



Concorde Investment Services, LLC

07/12/2017

Page No. 1

COMMISSION STATEMENT

July 15, 2017

STAN WEBB
300 N. Main Street
Suite 309
Wichita, KS 67202

BROKER #: W121
BRANCH: STAN WEBB

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
07/03/2017	SCHMITT, SUSAN	AGGRESSIVE PORTFOLIO A	50.00	2.50	0.00	2.50	92.0	2.30
07/03/2017	SCHMITT, SUSAN	AGGRESSIVE PORTFOLIO A	50.00	2.50	0.00	2.50	92.0	2.30
06/30/2017	DUSH, THERESA	AM FUNDS AMERICAN BALANCED A	50.00	1.38	0.00	1.38	92.0	1.27
06/26/2017	ROTHS, GLEN	AM FUNDS CAPITAL INCOME BUILDER A	100.00	3.75	0.00	3.75	92.0	3.45
07/06/2017	HENDERSON, SUSAN	AM FUNDS CAPITAL INCOME BUILDER A	25.00	1.06	0.00	1.06	92.0	0.98
07/06/2017	HENDERSON, SUSAN	AM FUNDS CAPITAL INCOME BUILDER A	25.00	1.06	0.00	1.06	92.0	0.98
06/26/2017	ROTHS, GLEN	AM FUNDS FUNDAMENTAL INVESTORS A	100.00	3.75	0.00	3.75	92.0	3.45
06/26/2017	ROTHS, GLEN	AM FUNDS WASHINGTON MUTUAL INVESTOR	100.00	3.75	0.00	3.75	92.0	3.45
/ /	RANCILIO, KENNETH	GUGGENHEIM DOW 2X STRATEGY A	0.00	4.35	0.00	4.35	92.0	4.00
/ /	FAIRLEY, MIKE	GUGGENHEIM TOTAL RETURN BOND - A	0.00	3.92	0.00	3.92	92.0	3.61
/ /	WALMANN, JEFFREY	GUGGENHEIM US LONG SHORT MOMENTUM A	0.00	0.50	0.00	0.50	92.0	0.46
06/30/2017	NELSON, ARIKA	INVESCO VALUE OPP A	200.00	6.00	0.00	6.00	92.0	5.52
07/01/2017	WOODBURN, JOSEPH	MFS CORE EQUITY A	0.00	1.04	0.00	1.04	92.0	0.96
07/01/2017	WOODBURN, JEAN	MFS CORE EQUITY A	0.00	0.83	0.00	0.83	92.0	0.76
07/01/2017	WOODBURN, JOSEPH	MFS MASS INVESTORS GROWTH STOCK A	0.00	1.07	0.00	1.07	92.0	0.98
/ /	LOOK, RALPH	OPPENHEIMER CORE BOND A	0.00	31.21	0.00	31.21	92.0	28.71
/ /	LOOK, RALPH	OPPENHEIMER GLOBAL A	0.00	46.88	0.00	46.88	92.0	43.13
07/05/2017	HAMPTON, ANDRE	PIIONEER BOND FUND A	0.00	8.19	0.00	8.19	92.0	7.53
07/05/2017	CHRISTIAN, ROBERT	PIIONEER FUND A	0.00	70.42	0.00	70.42	92.0	64.79
07/05/2017	FAIRLEY, MICHAEL	PIIONEER FUND A	0.00	22.98	0.00	22.98	92.0	21.14
07/05/2017	HAMPTON, ANNDRE	PIIONEER FUND A	0.00	2.00	0.00	2.00	92.0	1.84
07/05/2017	FAIRLEY, MICHAEL	PIIONEER IBBOTSON MODERATE ALLOC A	0.00	17.89	0.00	17.89	92.0	16.46
07/05/2017	HAMPTON, ANNDRE	PIIONEER IBBOTSON MODERATE ALLOC A	0.00	2.78	0.00	2.78	92.0	2.56
07/03/2017	HOOTEN, JENNIFER	PUTNAM CAPITAL SPECTRUM A	0.00	2.45	0.00	2.45	92.0	2.25
07/03/2017	HOOTEN, JENNIFER	PUTNAM DIVERSIFIED INCOME A	0.00	1.17	0.00	1.17	92.0	1.08
07/03/2017	HOOTEN, JENNIFER	PUTNAM EQUITY INCOME A	0.00	4.53	0.00	4.53	92.0	4.17

