



Concorde Investment Services, LLC
COMMISSION STATEMENT
March 15, 2018

03/13/2018
Page No. 1

ROBERT, L117 LUCHSINGER
600 Johnson Ave.
Suite B5
Bohemia, NY 11716

BROKER #: L117
BRANCH: ROBERT LUCHSINGER

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>CLEARING TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: STOCKS</u>								
03/05/2018	GRANT, JOHN	AT&T INC COM	-11,949.43	60.00	22.50	37.50	95.0	35.63
03/05/2018	GRANT, JOHN	NCR CORP COM	-479.37	30.00	22.50	7.50	95.0	7.13
03/05/2018	GRANT, JOHN	TERADATA CORP DEL COM	-572.33	30.00	22.50	7.50	95.0	7.13
* STOCKS SUBTOTAL *			\$-13,001.13	\$120.00	\$67.50	\$52.50		\$49.89
*** CLEARING TRANSACTIONS TOTAL ***			\$-13,001.13	\$120.00	\$67.50	\$52.50		\$49.89

<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
03/02/2018	FRANCIONI, ANNA	AM FUNDS ICA A	1,500.00	75.00	0.00	75.00	95.0	71.25
03/02/2018	KAMPMANN, MURIEL	AM FUNDS ICA C	250.00	2.50	0.00	2.50	95.0	2.38
02/26/2018	HANAK, EMMA	AM FUNDS WASHINGTON MUTUAL INVESTOR	297.65	12.65	0.00	12.65	95.0	12.02
03/02/2018	KAMPMANN, MURIEL	AM FUNDS WASHINGTON MUTUAL INVESTOR	250.00	2.50	0.00	2.50	95.0	2.38
02/16/2018	PRYDETKO, WALTER	OPPENHEIMER CAPITAL APPRECIATION A	69.71	1.12	0.00	1.12	95.0	1.06
02/16/2018	PRYDETKO, WALTER	OPPENHEIMER CAPITAL APPRECIATION A	33.75	0.54	0.00	0.54	95.0	0.51
02/20/2018	PRYDETKO, WALTER	OPPENHEIMER CAPITAL APPRECIATION A	69.71	1.12	0.00	1.12	95.0	1.06
02/20/2018	PRYDETKO, WALTER	OPPENHEIMER CAPITAL APPRECIATION A	33.75	0.54	0.00	0.54	95.0	0.51
02/26/2018	PRYDETKO, WALTER	OPPENHEIMER CAPITAL APPRECIATION A	69.71	1.12	0.00	1.12	95.0	1.06
02/26/2018	PRYDETKO, WALTER	OPPENHEIMER CAPITAL APPRECIATION A	33.75	0.54	0.00	0.54	95.0	0.51
02/16/2018	PRYDETKO, WALTER	OPPENHEIMER GLOBAL A	69.71	1.12	0.00	1.12	95.0	1.06
02/16/2018	PRYDETKO, WALTER	OPPENHEIMER GLOBAL A	33.75	0.54	0.00	0.54	95.0	0.51
02/20/2018	PRYDETKO, WALTER	OPPENHEIMER GLOBAL A	69.71	1.12	0.00	1.12	95.0	1.06
02/20/2018	PRYDETKO, WALTER	OPPENHEIMER GLOBAL A	33.75	0.54	0.00	0.54	95.0	0.51
02/26/2018	PRYDETKO, WALTER	OPPENHEIMER GLOBAL A	69.71	1.12	0.00	1.12	95.0	1.06
02/26/2018	PRYDETKO, WALTER	OPPENHEIMER GLOBAL A	33.75	0.54	0.00	0.54	95.0	0.51
02/16/2018	PRYDETKO, WALTER	OPPENHEIMER GLOBAL ALLOCATION A	41.83	0.67	0.00	0.67	95.0	0.64

