



Concorde Investment Services, LLC
COMMISSION STATEMENT
 January 31, 2017

01/27/2017
 Page No. 1

JEFFREY KAUFMAN
 801 Gray Oak Drive

BROKER #: K119
 BRANCH: JEFFREY KAUFMAN

Columbia, MO 65201

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
01/17/2017	MEDLEY, LISA	AM FUNDS AMERICAN BALANCED A	49.81	0.50	0.00	0.50	90.0	0.45
01/17/2017	MEDLEY, LISA	AM FUNDS AMERICAN BALANCED A	49.81	0.50	0.00	0.50	90.0	0.45
01/11/2017	GUIER, CLINT	AM FUNDS GROWTH FUND OF AMERICA A	450.00	9.00	0.00	9.00	90.0	8.10
01/11/2017	GUIER, JENNIFER	AM FUNDS GROWTH FUND OF AMERICA A	100.00	2.00	0.00	2.00	90.0	1.80
01/11/2017	GUIER, JENNIFER	AM FUNDS GROWTH FUND OF AMERICA A	350.00	7.00	0.00	7.00	90.0	6.30
01/17/2017	GRIFFIN, AMANDA	AM FUNDS GROWTH FUND OF AMERICA A	100.00	3.75	0.00	3.75	90.0	3.38
01/17/2017	GRIFFIN, SHAWN	AM FUNDS GROWTH FUND OF AMERICA A	50.00	1.88	0.00	1.88	90.0	1.69
01/17/2017	EULTGEN, VICKI	AM FUNDS GROWTH FUND OF AMERICA A	75.00	0.75	0.00	0.75	90.0	0.68
01/17/2017	EULTGEN, VICKI	AM FUNDS GROWTH FUND OF AMERICA A	38.17	0.38	0.00	0.38	90.0	0.34
01/17/2017	TURNER, JOSH	AM FUNDS GROWTH FUND OF AMERICA A	30.00	0.30	0.00	0.30	90.0	0.27
01/17/2017	TURNER, JOSH	AM FUNDS GROWTH FUND OF AMERICA A	30.00	0.30	0.00	0.30	90.0	0.27
01/17/2017	MURPHY, MELISSA	AM FUNDS GROWTH FUND OF AMERICA A	260.25	2.60	0.00	2.60	90.0	2.34
01/17/2017	MURPHY, MELISSA	AM FUNDS GROWTH FUND OF AMERICA A	41.25	0.41	0.00	0.41	90.0	0.37
01/17/2017	MURPHY, MICHAEL	AM FUNDS GROWTH FUND OF AMERICA A	520.50	5.21	0.00	5.21	90.0	4.69
01/17/2017	MURPHY, MICHAEL	AM FUNDS GROWTH FUND OF AMERICA A	82.50	0.83	0.00	0.83	90.0	0.75
01/17/2017	VICTOR, THOMAS	AM FUNDS GROWTH FUND OF AMERICA A	30.38	0.30	0.00	0.30	90.0	0.27
01/17/2017	VICTOR, THOMAS	AM FUNDS GROWTH FUND OF AMERICA A	30.38	0.30	0.00	0.30	90.0	0.27
01/17/2017	TURNER, COREY	AM FUNDS GROWTH FUND OF AMERICA A	41.25	0.41	0.00	0.41	90.0	0.37
01/17/2017	TURNER, COREY	AM FUNDS GROWTH FUND OF AMERICA A	260.25	2.60	0.00	2.60	90.0	2.34
01/17/2017	RYAN, MATTHEW	AM FUNDS GROWTH FUND OF AMERICA A	67.50	0.68	0.00	0.68	90.0	0.61
01/17/2017	RYAN, MATTHEW	AM FUNDS GROWTH FUND OF AMERICA A	67.50	0.68	0.00	0.68	90.0	0.61
01/17/2017	UNZICKER, WILLIAM	AM FUNDS GROWTH FUND OF AMERICA A	82.50	0.83	0.00	0.83	90.0	0.75
01/17/2017	UNZICKER, WILLIAM	AM FUNDS GROWTH FUND OF AMERICA A	82.50	0.83	0.00	0.83	90.0	0.75
01/17/2017	EULTGEN, VICKI	AM FUNDS ICA A	75.00	0.75	0.00	0.75	90.0	0.68
01/17/2017	EULTGEN, VICKI	AM FUNDS ICA A	38.17	0.38	0.00	0.38	90.0	0.34
01/17/2017	MURPHY, MELISSA	AM FUNDS ICA A	208.20	2.08	0.00	2.08	90.0	1.87