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
07/03/2017	STEKOLL, BERNARD	PUTNAM EQUITY INCOME A	0.00	23.98	0.00	23.98	92.0	22.06
07/03/2017	STEKOLL, JOAN	PUTNAM EQUITY INCOME A	0.00	9.98	0.00	9.98	92.0	9.18
07/03/2017	HOOTEN, JENNIFER	PUTNAM GROWTH & INCOME A	0.00	1.49	0.00	1.49	92.0	1.37
07/03/2017	STEKOLL, BERNARD	PUTNAM GROWTH & INCOME A	0.00	7.03	0.00	7.03	92.0	6.47
07/03/2017	STEKOLL, JOAN	PUTNAM GROWTH & INCOME A	0.00	4.59	0.00	4.59	92.0	4.22
07/03/2017	HOOTEN, JENNIFER	PUTNAM GROWTH & INCOME A	0.00	0.12	0.00	0.12	92.0	0.11
07/03/2017	STEKOLL, BERNARD	PUTNAM INTERNATIONAL EQUITY-A	0.00	7.85	0.00	7.85	92.0	7.22
07/03/2017	STEKOLL, BERNARD	PUTNAM MULTI CAP GROWTH A	0.00	5.04	0.00	5.04	92.0	4.64
/ /	FRANZ, PJ	RYDEX ALPHA OPPORTUNITY A	0.00	0.49	0.00	0.49	92.0	0.45
/ /	THOMAS, MARY	RYDEX GUGG COMMODITIES STRATEGY A	0.00	0.19	0.00	0.19	92.0	0.17
/ /	LAWRENCE POLICE	RYDEX GUGG INVESTMENT GRADE BOND A	0.00	5.37	0.00	5.37	92.0	4.94
/ /	RANCILIO, KENNETH	RYDEX GUGG MANAGED FUTURES STRATEGY	0.00	1.20	0.00	1.20	92.0	1.10
/ /	THOMAS, MARY	RYDEX GUGG MANAGED FUTURES STRATEGY	0.00	0.11	0.00	0.11	92.0	0.10
/ /	RANCILIO, KENNETH	RYDEX GUGG S&P 500 PURE GROWTH A	0.00	2.77	0.00	2.77	92.0	2.55
/ /	LAWRENCE POLICE	RYDEX GUGG STYLEPLUS LARGE CORE A	0.00	8.46	0.00	8.46	92.0	7.78
/ /	ROGERS, D	RYDEX GUGG U.S. LONG SHORT MOMENTUM	0.00	22.27	0.00	22.27	92.0	20.49
/ /	WALMANN, JEFFREY	RYDEX MULTI HEDGE STRATEGIES A	0.00	0.42	0.00	0.42	92.0	0.39
07/05/2017	ATKINSON, MARSHA	TRANSAMERICA AA MOD GROWTH A	0.00	52.97	0.00	52.97	92.0	48.73
07/05/2017	MCADAM, JEANNETTE	TRANSAMERICA AA MOD GROWTH A	0.00	85.39	0.00	85.39	92.0	78.56
07/05/2017	SCHMITT, SUSAN	TRANSAMERICA AA MOD GROWTH A	0.00	8.39	0.00	8.39	92.0	7.72
07/05/2017	SMITH, SHARRILYN	TRANSAMERICA AA MOD GROWTH A	0.00	4.83	0.00	4.83	92.0	4.44
07/05/2017	SMITH, PHILLIP	TRANSAMERICA AA MOD GROWTH A	0.00	11.19	0.00	11.19	92.0	10.29
07/05/2017	ATKINSON, MARSHA	TRANSAMERICA AA MODERATE A	0.00	64.16	0.00	64.16	92.0	59.03
07/05/2017	DANDURAND, BEVERLY	TRANSAMERICA AA MODERATE A	0.00	15.98	0.00	15.98	92.0	14.70
07/05/2017	SMITH, SHARRILYN	TRANSAMERICA AA MODERATE A	0.00	2.37	0.00	2.37	92.0	2.18
07/05/2017	DANDURAND, BEVERLY	TRANSAMERICA CAPITAL GROWTH A	0.00	13.55	0.00	13.55	92.0	12.47
07/05/2017	SMITH, SHARRILYN	TRANSAMERICA CAPITAL GROWTH A	0.00	7.68	0.00	7.68	92.0	7.07
07/05/2017	ATKINSON, MARSHA	TRANSAMERICA DIVERSIFIED EQUITY A	0.00	20.08	0.00	20.08	92.0	18.47
07/05/2017	WELCH, FRANK	TRANSAMERICA DIVERSIFIED EQUITY A	0.00	9.49	0.00	9.49	92.0	8.73
07/05/2017	RHEA, JONNIE	TRANSAMERICA DIVERSIFIED EQUITY A	0.00	48.89	0.00	48.89	92.0	44.98
07/05/2017	DANDURAND, BEVERLY	TRANSAMERICA DIVERSIFIED EQUITY A	0.00	6.00	0.00	6.00	92.0	5.52
07/05/2017	DANDURAND, ROBERT	TRANSAMERICA DIVERSIFIED EQUITY A	0.00	2.80	0.00	2.80	92.0	2.58
07/05/2017	SMITH, SHARRILYN	TRANSAMERICA DIVERSIFIED EQUITY A	0.00	3.16	0.00	3.16	92.0	2.91

