



Concorde Investment Services, LLC

07/12/2017
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COMMISSION STATEMENT July 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>								
/ /	PAYNE, MARTHA	GUGGENHEIM DIVERSIFIED INCOME C	0.00	1.30	0.00	1.30	90.0	1.17
/ /	PAYNE, MARTHA	GUGGENHEIM GOV'T LONG BOND 1.2X STG	0.00	2.00	0.00	2.00	90.0	1.80
/ /	PAYNE, MARTHA	GUGGENHEIM RBP LARGE CAP DEFENSIVE	0.00	0.65	0.00	0.65	90.0	0.59
/ /	DAVIS, GARY	OPPENHEIMER AMT MUNICIPALS A	0.00	18.96	0.00	18.96	90.0	17.06
/ /	HELMBERGER, GENEVIEVE	OPPENHEIMER AMT MUNICIPALS A	0.00	65.98	0.00	65.98	90.0	59.38
/ /	TEUBNER, KATHERINE	OPPENHEIMER AMT MUNICIPALS A	0.00	24.19	0.00	24.19	90.0	21.77
/ /	HIPPENSTEEL, TERRY	OPPENHEIMER AMT MUNICIPALS C	0.00	260.36	0.00	260.36	90.0	234.32
/ /	CROWLEY, HELEN	OPPENHEIMER AMT MUNICIPALS C	0.00	26.79	0.00	26.79	90.0	24.11
/ /	SOLLOWAY, SHARON	OPPENHEIMER AMT MUNICIPALS C	0.00	27.88	0.00	27.88	90.0	25.09
/ /	ANDERSON II, ROBERT	OPPENHEIMER AMT MUNICIPALS C	0.00	242.56	0.00	242.56	90.0	218.30
/ /	AKPABIO, UWEM	OPPENHEIMER AMT MUNICIPALS C	0.00	53.48	0.00	53.48	90.0	48.13
/ /	VAN DRUNEN, CATHERINE	OPPENHEIMER AMT MUNICIPALS C	0.00	21.54	0.00	21.54	90.0	19.39
/ /	RIEBE, ALAN	OPPENHEIMER AMT MUNICIPALS C	0.00	255.54	0.00	255.54	90.0	229.99
/ /	COLE, RANDY	OPPENHEIMER CAPITAL APPRECIATION A	0.00	6.27	0.00	6.27	90.0	5.64
/ /	ARCHER, DEBORAH	OPPENHEIMER CORE BOND FUND C	0.00	98.84	0.00	98.84	90.0	88.96
/ /	HURLEY, JOHN	OPPENHEIMER EQUITY INCOME A	0.00	2.13	0.00	2.13	90.0	1.92
/ /	BONE, SAGE	OPPENHEIMER EQUITY INCOME C	0.00	29.18	0.00	29.18	90.0	26.26
/ /	AKPABIO, UWEM	OPPENHEIMER EQUITY INCOME C	0.00	26.71	0.00	26.71	90.0	24.04
/ /	FREISTROFFER, HENRY	OPPENHEIMER EQUITY INCOME C	0.00	17.66	0.00	17.66	90.0	15.89
/ /	DEWITT, PAMELA	OPPENHEIMER GLOBAL ALLOCATION A	0.00	1.16	0.00	1.16	90.0	1.04
/ /	COLE, RANDY	OPPENHEIMER GLOBAL OPPORTUNITIES A	0.00	16.95	0.00	16.95	90.0	15.26
/ /	MILLER, WILLIAM	OPPENHEIMER GLOBAL OPPORTUNITIES A	0.00	2.44	0.00	2.44	90.0	2.20
/ /	MILLER, NOAH	OPPENHEIMER GLOBAL OPPORTUNITIES A	0.00	1.44	0.00	1.44	90.0	1.30
/ /	ARCHER, GARY	OPPENHEIMER GLOBAL STRATEGIC INC C	0.00	54.99	0.00	54.99	90.0	49.49
/ /	FREISTROFFER, HOLDEN	OPPENHEIMER INTL GROWTH A	0.00	1.23	0.00	1.23	90.0	1.11
/ /	ANDERSON II, ROBERT	OPPENHEIMER PCHSTER INT TERM MUNI F	0.00	62.87	0.00	62.87	90.0	56.58

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>								
/ /	AKPABIO, UWEM	OPPENHEIMER PTF SERIES EQUITY INVES	0.00	27.96	0.00	27.96	90.0	25.16
/ /	AKPABIO, UWEM	OPPENHEIMER REAL ESTATE C	0.00	9.16	0.00	9.16	90.0	8.24
