1.57
/ /	GALLAGHER, MICHAEL	FIDELITY SMALL CAP VALUE C	0.00	1.46	0.00	1.46	91.0	1.33
/ /	GALLAGHER, MICHAEL	FIDELITY TECHNOLOGY C	0.00	3.73	0.00	3.73	91.0	3.39
04/01/2017	MOSS, KAREN	INVESCO BALANCED RISK ALLOCATION A	0.00	2.74	0.00	2.74	91.0	2.49
04/01/2017	DUNLAP, TONY	INVESCO DEVELOPING MKTS C	0.00	3.06	0.00	3.06	91.0	2.78
04/01/2017	DUNLAP, TONY	INVESCO DIVERSIFIED DIVIDEND FD-CL	0.00	31.30	0.00	31.30	91.0	28.48
04/01/2017	HOFFMAN, LISA	INVESCO EQUALLY WEIGHTED S&P 500 A	0.00	4.27	0.00	4.27	91.0	3.89
04/01/2017	MILLER, MEREDITH	INVESCO EQUALLY WEIGHTED S&P 500 A	0.00	0.91	0.00	0.91	91.0	0.83
04/01/2017	KASIAN, JUSTIN PETER	INVESCO EQUALLY-WGHTED S&P 500 FD-C	0.00	15.10	0.00	15.10	91.0	13.74
04/01/2017	KASIAN, JUSTIN PETER	INVESCO INTERNATIONAL CORE EQUITY A	0.00	0.35	0.00	0.35	91.0	0.32
04/01/2017	HOFFMAN, LISA	INVESCO INTERNATIONAL GROWTH A	0.00	0.23	0.00	0.23	91.0	0.21
04/01/2017	MOSS, JANICE	INVESCO MONEY MARKET C	0.00	15.90	0.00	15.90	91.0	14.47
04/01/2017	HRITZ, GAIL	INVESCO MONEY MARKET C	0.00	0.66	0.00	0.66	91.0	0.60
04/01/2017	HOFFMAN, LISA	INVESCO SMALL COMPANIES FD -A	0.00	4.18	0.00	4.18	91.0	3.80
04/01/2017	ZARAPKAR, SAUDAMINI	MFS GLOBAL REAL ESTATE FUND A	0.00	2.86	0.00	2.86	91.0	2.60
04/01/2017	ZARAPKAR, SAUDAMINI	MFS MIDCAP GROWTH A	0.00	3.90	0.00	3.90	91.0	3.55
04/01/2017	GA, UTMA	MFS TECHNOLOGY FUND A	0.00	1.89	0.00	1.89	91.0	1.72
04/01/2017	ZARAPKAR, SAUDAMINI	MFS TECHNOLOGY FUND A	0.00	4.53	0.00	4.53	91.0	4.12
04/01/2017	ZARAPKAR, SAUDAMINI	MFS VALUE A	0.00	4.39	0.00	4.39	91.0	3.99
/ /	ARCHER, THOMAS	OPPENHEIMER AMT MUNICIPALS C	0.00	15.36	0.00	15.36	91.0	13.98
/ /	GAMBRELL, PERRY	OPPENHEIMER DEVELOPING MARKETS C	0.00	10.16	0.00	10.16	91.0	9.25
/ /	GAMBRELL, PERRY	OPPENHEIMER DISCOVERY C	0.00	10.10	0.00	10.10	91.0	9.19
/ /	GAMBRELL, PERRY	OPPENHEIMER EQUITY INCOME C	0.00	0.01	0.00	0.01	91.0	0.01

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
/ /	ARCHER, THOMAS	OPPENHEIMER FUNDS GLOBAL VALUE FUND	0.00	16.16	0.00	16.16	91.0	14.71
/ /	GAMBRELL, PERRY	OPPENHEIMER GLOBAL OPPORTUNITIES C	0.00	11.00	0.00	11.00	91.0	10.01
/ /	SEELY, CHARLES	OPPENHEIMER GLOBAL STRATEGIC INC C	0.00	20.77	0.00	20.77	91.0	18.90
/ /	GAMBRELL, PERRY	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	3.01	0.00	3.01	91.0	2.74
/ /	GAMBRELL, PERRY	OPPENHEIMER INTL GROWTH C	0.00	8.38	0.00	8.38	91.0	7.63