NOTES: * - Indicates adjustment is not included in 1099 Earnings
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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
02/16/2018	PRYDETKO, WALTER	OPPENHEIMER GLOBAL ALLOCATION A	20.25	0.32	0.00	0.32	95.0	0.30
02/20/2018	PRYDETKO, WALTER	OPPENHEIMER GLOBAL ALLOCATION A	41.83	0.67	0.00	0.67	95.0	0.64
02/20/2018	PRYDETKO, WALTER	OPPENHEIMER GLOBAL ALLOCATION A	20.25	0.32	0.00	0.32	95.0	0.30
02/26/2018	PRYDETKO, WALTER	OPPENHEIMER GLOBAL ALLOCATION A	41.83	0.67	0.00	0.67	95.0	0.64
02/26/2018	PRYDETKO, WALTER	OPPENHEIMER GLOBAL ALLOCATION A	20.25	0.32	0.00	0.32	95.0	0.30
02/16/2018	PRYDETKO, WALTER	OPPENHEIMER GOLD & SPECIAL MINERALS	27.89	0.45	0.00	0.45	95.0	0.43
02/16/2018	PRYDETKO, WALTER	OPPENHEIMER GOLD & SPECIAL MINERALS	13.50	0.22	0.00	0.22	95.0	0.21
02/20/2018	PRYDETKO, WALTER	OPPENHEIMER GOLD & SPECIAL MINERALS	27.89	0.45	0.00	0.45	95.0	0.43
02/20/2018	PRYDETKO, WALTER	OPPENHEIMER GOLD & SPECIAL MINERALS	13.50	0.22	0.00	0.22	95.0	0.21
02/26/2018	PRYDETKO, WALTER	OPPENHEIMER GOLD & SPECIAL MINERALS	27.89	0.45	0.00	0.45	95.0	0.43
02/26/2018	PRYDETKO, WALTER	OPPENHEIMER GOLD & SPECIAL MINERALS	13.50	0.22	0.00	0.22	95.0	0.21
02/16/2018	PRYDETKO, WALTER	OPPENHEIMER MAIN STREET SMALLCAP A	69.71	1.12	0.00	1.12	95.0	1.06
02/16/2018	PRYDETKO, WALTER	OPPENHEIMER MAIN STREET SMALLCAP A	33.75	0.54	0.00	0.54	95.0	0.51
02/20/2018	PRYDETKO, WALTER	OPPENHEIMER MAIN STREET SMALLCAP A	69.71	1.12	0.00	1.12	95.0	1.06
02/20/2018	PRYDETKO, WALTER	OPPENHEIMER MAIN STREET SMALLCAP A	33.75	0.54	0.00	0.54	95.0	0.51
02/26/2018	PRYDETKO, WALTER	OPPENHEIMER MAIN STREET SMALLCAP A	69.71	1.12	0.00	1.12	95.0	1.06
02/26/2018	PRYDETKO, WALTER	OPPENHEIMER MAIN STREET SMALLCAP A	33.75	0.54	0.00	0.54	95.0	0.51
02/13/2018	LUCHSINGER, VARIOUS	PACIFIC LIFE	1,000.00	47.50	0.00	47.50	95.0	45.13
* MUTUAL FUNDS SUBTOTAL *			\$4,539.20	\$160.07	\$0.00	\$160.07		\$152.03
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
02/26/2018	LENTINI, ANNA	HARTFORD LEADERS PLUS 2	5,000.00	275.00	0.00	275.00	95.0	261.25
02/28/2018	MOLNAR, J S KIP	JNL 468511134	13,890.34	2.89	0.00	2.89	95.0	2.75
03/02/2018	MOLNAR, J S KIP	JNL 468511134	1,000.00	45.00	0.00	45.00	95.0	42.75
02/28/2018	FLANAGAN, BARBARA	JNL 468511142	5,921.48	4.93	0.00	4.93	95.0	4.68
02/28/2018	NEVIN, NANCY	JNL NY PERSPECTIVE L	238,487.17	198.74	0.00	198.74	95.0	188.80
02/28/2018	TETA, JODI	JNL NY PERSPECTIVE L	238,286.59	198.57	0.00	198.57	95.0	188.64
02/28/2018	LUCHSINGER, ELIZABETH	JNL NY PERSPECTIVE L	170,281.74	141.90	0.00	141.90	95.0	134.81
02/26/2018	FLANAGAN, BARBARA	JNL PERSPECTIVE II 04/14	4,000.00	220.00	0.00	220.00	95.0	209.00
02/28/2018	LUCHSINGER, ROBERT	JNL PERSPECTIVE II 04/14	105,121.17	21.90	0.00	21.90	95.0	20.81
02/28/2018	STOCCO, ROBERT	JNL PERSPECTIVE II 04/14	45,550.58	9.49	0.00	9.49	95.0	9.02
02/28/2018	HANAK, SUSAN	JNL PERSPECTIVE II 04/14	456,102.06	95.02	0.00	95.02	95.0	90.27
02/28/2018	DEITSCH, PAUL	JNL PERSPECTIVE II 04/14	98,344.27	20.49	0.00	20.49	95.0	19.47
02/28/2018	GUARINO, CARMINE	JNL PERSPECTIVE II 04/14	208,057.59	43.35	0.00	43.35	95.0	41.18