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: MUTUAL FUNDS</u>								
01/17/2017	MURPHY, MELISSA	AM FUNDS ICA A	33.00	0.33	0.00	0.33	90.0	0.30
01/17/2017	RIDGWAY, BENJAMIN	AM FUNDS ICA A	50.00	0.50	0.00	0.50	90.0	0.45
01/17/2017	RIDGWAY, BENJAMIN	AM FUNDS ICA A	50.00	0.50	0.00	0.50	90.0	0.45
01/17/2017	SUTTON, CHRISTOPHER	AM FUNDS ICA A	96.60	0.97	0.00	0.97	90.0	0.87
01/17/2017	SUTTON, CHRISTOPHER	AM FUNDS ICA A	112.00	1.12	0.00	1.12	90.0	1.01
01/17/2017	ELMORE, STUART	AM FUNDS ICA A	90.00	0.90	0.00	0.90	90.0	0.81
01/17/2017	ELMORE, STUART	AM FUNDS ICA A	90.00	0.90	0.00	0.90	90.0	0.81
01/17/2017	MEDLEY, LISA	AM FUNDS ICA A	49.81	0.50	0.00	0.50	90.0	0.45
01/17/2017	MEDLEY, LISA	AM FUNDS ICA A	49.81	0.50	0.00	0.50	90.0	0.45
01/17/2017	MURPHY, MELISSA	AM FUNDS INTL GROWTH AND INCOME A	208.20	2.08	0.00	2.08	90.0	1.87
01/17/2017	MURPHY, MELISSA	AM FUNDS INTL GROWTH AND INCOME A	33.00	0.33	0.00	0.33	90.0	0.30
01/17/2017	ROBINETT, CHARISSA	AM FUNDS NEW ECONOMY A	50.69	0.51	0.00	0.51	90.0	0.46
01/17/2017	ROBINETT, CHARISSA	AM FUNDS NEW ECONOMY A	50.69	0.51	0.00	0.51	90.0	0.46
01/17/2017	SUTTON, CHRISTOPHER	AM FUNDS NEW ECONOMY A	41.40	0.41	0.00	0.41	90.0	0.37
01/17/2017	SUTTON, CHRISTOPHER	AM FUNDS NEW ECONOMY A	48.00	0.48	0.00	0.48	90.0	0.43
01/17/2017	EULTGEN, VICKI	AM FUNDS NEW PERSPECTIVE A	50.00	0.50	0.00	0.50	90.0	0.45
01/17/2017	EULTGEN, VICKI	AM FUNDS NEW PERSPECTIVE A	25.46	0.25	0.00	0.25	90.0	0.23
01/17/2017	TURNER, JOSH	AM FUNDS NEW PERSPECTIVE A	30.00	0.30	0.00	0.30	90.0	0.27
01/17/2017	TURNER, JOSH	AM FUNDS NEW PERSPECTIVE A	30.00	0.30	0.00	0.30	90.0	0.27
01/17/2017	MURPHY, MELISSA	AM FUNDS NEW PERSPECTIVE A	208.20	2.08	0.00	2.08	90.0	1.87
01/17/2017	MURPHY, MELISSA	AM FUNDS NEW PERSPECTIVE A	33.00	0.33	0.00	0.33	90.0	0.30
01/17/2017	ROBINETT, CHARISSA	AM FUNDS NEW PERSPECTIVE A	50.69	0.51	0.00	0.51	90.0	0.46
01/17/2017	ROBINETT, CHARISSA	AM FUNDS NEW PERSPECTIVE A	50.69	0.51	0.00	0.51	90.0	0.46
01/17/2017	VICTOR, THOMAS	AM FUNDS NEW PERSPECTIVE A	30.38	0.30	0.00	0.30	90.0	0.27
01/17/2017	VICTOR, THOMAS	AM FUNDS NEW PERSPECTIVE A	30.38	0.30	0.00	0.30	90.0	0.27
01/17/2017	TURNER, COREY	AM FUNDS NEW PERSPECTIVE A	260.25	2.60	0.00	2.60	90.0	2.34
01/17/2017	TURNER, COREY	AM FUNDS NEW PERSPECTIVE A	41.25	0.41	0.00	0.41	90.0	0.37
01/17/2017	EULTGEN, VICKI	AM FUNDS NEW WORLD A	25.00	0.25	0.00	0.25	90.0	0.23
01/17/2017	EULTGEN, VICKI	AM FUNDS NEW WORLD A	12.72	0.13	0.00	0.13	90.0	0.12
01/17/2017	TURNER, JOSH	AM FUNDS NEW WORLD A	30.00	0.30	0.00	0.30	90.0	0.27
01/17/2017	TURNER, JOSH	AM FUNDS NEW WORLD A	30.00	0.30	0.00	0.30	90.0	0.27
01/17/2017	MURPHY, MELISSA	AM FUNDS NEW WORLD A	52.05	0.52	0.00	0.52	90.0	0.47
01/17/2017	MURPHY, MELISSA	AM FUNDS NEW WORLD A	8.25	0.08	0.00	0.08	90.0	0.07