/ /	AKPABIO, UWEM	OPPENHEIMER RISING DIVIDENDS C	0.00	28.43	0.00	28.43	90.0	25.59
/ /	HELMBERGER, GENEVIEVE	OPPENHEIMER ROCHESTER INTERMEDIATE	0.00	18.16	0.00	18.16	90.0	16.34
/ /	FREISTROFFER, HENRY	OPPENHEIMER SMALL MID CAP VALUE A	0.00	1.98	0.00	1.98	90.0	1.78
/ /	FREISTROFFER, MERIDITH	OPPENHEIMER SMALL MID CAP VALUE A	0.00	2.39	0.00	2.39	90.0	2.15
/ /	HORNBERGER, DEBORAH	OPPENHEIMER SMALL MID CAP VALUE A	0.00	6.52	0.00	6.52	90.0	5.87
/ /	JOHNSON, MARGAUX	OPPENHEIMER SMALL MID CAP VALUE A	0.00	2.04	0.00	2.04	90.0	1.84
/ /	LANGELIER, STEPHANE	OPPENHEIMER SMALL MID CAP VALUE A	0.00	0.83	0.00	0.83	90.0	0.75
/ /	RIEBE, ALAN	OPPENHEIMER SMALL MID CAP VALUE A	0.00	0.46	0.00	0.46	90.0	0.41
/ /	AKPABIO, UWEM	OPPENHEIMER SMALL MID CAP VALUE C	0.00	13.00	0.00	13.00	90.0	11.70
/ /	OBERLIN, DOUGLAS	OPPENHEIMER SMALL MID CAP VALUE C	0.00	6.50	0.00	6.50	90.0	5.85
/ /	KERN, BRIAN	RYDEX GUGG PRECIOUS METALS C	0.00	4.56	0.00	4.56	90.0	4.10
* MUTUAL FUNDS SUBTOTAL *			\$0.00	\$1,445.09	\$0.00	\$1,445.09		\$1,300.57

PRODUCT CATEGORY: VARIABLE ANNUITIES

06/30/2017	KNUTSON, SUSAN	ALLIANZ VISION	145,058.71	362.65	0.00	362.65	90.0	326.39
06/30/2017	GAGNON, DONALD	ALLIANZ VISION	404,199.37	1,010.50	0.00	1,010.50	90.0	909.45
06/30/2017	THEXTON, BARBARA	ALLIANZ VISION	89,490.11	223.73	0.00	223.73	90.0	201.36
06/30/2017	WILKENING, DAVID	ALLIANZ VISION	73,822.44	184.56	0.00	184.56	90.0	166.10
06/30/2017	SIMS, STEPHEN	ALLIANZ VISION	526,253.94	1,315.63	0.00	1,315.63	90.0	1,184.07
06/30/2017	REBMAN, VICTOR	ALLIANZ VISION	121,523.67	303.81	0.00	303.81	90.0	273.43
06/30/2017	STANFORD, JEFF	ALLIANZ VISION	52,462.51	131.16	0.00	131.16	90.0	118.04
06/30/2017	SOLLOWAY, SHARON	ALLIANZ VISION	138,776.47	346.94	0.00	346.94	90.0	312.25
06/26/2017	KERN, DAVID	AMERITAS LOWLOAD VUL	9,686.43	0.80	0.00	0.80	90.0	0.72
06/27/2017	KERN, BENJAMIN	AMERITAS LOWLOAD VUL	17,189.69	1.43	0.00	1.43	90.0	1.29
07/03/2017	KERN, BRIAN	AMERITAS LOWLOAD VUL	1,055.22	0.09	0.00	0.09	90.0	0.08
07/05/2017	SCHENKEL, JOHN	AMERITAS LOWLOAD VUL	3,011.80	0.25	0.00	0.25	90.0	0.23
06/30/2017	KERN, DAVID	JNL ELITE ACCESS	17,200.85	3.58	0.00	3.58	90.0	3.22
06/30/2017	KERN, DAVID	JNL ELITE ACCESS	27,279.22	22.73	0.00	22.73	90.0	20.46
06/30/2017	KERN, BENJAMIN	JNL ELITE ACCESS	28,069.63	5.85	0.00	5.85	90.0	5.27
06/30/2017	KERN, BENJAMIN	JNL ELITE ACCESS	118,946.90	99.12	0.00	99.12	90.0	89.21
06/30/2017	LINDQUIST FAMILY TRUST, MICAH	JNL ELITE ACCESS	160,934.13	134.11	0.00	134.11	90.0	120.70
06/30/2017	BUTCHER, JACK	JNL ELITE ACCESS	790,480.18	658.73	0.00	658.73	90.0	592.86