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
02/28/2018	FLANAGAN, BARBARA	JNL PERSPECTIVE II 04/14	262,349.80	54.66	0.00	54.66	95.0	51.93
02/28/2018	YETTER, DEBRA	JNL PERSPECTIVE II 04/14	31,799.33	6.62	0.00	6.62	95.0	6.29
03/01/2018	SMITH, GARY	JNL PERSPECTIVE II 04/14	1,000.00	70.00	0.00	70.00	95.0	66.50
02/26/2018	FOURNIER, DANIEL	JNL PERSPECTIVE II 04/14	50,000.00	2,750.00	0.00	2,750.00	95.0	2,612.50
02/28/2018	KAMPMANN, ROBERT	JNL PERSPECTIVE II 04/14	393,971.26	82.08	0.00	82.08	95.0	77.98
02/28/2018	KAMPMANN, ROBERT	JNL PERSPECTIVE II 04/14	259,071.19	53.97	0.00	53.97	95.0	51.27
02/27/2018	ROBERTO, ROBERT	SBL SECURE DESIGNS VA	13,249.25	2.75	0.00	2.75	95.0	2.61
02/27/2018	KNAACK, JOHN	SBL SECURE DESIGNS VA	122,131.43	101.77	0.00	101.77	95.0	96.68
02/27/2018	ROBERTO, RICHARD	SBL SECURE DESIGNS VA	13,394.97	2.79	0.00	2.79	95.0	2.65
02/27/2018	YBAY, ERLINDA	SBL SECURE DESIGNS VA	121,732.82	101.45	0.00	101.45	95.0	96.38
02/07/2018	SALANITRO, ISABEL	TRANSAMERICA LIBERTY	6,491.87	5.41	0.00	5.41	95.0	5.14
02/13/2018	PUMA, ANN	TRANSAMERICA LIBERTY	36,487.11	30.41	0.00	30.41	95.0	28.89
02/15/2018	MAZZA, JOSEPH	TRANSAMERICA LIBERTY	116,377.28	96.98	0.00	96.98	95.0	92.13
02/28/2018	LUCHSINGER, JANE	TRANSAMERICA LIBERTY	15,140.85	12.62	0.00	12.62	95.0	11.99
02/17/2018	KNAACK, PATRICIA	TRANSAMERICA LIFE 89353J666	791,260.91	164.85	0.00	164.85	95.0	156.61
* VARIABLE ANNUITIES SUBTOTAL *			\$3,824,501.06	\$4,813.64	\$0.00	\$4,813.64		\$4,572.98
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
03/01/2018	GRIFFIN, DOUGLAS	AM FUNDS AMCAP A	0.00	214.97	0.00	214.97	95.0	204.22
03/01/2018	SALANITRO, ISABEL	AM FUNDS BOND FUND OF AMERICA A	0.00	3.53	0.00	3.53	95.0	3.35
03/01/2018	KAMPMANN, PATRICIA	AM FUNDS CAPITAL INCOME BUILDER A	0.00	8.40	0.00	8.40	95.0	7.98
03/01/2018	SALANITRO, ISABEL	AM FUNDS GROWTH FUND OF AMERICA A	0.00	35.04	0.00	35.04	95.0	33.29
03/01/2018	YBAY, ERLINDA	AM FUNDS ICA A	0.00	2.23	0.00	2.23	95.0	2.12
03/01/2018	DOUGLAS, ANDREA	AM FUNDS ICA A	0.00	8.59	0.00	8.59	95.0	8.16
03/01/2018	LEAVY JT TEN, FLORENCE	AM FUNDS ICA A	0.00	5.09	0.00	5.09	95.0	4.84
03/01/2018	FRANCIONI, ANNA	AM FUNDS ICA A	0.00	2.40	0.00	2.40	95.0	2.28
03/01/2018	KAMPMANN, MURIEL	AM FUNDS ICA C	0.00	16.71	0.00	16.71	95.0	15.87
03/01/2018	CHIAPPERINO, LORRAINE	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	0.45	0.00	0.45	95.0	0.43
03/01/2018	BECKWITH, CHRISTINE	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	4.78	0.00	4.78	95.0	4.54
03/01/2018	YBAY, ERLINDA	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	3.73	0.00	3.73	95.0	3.54
03/01/2018	HANAK, EMMA	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	10.16	0.00	10.16	95.0	9.65
03/01/2018	KAMPMANN, PATRICIA	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	66.51	0.00	66.51	95.0	63.18
03/01/2018	KAMPMANN, MURIEL	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	16.86	0.00	16.86	95.0	16.02
03/05/2018	GREVE, DONNA	COLUMBIA EQUITY VALUE A	0.00	4.41	0.00	4.41	95.0	4.19