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
01/17/2017	MURPHY, MICHAEL	AM FUNDS NEW WORLD A	520.50	5.21	0.00	5.21	90.0	4.69
01/17/2017	MURPHY, MICHAEL	AM FUNDS NEW WORLD A	82.50	0.83	0.00	0.83	90.0	0.75
01/17/2017	VICTOR, THOMAS	AM FUNDS NEW WORLD A	30.36	0.30	0.00	0.30	90.0	0.27
01/17/2017	VICTOR, THOMAS	AM FUNDS NEW WORLD A	30.36	0.30	0.00	0.30	90.0	0.27
01/17/2017	TURNER, COREY	AM FUNDS NEW WORLD A	41.25	0.41	0.00	0.41	90.0	0.37
01/17/2017	TURNER, COREY	AM FUNDS NEW WORLD A	260.25	2.60	0.00	2.60	90.0	2.34
01/17/2017	RYAN, MATTHEW	AM FUNDS NEW WORLD A	67.50	0.68	0.00	0.68	90.0	0.61
01/17/2017	RYAN, MATTHEW	AM FUNDS NEW WORLD A	67.50	0.68	0.00	0.68	90.0	0.61
01/17/2017	EULTGEN, VICKI	AM FUNDS SMALLCAP WORLD A	25.00	0.25	0.00	0.25	90.0	0.23
01/17/2017	EULTGEN, VICKI	AM FUNDS SMALLCAP WORLD A	12.72	0.13	0.00	0.13	90.0	0.12
01/17/2017	TURNER, JOSH	AM FUNDS SMALLCAP WORLD A	30.00	0.30	0.00	0.30	90.0	0.27
01/17/2017	TURNER, JOSH	AM FUNDS SMALLCAP WORLD A	30.00	0.30	0.00	0.30	90.0	0.27
01/17/2017	MURPHY, MELISSA	AM FUNDS SMALLCAP WORLD A	104.10	1.04	0.00	1.04	90.0	0.94
01/17/2017	MURPHY, MELISSA	AM FUNDS SMALLCAP WORLD A	16.50	0.17	0.00	0.17	90.0	0.15
01/17/2017	VICTOR, THOMAS	AM FUNDS SMALLCAP WORLD A	30.38	0.30	0.00	0.30	90.0	0.27
01/17/2017	VICTOR, THOMAS	AM FUNDS SMALLCAP WORLD A	30.38	0.30	0.00	0.30	90.0	0.27
01/17/2017	TURNER, COREY	AM FUNDS SMALLCAP WORLD A	260.25	2.60	0.00	2.60	90.0	2.34
01/17/2017	TURNER, COREY	AM FUNDS SMALLCAP WORLD A	41.25	0.41	0.00	0.41	90.0	0.37
01/17/2017	HOLTKAMP, MARIGENE	AM FUNDS U.S. GOVERNMENT SECURITIES	375.00	3.75	0.00	3.75	90.0	3.38
01/17/2017	HOLTKAMP, MARIGENE	AM FUNDS U.S. GOVERNMENT SECURITIES	74.55	0.75	0.00	0.75	90.0	0.68
01/17/2017	TOMPKINS, ERIKA	AM FUNDS WASHINGTON MUTUAL INVESTOR	158.74	1.59	0.00	1.59	90.0	1.43
01/17/2017	TOMPKINS, ERIKA	AM FUNDS WASHINGTON MUTUAL INVESTOR	95.24	0.95	0.00	0.95	90.0	0.86
01/04/2017	KAUFMAN, JEFFREY	PIONEER GROWTH OPPORTUNITIES A	0.00	14.07	0.00	14.07	90.0	12.66
* MUTUAL FUNDS SUBTOTAL *			\$7,646.77	\$103.68	\$0.00	\$103.68		\$93.37
<u>PRODUCT CATEGORY: LIFE INSURANCE</u>								
01/03/2017	KAUFMAN, JEFFREY	PAC LIFE VUL	200.00	4.00	0.00	4.00	90.0	3.60
01/03/2017	KAUFMAN, KIMBERLY	PAC LIFE VUL	75.00	1.50	0.00	1.50	90.0	1.35
01/03/2017	KAUFMAN, COOPER	PAC LIFE VUL	50.00	1.00	0.00	1.00	90.0	0.90
01/03/2017	KAUFMAN, ELLIE	PAC LIFE VUL	50.00	1.00	0.00	1.00	90.0	0.90
01/03/2017	GUIER, GREGORY	PAC LIFE VUL	185.00	1.85	0.00	1.85	90.0	1.67
01/03/2017	STALEY, MICHAELA	PAC LIFE VUL	50.00	1.00	0.00	1.00	90.0	0.90
01/03/2017	ROBINSON, PHYLILS	PAC LIFE VUL	150.00	3.00	0.00	3.00	90.0	2.70
01/03/2017	REDDICK, RYAN	PAC LIFE VUL	50.00	1.50	0.00	1.50	90.0	1.35