/ /	ARCHER, THOMAS	OPPENHEIMER INTL GROWTH C	0.00	16.94	0.00	16.94	91.0	15.42
/ /	GAMBRELL, PERRY	OPPENHEIMER SENIOR FLOATING RATE C	0.00	1.66	0.00	1.66	91.0	1.51
* MUTUAL FUNDS SUBTOTAL *			\$26,939.85	\$590.47	\$0.00	\$590.47		\$537.31

PRODUCT CATEGORY: VARIABLE ANNUITIES

03/29/2017	PAI, YOGISH & ANITA	PAC LIFE PORTFOLIOS	0.00	66.14	0.00	66.14	91.0	60.19
03/31/2017	TROWBRIDGE, JANE	PRU AS XTRA CREDIT SIX	71,230.42	44.52	0.00	44.52	91.0	40.51
03/31/2017	TROWBRIDGE, JANE	PRU AS XTRA CREDIT SIX	71,230.42	44.52	0.00	44.52	91.0	40.51
03/31/2017	JARRETT, LAURIE	PRU AS XTRA CREDIT SIX	97,430.59	60.89	0.00	60.89	91.0	55.41
03/31/2017	JARRETT, LAURIE	PRU AS XTRA CREDIT SIX	97,430.59	60.89	0.00	60.89	91.0	55.41
03/31/2017	SAMPLES, FAY	PRU AS XTRA CREDIT SIX	70,825.75	44.27	0.00	44.27	91.0	40.29
03/31/2017	SAMPLES, FAY	PRU AS XTRA CREDIT SIX	70,825.75	44.27	0.00	44.27	91.0	40.29
03/31/2017	STEPHENS, DEE	PRU AS XTRA CREDIT SIX	100,214.32	62.63	0.00	62.63	91.0	56.99
03/31/2017	STEPHENS, DEE	PRU AS XTRA CREDIT SIX	100,214.32	62.63	0.00	62.63	91.0	56.99
03/31/2017	STEPHENS, JAMES	PRU AS XTRA CREDIT SIX	132,707.10	82.94	0.00	82.94	91.0	75.48
03/31/2017	STEPHENS, JAMES	PRU AS XTRA CREDIT SIX	132,707.10	82.94	0.00	82.94	91.0	75.48
03/31/2017	FOSTER, MARGO	PRU AS XTRA CREDIT SIX	145,709.43	91.07	0.00	91.07	91.0	82.87
03/31/2017	FOSTER, MARGO	PRU AS XTRA CREDIT SIX	145,709.43	91.07	0.00	91.07	91.0	82.87
03/31/2017	HRITZ, GAIL	PRU AS XTRA CREDIT SIX	13,298.18	8.31	0.00	8.31	91.0	7.56
03/31/2017	HRITZ, GAIL	PRU AS XTRA CREDIT SIX	13,298.18	8.31	0.00	8.31	91.0	7.56
03/31/2017	HRITZ, GAIL	PRU AS XTRA CREDIT SIX	13,586.02	8.49	0.00	8.49	91.0	7.73
03/31/2017	HRITZ, GAIL	PRU AS XTRA CREDIT SIX	13,586.02	8.49	0.00	8.49	91.0	7.73
03/31/2017	KROUSE, DAWN	PRU AS XTRA CREDIT SIX	75,543.19	47.21	0.00	47.21	91.0	42.96
03/31/2017	KROUSE, DAWN	PRU AS XTRA CREDIT SIX	75,543.19	47.21	0.00	47.21	91.0	42.96
03/31/2017	FOSTER, JOHN	PRU AS XTRA CREDIT SIX	194,197.37	121.37	0.00	121.37	91.0	110.45
03/31/2017	FOSTER, JOHN	PRU AS XTRA CREDIT SIX	194,197.37	121.37	0.00	121.37	91.0	110.45
03/31/2017	MANI, CHANDRAMOULI	PRU AS XTRA CREDIT SIX	146,065.70	91.29	0.00	91.29	91.0	83.07
03/31/2017	MANI, CHANDRAMOULI	PRU AS XTRA CREDIT SIX	146,065.70	91.29	0.00	91.29	91.0	83.07
03/31/2017	MANI, CHANDRAMOULI	PRU AS XTRA CREDIT SIX	46,462.95	29.04	0.00	29.04	91.0	26.43