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
06/30/2017	KERN, BRIAN	JNL ELITE ACCESS	44,783.75	37.32	0.00	37.32	90.0	33.59
06/30/2017	RIEBE, PATRICIA	JNL ELITE ACCESS	166,148.85	138.46	0.00	138.46	90.0	124.61
06/30/2017	SVOBODA, JOYCE	JNL ELITE ACCESS	35,923.31	29.94	0.00	29.94	90.0	26.95
06/30/2017	MILLER, LAVERN	JNL ELITE ACCESS	27,290.03	22.74	0.00	22.74	90.0	20.47
06/30/2017	MILLER, JEAN	JNL ELITE ACCESS	11,899.28	9.92	0.00	9.92	90.0	8.93
06/30/2017	BRIEGEL, WILLIAM	JNL ELITE ACCESS	16,499.40	13.75	0.00	13.75	90.0	12.38
06/30/2017	JOHNSON, JULIE	JNL ELITE ACCESS	15,672.50	13.06	0.00	13.06	90.0	11.75
06/30/2017	FORTNEY, ELIZABETH	JNL ELITE ACCESS	27,444.01	22.87	0.00	22.87	90.0	20.58
06/30/2017	JOHNSON, MARGAUX	JNL ELITE ACCESS	6,113.37	5.09	0.00	5.09	90.0	4.58
06/30/2017	SMITH, STEPHANIE	JNL ELITE ACCESS	19,296.97	16.08	0.00	16.08	90.0	14.47
06/30/2017	FREISTROFFER, HENRY	JNL ELITE ACCESS	7,296.61	6.08	0.00	6.08	90.0	5.47
06/30/2017	COLLENTINE, CARYL	JNL ELITE ACCESS	4,518.83	3.77	0.00	3.77	90.0	3.39
06/30/2017	COLLENTINE, SEAN	JNL ELITE ACCESS	4,529.44	3.77	0.00	3.77	90.0	3.39
06/30/2017	ROY, SHARI	JNL ELITE ACCESS	43,280.85	36.07	0.00	36.07	90.0	32.46
06/30/2017	KERN, LEESA	JNL ELITE ACCESS	38,533.59	32.11	0.00	32.11	90.0	28.90
06/30/2017	CONNER, ANDREW	JNL ELITE ACCESS	7,460.94	6.22	0.00	6.22	90.0	5.60
06/30/2017	CONNER, ANDREW	JNL ELITE ACCESS	8,993.56	7.49	0.00	7.49	90.0	6.74
06/30/2017	HURLEY, JOHN	JNL ELITE ACCESS	17,015.37	14.18	0.00	14.18	90.0	12.76
06/30/2017	DELLINGER, EMMA	JNL ELITE ACCESS	145,965.53	121.64	0.00	121.64	90.0	109.48
06/30/2017	OBERLIN, DOUGLAS	JNL ELITE ACCESS	23,138.89	19.28	0.00	19.28	90.0	17.35
06/30/2017	SIMS, SUSAN	JNL ELITE ACCESS	4,571.11	3.81	0.00	3.81	90.0	3.43
06/30/2017	BLESSING, THOMAS	JNL ELITE ACCESS	67,453.35	56.21	0.00	56.21	90.0	50.59
06/30/2017	AKPABIO, UWEM	JNL ELITE ACCESS	89,178.86	74.32	0.00	74.32	90.0	66.89
06/30/2017	REBMAN, MONA	JNL ELITE ACCESS	6,106.21	5.09	0.00	5.09	90.0	4.58
06/30/2017	FREISTROFFER, HENRY	JNL ELITE ACCESS	6,978.71	5.82	0.00	5.82	90.0	5.24
06/30/2017	ROGERS, JOHN	JNL ELITE ACCESS	11,471.64	9.56	0.00	9.56	90.0	8.60
06/30/2017	ROGERS, ADRIENNE	JNL ELITE ACCESS	11,471.65	9.56	0.00	9.56	90.0	8.60
06/30/2017	ROGERS, ADRIENNE	JNL ELITE ACCESS	162,726.01	135.61	0.00	135.61	90.0	122.05
06/30/2017	WHITELEATHER, TRACY	JNL ELITE ACCESS	107,961.31	89.97	0.00	89.97	90.0	80.97
06/30/2017	WHITELEATHER, KEVIN	JNL ELITE ACCESS	13,572.14	11.31	0.00	11.31	90.0	10.18
06/30/2017	KELTY, SANDRA	JNL ELITE ACCESS	21,340.05	17.78	0.00	17.78	90.0	16.00