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: LIFE INSURANCE</u>								
01/03/2017	REDDICK, CRYSTAL	PAC LIFE VUL	50.00	1.50	0.00	1.50	90.0	1.35
01/03/2017	STALEY, JOSELYN	PAC LIFE VUL	150.00	3.00	0.00	3.00	90.0	2.70
01/03/2017	MCNERNEY, SUSAN	PAC LIFE VUL	200.06	6.00	0.00	6.00	90.0	5.40
01/03/2017	MCNERNEY, SUSAN	PAC LIFE VUL	799.94	24.00	0.00	24.00	90.0	21.60
01/03/2017	MCNERNEY, DASAN	PAC LIFE VUL	200.00	6.00	0.00	6.00	90.0	5.40
01/03/2017	MCNERNEY, ALYSSA	PAC LIFE VUL	150.00	4.50	0.00	4.50	90.0	4.05
01/03/2017	MCNERNEY, DYLAN	PAC LIFE VUL	150.00	4.50	0.00	4.50	90.0	4.05
01/04/2017	STEWART, CHAD	PAC LIFE VUL	420.00	8.40	0.00	8.40	90.0	7.56
01/05/2017	BROCKSMITH, RACHEL	PAC LIFE VUL	100.00	2.00	0.00	2.00	90.0	1.80
01/06/2017	ELLIOTT, PATRICIA	PAC LIFE VUL	100.00	2.00	0.00	2.00	90.0	1.80
01/09/2017	GUIER, CLINT	PAC LIFE VUL	74.29	0.74	0.00	0.74	90.0	0.67
01/09/2017	DANIELS, BEVERLY	PAC LIFE VUL	100.00	1.00	0.00	1.00	90.0	0.90
01/09/2017	GUIER, CLINT	PAC LIFE VUL	100.00	3.00	0.00	3.00	90.0	2.70
01/09/2017	CALLIS, CHARLES	PAC LIFE VUL	416.57	8.33	0.00	8.33	90.0	7.50
01/09/2017	HILL, MIKE	PAC LIFE VUL	150.00	3.00	0.00	3.00	90.0	2.70
01/12/2017	ANDING, MARY DIANE	PAC LIFE VUL	1,400.00	28.00	0.00	28.00	90.0	25.20
01/12/2017	REGAN, WILLIAM	PAC LIFE VUL	150.00	2.25	0.00	2.25	90.0	2.03
01/12/2017	GRIFFIN, SHAWN	PAC LIFE VUL	150.00	3.00	0.00	3.00	90.0	2.70
01/13/2017	CALLIS, ANNIS	PAC LIFE VUL	200.00	6.00	0.00	6.00	90.0	5.40
* LIFE INSURANCE SUBTOTAL *			\$5,870.86	\$132.07	\$0.00	\$132.07		\$118.88
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
01/09/2017	JONES, JUDY	PAC LIFE PACIFIC CHOICE	0.00	4,611.16	0.00	4,611.16	90.0	4,150.04
01/17/2017	YOUNG, MARY ELIZABETH	PAC LIFE PORTFOLIOS	0.00	18.38	0.00	18.38	90.0	16.54
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *			\$0.00	\$4,629.54	\$0.00	\$4,629.54		\$4,166.58
*** BROKER TRANSACTIONS TOTAL ***			\$13,517.63	\$4,865.29	\$0.00	\$4,865.29		\$4,378.83