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
07/05/2017	DRESCHER-UPTON, MARY	TRANSAMERICA DIVERSIFIED EQUITY A	0.00	1.93	0.00	1.93	92.0	1.78
07/05/2017	DRESCHER-UPTON, MARY	TRANSAMERICA DIVERSIFIED EQUITY A	0.00	0.30	0.00	0.30	92.0	0.28
07/05/2017	SMITH, PHILLIP	TRANSAMERICA DIVERSIFIED EQUITY A	0.00	4.32	0.00	4.32	92.0	3.97
07/05/2017	FLATTERY, VICKI	TRANSAMERICA DIVERSIFIED EQUITY A	0.00	3.70	0.00	3.70	92.0	3.40
07/05/2017	OTTAWAY, DANNY	TRANSAMERICA DIVERSIFIED EQUITY A	0.00	3.70	0.00	3.70	92.0	3.40
07/05/2017	CHRISTIAN, ROBERT	TRANSAMERICA DIVERSIFIED EQUITY A	0.00	8.53	0.00	8.53	92.0	7.85
07/05/2017	CHRISTIAN, ROBERT	TRANSAMERICA DIVERSIFIED EQUITY A	0.00	11.91	0.00	11.91	92.0	10.96
07/05/2017	SCHMITT, ILA	TRANSAMERICA FLEXIBLE INCOME A	0.00	2.83	0.00	2.83	92.0	2.60
07/05/2017	FLATTERY, VICKI	TRANSAMERICA HIGH YIELD BOND A	0.00	2.54	0.00	2.54	92.0	2.34
07/05/2017	OTTAWAY, DANNY	TRANSAMERICA HIGH YIELD BOND A	0.00	2.54	0.00	2.54	92.0	2.34
07/05/2017	SCHMITT, ILA	TRANSAMERICA MULTI-MANAGED BAL A	0.00	6.62	0.00	6.62	92.0	6.09
07/05/2017	MILLER, JANET	TRANSAMERICA MULTI-MANAGED BAL A	0.00	4.38	0.00	4.38	92.0	4.03
07/05/2017	SMITH, PHILLIP	TRANSAMERICA MULTI-MANAGED BAL A	0.00	7.51	0.00	7.51	92.0	6.91
07/05/2017	SMITH TRUST, PHILLIP	TRANSAMERICA SHORT-TERM BOND A	0.00	3.17	0.00	3.17	92.0	2.92
07/05/2017	SMITH, SHARRILYN	TRANSAMERICA SMALL/MID CAP VALUE A	0.00	8.67	0.00	8.67	92.0	7.98
* MUTUAL FUNDS SUBTOTAL *			\$700.00	\$778.90	\$0.00	\$778.90		\$716.60
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
06/30/2017	SCHMIDT, SYLVIA	ING RELIASTAR	900.00	36.00	0.00	36.00	92.0	33.12
06/30/2017	SCHMITT, SUSAN	ING RELIASTAR	600.00	24.00	0.00	24.00	92.0	22.08
06/30/2017	CARR, KATHRYN	ALLIANZ ALTERITY ENHANCED	19,486.18	48.72	0.00	48.72	92.0	44.82
06/30/2017	ROGERS, DEBRA	ALLIANZ ALTERITY ENHANCED	80,176.09	100.22	0.00	100.22	92.0	92.20
06/30/2017	HAMPTON, ANDRE	ALLIANZ REWARDS ENHANCED	10,379.71	12.97	0.00	12.97	92.0	11.93
06/30/2017	DENNY, MICHAEL	ALLIANZ REWARDS ENHANCED	22,639.01	28.30	0.00	28.30	92.0	26.04
06/30/2017	LANDGREN, RICHARD	HARTFORD LEADERS	100,153.51	62.60	0.00	62.60	92.0	57.59
06/30/2017	MCADAM, JEANNETTE	JNL ASCENDER PLUS SELECT 01/10	71,404.11	89.26	0.00	89.26	92.0	82.12
06/30/2017	SPRAGUE, KRISTY	JNL ELITE ACCESS	30,091.60	12.54	0.00	12.54	92.0	11.54
06/30/2017	BAZIL, RALPH	JNL ELITE ACCESS	55,000.00	11.46	0.00	11.46	92.0	10.54
06/30/2017	CLEARY, MICHAEL	JNL ELITE ACCESS	61,336.37	12.78	0.00	12.78	92.0	11.76
06/30/2017	ARVANITIS, MICHELLE	JNL PERSPECTIVE II 05/05	25,253.06	21.04	0.00	21.04	92.0	19.36
06/30/2017	STOCKHAM, THOMAS	JNL PERSPECTIVE II 05/05	22,191.89	9.25	0.00	9.25	92.0	8.51
06/30/2017	KELLEY, JAMES	JNL PERSPECTIVE II 05/05	188,356.24	78.48	0.00	78.48	92.0	72.20
06/30/2017	CARPENTER JR, ROBERT	JNL PERSPECTIVE II 05/05	39,025.62	16.26	0.00	16.26	92.0	14.96
06/30/2017	HOFFMAN, FRANCIS	JNL PERSPECTIVE II 05/05	124,956.45	52.07	0.00	52.07	92.0	47.90