06/30/2017	RIEBE, PATRICIA	JNL ELITE ACCESS	6,548.76	5.46	0.00	5.46	90.0	4.91
07/03/2017	FORTNEY, ELIZABETH	JNL ELITE ACCESS	400.00	5.00	0.00	5.00	90.0	4.50

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
06/30/2017	KERN, DAVID	JNL ELITE ACCESS W/ LIQUIDITY	36,917.26	30.76	0.00	30.76	90.0	27.68
06/30/2017	WOODHAMS, JACK	JNL ELITE ACCESS W/ LIQUIDITY	38,813.67	32.34	0.00	32.34	90.0	29.11
06/30/2017	JOHNSON, THEODORE	JNL ELITE ACCESS W/ LIQUIDITY	6,037.99	5.03	0.00	5.03	90.0	4.53
06/30/2017	ROY, RICHARD	JNL ELITE ACCESS W/ LIQUIDITY	24,738.80	20.62	0.00	20.62	90.0	18.56
06/30/2017	PAYNE, MARTHA	JNL ELITE ACCESS W/ LIQUIDITY	9,980.34	8.32	0.00	8.32	90.0	7.49
06/30/2017	COLE, NANCY	JNL ELITE ACCESS W/ LIQUIDITY	47,228.52	39.36	0.00	39.36	90.0	35.42
06/30/2017	DETER, MARY	JNL ELITE ACCESS W/ LIQUIDITY	2,500.67	2.08	0.00	2.08	90.0	1.87
06/30/2017	HESTER, LEEANNE	JNL ELITE ACCESS W/ LIQUIDITY	54,399.20	45.33	0.00	45.33	90.0	40.80
06/30/2017	THEXTON, BARBARA	JNL ELITE ACCESS W/ LIQUIDITY	12,669.42	10.56	0.00	10.56	90.0	9.50
06/30/2017	WEIS, KIMBERLY	JNL ELITE ACCESS W/ LIQUIDITY	86,400.95	72.00	0.00	72.00	90.0	64.80
06/30/2017	HURLEY, JOHN	JNL ELITE ACCESS W/ LIQUIDITY	86,400.95	72.00	0.00	72.00	90.0	64.80
06/30/2017	FREISTROFFER, HENRY	JNL INVESTOR VUL	8,263.27	3.10	0.00	3.10	90.0	2.79
06/30/2017	FREISTROFFER, MERIDITH	JNL INVESTOR VUL	6,627.85	2.49	0.00	2.49	90.0	2.24
06/30/2017	DAVIS, GARY	JNL PERSPECTIVE L	224,326.07	186.94	0.00	186.94	90.0	168.25
06/30/2017	KELTY, RICHARD	JNL PERSPECTIVE L	679,166.20	565.97	0.00	565.97	90.0	509.37
06/30/2017	GETTS, JUDITH	JNL PERSPECTIVE L	92,969.16	77.47	0.00	77.47	90.0	69.72
06/30/2017	SOLLOWAY, WILLIAM	JNL PERSPECTIVE L	127,085.90	105.90	0.00	105.90	90.0	95.31
06/30/2017	BUTCHER, JACK	JNL PERSPECTIVE L	355,504.42	296.25	0.00	296.25	90.0	266.63
06/30/2017	DETER, MARY	JNL PERSPECTIVE L	51,460.23	42.88	0.00	42.88	90.0	38.59
06/30/2017	CROWLEY, HELEN	JNL PERSPECTIVE L	43,547.30	36.29	0.00	36.29	90.0	32.66
06/30/2017	FREISTROFFER, HENRY	JNL PERSPECTIVE L	188,190.59	156.83	0.00	156.83	90.0	141.15
06/30/2017	HIPPENSTEEL, PAMELA	JNL PERSPECTIVE L	71,844.58	59.87	0.00	59.87	90.0	53.88
06/30/2017	BOHNKE, LON	JNL PERSPECTIVE L	61,189.48	50.99	0.00	50.99	90.0	45.89
06/30/2017	ROGERS, ADRIENNE	JNL PERSPECTIVE L	50,241.02	41.87	0.00	41.87	90.0	37.68
06/30/2017	ROGERS, JOHN	JNL PERSPECTIVE L	49,897.88	41.58	0.00	41.58	90.0	37.42
06/30/2017	BUTCHER, JACK	JOHN HANCOCK VISION	163,723.97	156.90	0.00	156.90	90.0	141.21
06/30/2017	WEST, JOLAN	JOHN HANCOCK VISION	122,895.56	117.77	0.00	117.77	90.0	105.99