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
03/05/2018	LUCHSINGER, ELIZABETH	COLUMBIA GREATER CHINA A	0.00	5.14	0.00	5.14	95.0	4.88
03/05/2018	GREVE UTMA NY, PATRICK	COLUMBIA LARGE CAP GROWTH FUND-V	0.00	0.00	0.00	0.00	95.0	0.00
03/05/2018	GREVE UTMA NY, GEORGE	COLUMBIA LARGE CAP GROWTH FUND-V	0.00	0.00	0.00	0.00	95.0	0.00
03/05/2018	532 COUNTY RT 111	COLUMBIA LG VALUE QUANTITATIVE T	0.00	0.00	0.00	0.00	95.0	0.00
03/05/2018	LUCHSINGER, ELIZABETH	COLUMBIA MIDCAP VALUE A	0.00	3.91	0.00	3.91	95.0	3.71
03/05/2018	BREITFELLER, CYNTHIA	COLUMBIA STRATEGIC INCOME A	0.00	0.38	0.00	0.38	95.0	0.36
02/14/2018	MCKENNA, STEPHANIE	EATON VANCE FLOATING RATE FUND CLAS	0.00	0.01	0.00	0.01	95.0	0.01
02/28/2018	HANAK, EMMA	EATON VANCE NATIONAL MUNICIPAL INCO	0.00	34.24	0.00	34.24	95.0	32.53
* MUTUAL FUND 12B1 TRAILS SUBTOTAL *			\$0.00	\$447.54	\$0.00	\$447.54		\$425.15
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
02/20/2018	MAZZA, JOSEPH	ING EMPIRE INNOVATIONS STD OPT A	612,181.94	1,530.45	0.00	1,530.45	95.0	1,453.93
02/26/2018	PATTERSON, BARBARA	PAC LIFE INNOVATIVE SELECT	0.00	1,900.00	0.00	1,900.00	95.0	1,805.00
02/12/2018	HANAK, SUSAN	PAC LIFE INNOVATIVE SELECT NY	0.00	245.69	0.00	245.69	95.0	233.41
02/14/2018	HANDLER, LOUIS	PAC LIFE INNOVATIVE SELECT NY	0.00	75.16	0.00	75.16	95.0	71.40
02/20/2018	LUCHSINGER, WILLIAM	PAC LIFE INNOVATIVE SELECT NY	0.00	623.40	0.00	623.40	95.0	592.23
02/20/2018	MOLNAR, J S KIP	PAC LIFE INNOVATIVE SELECT NY	0.00	300.26	0.00	300.26	95.0	285.25
02/23/2018	SMITH, ROSEMARY	PAC LIFE INNOVATIVE SELECT NY	0.00	706.64	0.00	706.64	95.0	671.31
02/26/2018	DEPTULA, SUSAN	PAC LIFE INNOVATIVE SELECT NY	0.00	606.55	0.00	606.55	95.0	576.22
02/26/2018	FLANAGAN, BARBARA	PACIFIC CHOICE	0.00	105.00	0.00	105.00	95.0	99.75
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *			\$612,181.94	\$6,093.15	\$0.00	\$6,093.15		\$5,788.50
*** DIRECT TRANSACTIONS TOTAL ***			\$4,441,222.20	\$11,514.40	\$0.00	\$11,514.40		\$10,938.66

OVERRIDE TRANSACTIONS**BROKER: L149-ROBERT LUCHSINGER #388**

02/28/2018	MANNETTA, VIRGINIA	JOHN HANCOCK LIFE INS CO	120,131.71	100.11	0.00	100.11	0.0	40.04
02/22/2018	GARDNER, MARILYN	ALLIANZ NFJ DIVIDEND VALUE FUND CLA	0.00	4.73	0.00	4.73	0.0	1.89
02/22/2018	GARDNER, MARILYN	ALLIANZ NFJ LARGE CAP VALUE A	0.00	3.82	0.00	3.82	0.0	1.53
02/22/2018	GARDNER, MARILYN	FRANKLIN INCOME A	0.00	2.91	0.00	2.91	0.0	1.16
02/19/2018	MALIVA, JOAN	ING EMPIRE INNOVATIONS STD OPT A	16,415.98	41.04	0.00	41.04	0.0	16.42
02/22/2018	HUNTE, SHEILA	OPPENHEIMER ROCHESTER MUNICIPALS A	0.00	6.01	0.00	6.01	0.0	2.40
02/21/2018	VIONE, LESLEY	PAC LIFE FLOATING RATE INCOME FUND	0.00	1.08	0.00	1.08	0.0	0.43
02/21/2018	GARDNER, MARILYN	PAC LIFE FLOATING RATE INCOME FUND	0.00	1.36	0.00	1.36	0.0	0.54