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
03/31/2017	MANI, CHANDRAMOULI	PRU AS XTRA CREDIT SIX	46,462.95	29.04	0.00	29.04	91.0	26.43
03/31/2017	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	177,058.05	110.66	0.00	110.66	91.0	100.70
03/31/2017	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	177,058.05	110.66	0.00	110.66	91.0	100.70
03/31/2017	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	37,556.60	23.47	0.00	23.47	91.0	21.36
03/31/2017	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	37,556.60	23.47	0.00	23.47	91.0	21.36
03/31/2017	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	55,578.57	34.74	0.00	34.74	91.0	31.61
03/31/2017	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	55,578.57	34.74	0.00	34.74	91.0	31.61
03/31/2017	LEHMAN, HILDA	PRU AS XTRA CREDIT SIX	117,605.31	73.50	0.00	73.50	91.0	66.89
03/31/2017	LEHMAN, LAVERN	PRU AS XTRA CREDIT SIX	116,695.10	72.93	0.00	72.93	91.0	66.37
03/31/2017	LEHMAN, LAVERN	PRU AS XTRA CREDIT SIX	116,695.10	72.93	0.00	72.93	91.0	66.37
03/31/2017	HRITZ, WILLIAM	PRU AS XTRA CREDIT SIX	13,572.63	8.48	0.00	8.48	91.0	7.72
03/31/2017	HRITZ, WILLIAM	PRU AS XTRA CREDIT SIX	13,572.63	8.48	0.00	8.48	91.0	7.72
03/31/2017	HRITZ, WILLIAM	PRU AS XTRA CREDIT SIX	103,713.55	64.82	0.00	64.82	91.0	58.99
03/31/2017	HRITZ, WILLIAM	PRU AS XTRA CREDIT SIX	103,713.55	64.82	0.00	64.82	91.0	58.99
03/31/2017	LONG, SUSAN	PRU AS XTRA CREDIT SIX	360,479.00	225.30	0.00	225.30	91.0	205.02
03/31/2017	LONG, SUSAN	PRU AS XTRA CREDIT SIX	360,479.00	225.30	0.00	225.30	91.0	205.02
03/31/2017	KOENIG, STEVEN	PRU AS XTRA CREDIT SIX	219,417.92	137.14	0.00	137.14	91.0	124.80
03/31/2017	KOENIG, STEVEN	PRU AS XTRA CREDIT SIX	219,417.92	137.14	0.00	137.14	91.0	124.80
03/31/2017	MCBRIDE, DOUGLAS	PRU AS XTRA CREDIT SIX	107,264.99	67.04	0.00	67.04	91.0	61.01
03/31/2017	MCBRIDE, DOUGLAS	PRU AS XTRA CREDIT SIX	107,264.99	67.04	0.00	67.04	91.0	61.01
03/31/2017	KRAUS, JOHN	PRU AS XTRA CREDIT SIX	352,180.28	220.11	0.00	220.11	91.0	200.30
03/31/2017	KRAUS, JOHN	PRU AS XTRA CREDIT SIX	352,180.28	220.11	0.00	220.11	91.0	200.30
03/31/2017	ZARAPKAR, AMUL	PRU AS XTRA CREDIT SIX	322,339.25	201.46	0.00	201.46	91.0	183.33
03/31/2017	ZARAPKAR, AMUL	PRU AS XTRA CREDIT SIX	322,339.25	201.46	0.00	201.46	91.0	183.33
03/31/2017	MANN, JOSEPH(TERRY)	PRU AS XTRA CREDIT SIX	38,179.50	23.86	0.00	23.86	91.0	21.71