07/01/2017	PAYNE, MARTHA	NATIONWIDE MARKETFLEX BB	14,953.05	37.38	0.00	37.38	90.0	33.64
/ /	MARATHON LABELS 401K	NWL FLEX ADVANTAGE	275,103.78	56.53	0.00	56.53	90.0	50.88
/ /	NEW HAVEN PRINT &	NWL FLEX ADVANTAGE	814,697.90	200.88	0.00	200.88	90.0	180.79
/ /	MARATHON LABELS 401K	NWL POOLED FXD	51,851.83	10.65	0.00	10.65	90.0	9.59
/ /	NEW HAVEN PRINT &	NWL POOLED FXD	3,049.49	0.75	0.00	0.75	90.0	0.68
06/30/2017	WEST, STEVEN	PRU AS APEX II	255,784.47	159.87	0.00	159.87	90.0	143.88

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
06/30/2017	WEST, STEVEN	PRU AS APEX II	255,784.47	479.60	0.00	479.60	90.0	431.64
06/30/2017	HEY, BYARD	PRU AS APEX II	89,055.14	55.66	0.00	55.66	90.0	50.09
06/30/2017	HEY, BYARD	PRU AS APEX II	89,055.14	166.98	0.00	166.98	90.0	150.28
06/30/2017	BROWN, KENNETH	PRU AS APEX II	109,874.88	68.67	0.00	68.67	90.0	61.80
06/30/2017	BROWN, KENNETH	PRU AS APEX II	109,874.88	206.02	0.00	206.02	90.0	185.42
06/30/2017	RIEBE, ALAN	PRU AS APEX II	120,074.37	75.05	0.00	75.05	90.0	67.55
06/30/2017	RIEBE, ALAN	PRU AS APEX II	120,074.37	225.14	0.00	225.14	90.0	202.63
06/30/2017	ARCHER, GARY	PRU AS APEX II	168,591.32	105.37	0.00	105.37	90.0	94.83
06/30/2017	ARCHER, GARY	PRU AS APEX II	168,591.32	316.11	0.00	316.11	90.0	284.50
06/30/2017	SIMS, SUSAN	PRU AS APEX II	67,616.70	42.26	0.00	42.26	90.0	38.03
06/30/2017	SIMS, SUSAN	PRU AS APEX II	67,616.70	126.78	0.00	126.78	90.0	114.10
06/30/2017	SVOBODA, JOYCE	PRU AS LIFEVEST II	82,088.52	51.31	0.00	51.31	90.0	46.18
06/30/2017	SVOBODA, JOYCE	PRU AS LIFEVEST II	82,088.52	153.92	0.00	153.92	90.0	138.53
06/30/2017	GETTS, JUDITH	PRU AS LIFEVEST II	49,785.48	31.12	0.00	31.12	90.0	28.01
06/30/2017	GETTS, JUDITH	PRU AS LIFEVEST II	49,785.48	93.35	0.00	93.35	90.0	84.02
06/30/2017	TEUBNER, KATHERINE	PRU AS LIFEVEST II	50,364.18	31.48	0.00	31.48	90.0	28.33
06/30/2017	TEUBNER, KATHERINE	PRU AS LIFEVEST II	50,364.18	94.43	0.00	94.43	90.0	84.99
06/30/2017	TEUBNER, KATHERINE	PRU AS LIFEVEST II	43,978.37	27.49	0.00	27.49	90.0	24.74
06/30/2017	TEUBNER, KATHERINE	PRU AS LIFEVEST II	43,978.37	82.46	0.00	82.46	90.0	74.21
06/30/2017	POORMAN, MAX	PRU AS LIFEVEST II	71,101.31	133.31	0.00	133.31	90.0	119.98
06/30/2017	POORMAN, MAX	PRU AS LIFEVEST II	71,101.31	44.44	0.00	44.44	90.0	40.00
06/30/2017	ZONAKIS, DELORES	PRU AS LIFEVEST II	31,706.55	59.45	0.00	59.45	90.0	53.51
06/30/2017	ZONAKIS, DELORES	PRU AS LIFEVEST II	31,706.55	19.82	0.00	19.82	90.0	17.84
06/30/2017	ZONAKIS, DELORES	PRU AS LIFEVEST II	46,260.36	86.74	0.00	86.74	90.0	78.07
06/30/2017	ZONAKIS, DELORES	PRU AS LIFEVEST II	46,260.36	28.91	0.00	28.91	90.0	26.02