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<u>VERRIDE TRANSACTIONS</u>								
BROKER: L149-ROBERT LUCHSINGER #388								
02/21/2018	KNAACK, PATRICIA	PAC LIFE FLOATING RATE INCOME FUND	0.00	0.64	0.00	0.64	0.0	0.26
02/21/2018	GARDNER, MARILYN	PAC LIFE FUNDS PORT OPTIMIZATION CO	0.00	5.43	0.00	5.43	0.0	2.17
02/21/2018	HESS, RALPH	PAC LIFE FUNDS PORT OPTIMIZATION CO	0.00	5.12	0.00	5.12	0.0	2.05
02/21/2018	CAPASSO, DEBRA	PAC LIFE PORT OPT MOD AGGRESSIVE	3,250.00	130.00	0.00	130.00	0.0	52.00
02/21/2018	CAPASSO, MICHAEL	PAC LIFE PORT OPT MOD AGRESSIVE	3,250.00	130.00	0.00	130.00	0.0	52.00
02/21/2018	CAPASSO, DEBRA	PAC LIFE PORT OPT MOD CONSERVATIVE	3,250.00	130.00	0.00	130.00	0.0	52.00
02/21/2018	CAPASSO, MICHAEL	PAC LIFE PORT OPT MODERATE	3,250.00	130.00	0.00	130.00	0.0	52.00
02/21/2018	REILLY, JAMES	PAC LIFE PORT OPTIM MOD AGG	0.00	9.54	0.00	9.54	0.0	3.82
02/21/2018	KNAACK, PATRICIA	PACIFIC LIFE FUNDS STRATEGIC INCOME	0.00	1.88	0.00	1.88	0.0	0.75
02/22/2018	MANNETTA, VIRGINIA	ROCHESTER LIMITED TERM NEW YORK MUN	0.00	4.87	0.00	4.87	0.0	1.95
/ /	KNAACK, JOHN	RYDEX GUGG MID CAP VALUE A	0.00	4.63	0.00	4.63	0.0	1.85
02/13/2018	VIONE, LESLEY	SUNAMERICA FOCUSED ALPHA GROWTH A	0.00	0.16	0.00	0.16	0.0	0.06
02/13/2018	CELENTANO, MAURA	SUNAMERICA FOCUSED ALPHA GROWTH A	0.00	0.63	0.00	0.63	0.0	0.25
02/13/2018	REILLY, JAMES	SUNAMERICA FOCUSED ALPHA LARGE CAP A	0.00	5.43	0.00	5.43	0.0	2.17
02/13/2018	CELENTANO, MAURA	SUNAMERICA FOCUSED ALPHA LARGE CAP A	0.00	2.26	0.00	2.26	0.0	0.90
02/13/2018	HUNTE, SHEILA	SUNAMERICA HIGH YIELD BOND A	0.00	0.74	0.00	0.74	0.0	0.30
02/13/2018	HUNTE, SHEILA	SUNAMERICA STRATEGIC BOND FUND CLAS	0.00	1.14	0.00	1.14	0.0	0.46
* L149-ROBERT LUCHSINGER SUBTOTAL *			\$149,547.69	\$723.53	\$0.00	\$723.53		\$289.40
*** OVERRIDE TRANSACTIONS TOTAL ***			\$149,547.69	\$723.53	\$0.00	\$723.53		\$289.40
<u>ADJUSTMENTS</u>								
03/15/2018		*AI INSIGHT: CURRENT MONTH	0.00					-7.00
03/15/2018		*CONCIERGE SVC: 210284 FOURNIER	0.00					-50.00
03/15/2018		*E & O INSURANCE: CURRENT MONTH INS	0.00					-300.00
03/15/2018		*FINRA: CE TRACKED S201	0.00					-55.00
03/15/2018		*PERSHING: MANDITORY REORG - HANDLE	0.00					-10.00
03/15/2018		*PERSHING: MANDITORY REORG - VIONE	0.00					-10.00
03/15/2018		*PERSHING: BOOKS & RECORDS	0.00					-3.96
03/15/2018		*PERSHING: BOOKS & RECORDS	0.00					-3.17
03/15/2018		*TECHNOLOGY: CURRENT MONTH BASIC	0.00					-180.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$-619.13

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BROKER COMMISSION TOTALS

Broker Transactions	\$10,988.55
Split Transactions	\$0.00
Override Transactions	\$289.40
Adjustments	\$-619.13
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$10,658.82
Year-to-date Gross	\$55,712.23
Year-to-date Earnings	\$54,349.54