03/31/2017	MANN, JOSEPH(TERRY)	PRU AS XTRA CREDIT SIX	38,179.50	23.86	0.00	23.86	91.0	21.71
03/31/2017	MANN, NANCY	PRU AS XTRA CREDIT SIX	144,279.82	90.17	0.00	90.17	91.0	82.05
03/31/2017	MANN, NANCY	PRU AS XTRA CREDIT SIX	144,279.82	90.17	0.00	90.17	91.0	82.05
03/31/2017	MCBRIDE, DOUGLAS	PRU AS XTRA CREDIT SIX	75,434.08	47.15	0.00	47.15	91.0	42.91
03/31/2017	MCBRIDE, DOUGLAS	PRU AS XTRA CREDIT SIX	75,434.08	47.15	0.00	47.15	91.0	42.91
03/31/2017	SAMPLES, FAY	PRU AS XTRA CREDIT SIX	26,976.59	16.86	0.00	16.86	91.0	15.34
03/31/2017	SAMPLES, FAY	PRU AS XTRA CREDIT SIX	26,976.59	16.86	0.00	16.86	91.0	15.34
03/31/2017	GODLESKI, BARBARA	PRU PREMIER INVT VA C	596,827.69	1,492.07	0.00	1,492.07	91.0	1,357.78

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>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
03/31/2017	VOGEL, ROBERT	PRU PREMIER RETIREMENT X	193,758.26	242.20	0.00	242.20	91.0	220.40
		* VARIABLE ANNUITIES SUBTOTAL *	\$7,424,185.16	\$5,946.35	\$0.00	\$5,946.35		\$5,411.20
<u>PRODUCT CATEGORY: VARIABLE UNIVERSAL LIFE</u>								
03/22/2017	BLACK, AMELIA	PAC LIFE VUL	175.60	1.76	0.00	1.76	91.0	1.60
03/22/2017	BLACK, RICHARD	PAC LIFE VUL	235.60	2.36	0.00	2.36	91.0	2.15
03/22/2017	JARRETT, LAURIE	PAC LIFE VUL	67.50	1.35	0.00	1.35	91.0	1.23
03/24/2017	GODLESKI, KEVIN	PAC LIFE VUL	153.45	3.07	0.00	3.07	91.0	2.79
03/24/2017	GODLESKI, KEVIN	PAC LIFE VUL	14.55	0.29	0.00	0.29	91.0	0.26
03/24/2017	GODLESKI, KIRSTEN	PAC LIFE VUL	132.00	2.64	0.00	2.64	91.0	2.40
03/27/2017	ROBL, MARCY	PAC LIFE VUL	0.00	9.39	0.00	9.39	91.0	8.54
		* VARIABLE UNIVERSAL LIFE SUBTOTAL *	\$778.70	\$20.86	\$0.00	\$20.86		\$18.97
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
03/31/2017	NEUHAUSER, MITCH	LFG TRAILS	0.00	148.19	0.00	148.19	91.0	134.85
		* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *	\$0.00	\$148.19	\$0.00	\$148.19		\$134.85
		*** BROKER TRANSACTIONS TOTAL ***	\$7,451,903.71	\$6,705.87	\$0.00	\$6,705.87		\$6,102.33
<u>ADJUSTMENTS</u>								
04/15/2017		*EO INSURANCE: CURRENT MONTH INS	0.00					-300.00
04/15/2017		*TECHNOLOGY: CURRENT MONTH TECH	0.00					-275.00
		*** ADJUSTMENTS TOTAL ***	\$0.00	\$0.00	\$0.00	\$0.00		\$-575.00

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	\$6,102.33
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	\$5,527.33
Year-to-date Gross	\$17,938.06
Year-to-date Earnings	\$16,426.11