06/30/2017	POORMAN, MAX	PRU AS LIFEVEST II	42,568.96	79.82	0.00	79.82	90.0	71.84
06/30/2017	POORMAN, MAX	PRU AS LIFEVEST II	42,568.96	26.61	0.00	26.61	90.0	23.95
06/30/2017	TEUBNER, KATHERINE	PRU AS XTRA CREDIT SIX	78,885.63	49.30	0.00	49.30	90.0	44.37
06/30/2017	TEUBNER, KATHERINE	PRU AS XTRA CREDIT SIX	78,885.63	49.30	0.00	49.30	90.0	44.37
06/30/2017	COLE, NANCY	PRU AS XTRA CREDIT SIX	535,177.68	334.49	0.00	334.49	90.0	301.04
06/30/2017	FULBRIGHT, SHERRY	PRU AS XTRA CREDIT SIX	147,692.86	92.31	0.00	92.31	90.0	83.08
06/30/2017	PICCIANO, DEAN	PRU AS XTRA CREDIT SIX	161,190.37	100.74	0.00	100.74	90.0	90.67
06/30/2017	PICCIANO, DEAN	PRU AS XTRA CREDIT SIX	161,190.37	100.74	0.00	100.74	90.0	90.67

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>								
06/30/2017	RIEBE, ALAN	PRU DEFINED INCOME	163,337.82	408.34	0.00	408.34	90.0	367.51
06/30/2017	BUTCHER, JACK	PRU PREMIER INVT A	69,880.93	52.41	0.00	52.41	90.0	47.17
06/30/2017	DOWNING, LYNETTE	PRU PREMIER RETIREMENT L	159,994.01	399.99	0.00	399.99	90.0	359.99
06/30/2017	SHAW, LORI	PRU PREMIER RETIREMENT L	181,768.87	454.42	0.00	454.42	90.0	408.98
06/30/2017	KELTY, RICHARD	PRU PREMIER RETIREMENT L	276,135.66	690.34	0.00	690.34	90.0	621.31
06/30/2017	KELTY, SANDRA	PRU PREMIER RETIREMENT L	124,284.16	310.71	0.00	310.71	90.0	279.64
06/30/2017	WALKER-BLESSING, DAWN	PRU PREMIER RETIREMENT L	187,453.10	468.63	0.00	468.63	90.0	421.77
06/30/2017	SCHNEPP, DAVID	PRU PREMIER RETIREMENT L	95,900.00	239.75	0.00	239.75	90.0	215.78
06/30/2017	FREISTROFFER, HENRY	PRU PREMIER RETIREMENT L	42,838.84	107.10	0.00	107.10	90.0	96.39
* VARIABLE ANNUITIES SUBTOTAL *			\$12,692,020.60	\$15,313.44	\$0.00	\$15,313.44		\$13,782.15
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
06/19/2017	HELMBERGER, GENNA	SAMMONS	0.00	5.78	0.00	5.78	90.0	5.20
06/28/2017	KERN, BRIAN	SAMMONS	0.00	11.77	0.00	11.77	90.0	10.59
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *			\$0.00	\$17.55	\$0.00	\$17.55		\$15.79
*** BROKER TRANSACTIONS TOTAL ***			\$12,692,020.60	\$16,776.08	\$0.00	\$16,776.08		\$15,098.51
<u>ADJUSTMENTS</u>								
07/15/2017		*E & O INSURANCE: CURRENT MONTH INS	0.00					-300.00
07/15/2017		*TECHNOLOGY: ADMIN - LEESA KERN	0.00					-100.00
07/15/2017		*TECHNOLOGY: CURRENT MONTH TECH	0.00					-275.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$-675.00

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	\$15,098.51
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	\$14,423.51
Year-to-date Gross	\$69,992.01
Year-to-date Earnings	\$63,030.52