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<u>SPLIT TRANSACTIONS</u>								
<u>BROKER: JEFF/JASON KAUFMAN/KEMBLE #349</u>								
01/17/2017	SUMNER, CALEB	AM FUNDS GROWTH FUND OF AMERICA A	275.06	7.56	0.00	7.56	90.0	6.80
01/17/2017	SUMNER, CALEB	AM FUNDS GROWTH FUND OF AMERICA A	1,600.00	44.00	0.00	44.00	90.0	39.60
01/17/2017	BARTLETT, STEVEN	AM FUNDS GROWTH FUND OF AMERICA A	77.50	0.43	0.00	0.43	90.0	0.39
01/17/2017	BARTLETT, STEVEN	AM FUNDS GROWTH FUND OF AMERICA A	46.50	0.26	0.00	0.26	90.0	0.23
01/17/2017	HAGUE, VICTORIA	AM FUNDS ICA A	400.00	2.20	0.00	2.20	90.0	1.98
01/17/2017	HAGUE, VICTORIA	AM FUNDS ICA A	63.84	0.35	0.00	0.35	90.0	0.32
01/17/2017	HAGUE, VICTORIA	AM FUNDS SMALLCAP WORLD A	100.00	0.55	0.00	0.55	90.0	0.50
01/17/2017	HAGUE, VICTORIA	AM FUNDS SMALLCAP WORLD A	15.96	0.09	0.00	0.09	90.0	0.08
01/17/2017	BARTLETT, STEVEN	AM FUNDS SMALLCAP WORLD A	77.50	0.43	0.00	0.43	90.0	0.39
01/17/2017	BARTLETT, STEVEN	AM FUNDS SMALLCAP WORLD A	46.50	0.26	0.00	0.26	90.0	0.23
01/17/2017	SUMNER, CALEB	AM FUNDS WASHINGTON MUTUAL INVESTOR	68.76	1.89	0.00	1.89	90.0	1.70
01/17/2017	SUMNER, CALEB	AM FUNDS WASHINGTON MUTUAL INVESTOR	400.00	11.00	0.00	11.00	90.0	9.90
* JEFF/JASON KAUFMAN/KEMBLE SUBTOTAL *			\$3,171.62	\$69.02	\$0.00	\$69.02		\$62.12
*** SPLIT TRANSACTIONS TOTAL ***			\$3,171.62	\$69.02	\$0.00	\$69.02		\$62.12

<u> OVERRIDE TRANSACTIONS</u>								
<u>BROKER: JASON KEMBLE #348</u>								
01/10/2017	DANIELS, CLINTON	AM FUNDS GROWTH FUND OF AMERICA A	200.00	10.00	0.00	10.00	90.0	4.00
01/10/2017	DANIELS, CLINTON	AM FUNDS SMALLCAP WORLD A	200.00	10.00	0.00	10.00	90.0	4.00
01/09/2017	JONES, JUDY	PAC LIFE PACIFIC CHOICE	0.00	4,611.16	0.00	4,611.16	90.0	1,844.46
* JASON KEMBLE SUBTOTAL *			\$400.00	\$4,631.16	\$0.00	\$4,631.16		\$1,852.46
*** OVERRIDE TRANSACTIONS TOTAL ***			\$400.00	\$4,631.16	\$0.00	\$4,631.16		\$1,852.46

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BROKER COMMISSION TOTALS

Broker Transactions	\$4,378.83
Split Transactions	\$62.12
Override Transactions	\$1,852.46
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	\$6,293.41
Year-to-date Gross	\$8,445.96
Year-to-date Earnings	\$9,991.72