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
06/30/2017	EVERETT, TRAVIS	JNL PERSPECTIVE II 05/05	100,866.90	42.03	0.00	42.03	92.0	38.67
06/30/2017	BRIMER JR, ALBERT	JNL PERSPECTIVE II 05/05	72,095.25	30.04	0.00	30.04	92.0	27.64
06/30/2017	GREENING, CHRISTOPHER	JNL PERSPECTIVE II 05/05	52,886.36	22.04	0.00	22.04	92.0	20.28
06/30/2017	RHEA, JONNIE	JNL PERSPECTIVE II 05/05	77,405.82	32.25	0.00	32.25	92.0	29.67
06/30/2017	PRACHT, MARK	JNL PERSPECTIVE II 05/05	115,762.01	48.23	0.00	48.23	92.0	44.37
06/30/2017	ENGEL, CALVIN	JNL PERSPECTIVE II 05/05	155,222.59	64.68	0.00	64.68	92.0	59.51
06/30/2017	HESSE, RICHARD	JNL PERSPECTIVE II 05/05	45,803.42	19.08	0.00	19.08	92.0	17.55
06/30/2017	BROWN, MARY	JNL PERSPECTIVE L	18,171.96	19.69	0.00	19.69	92.0	18.11
06/30/2017	CRANE, BEVERLY	JNL PERSPECTIVE L	153,293.24	166.07	0.00	166.07	92.0	152.78
06/30/2017	DANDURAND, BEVERLY	JNL PERSPECTIVE L	154,766.85	167.66	0.00	167.66	92.0	154.25
06/30/2017	ROBINSON, DENNIS	JOHN HANCOCK VANTAGE	70,148.86	14.61	0.00	14.61	92.0	13.44
06/30/2017	KENNEDY, ROBERT	JOHN HANCOCK VENTURE	33,637.42	21.02	0.00	21.02	92.0	19.34
06/30/2017	HEARD, DAVID	JOHN HANCOCK VENTURE	13,934.89	8.71	0.00	8.71	92.0	8.01
06/30/2017	HEIMERMAN, JANET	JOHN HANCOCK VENTURE 2006	39,368.07	8.20	0.00	8.20	92.0	7.54
06/30/2017	ROBINSON, DENNIS	JOHN HANCOCK VENTURE III	116,661.19	97.22	0.00	97.22	92.0	89.44
07/01/2017	MINGEE, VIRGINIA	NATIONWIDE AM FUT II NOCDSC 24	9,613.93	24.03	0.00	24.03	92.0	22.11
07/01/2017	DANDURAND, ROBERT	NATIONWIDE BOA ACHIEVER 45	72,179.50	45.11	0.00	45.11	92.0	41.50
07/01/2017	KERSTING, LINDA	NATIONWIDE BOA ACHIEVER 45	97,172.56	60.73	0.00	60.73	92.0	55.87
07/01/2017	HART, JOHN	NATIONWIDE BOA FUTURE II 32	14,672.39	9.17	0.00	9.17	92.0	8.44
07/01/2017	DENNY, MICHAEL	NATIONWIDE BOA FUTURE II 32	17,566.21	32.94	0.00	32.94	92.0	30.30
07/01/2017	RARIDEN, RICHARD	NATIONWIDE BOA FUTURE II 32	11,098.48	6.94	0.00	6.94	92.0	6.38
07/01/2017	LOZANO, RODOLFO	NATIONWIDE BOA FUTURE II 32	38,354.40	95.89	0.00	95.89	92.0	88.22
07/01/2017	LEIGHTON, CAROL	NATIONWIDE BOA FUTURE II 32	128,392.11	320.98	0.00	320.98	92.0	295.30
07/01/2017	RUBENTHALER, RANDALL	NATIONWIDE BOA FUTURE II 32	78,889.46	49.31	0.00	49.31	92.0	45.37
07/01/2017	CONRAD, TOBY	NATIONWIDE BOA IVB 01	596.81	0.37	0.00	0.37	92.0	0.34
07/01/2017	CRABTREE, MICHAEL	NATIONWIDE DESTINATION B 16	38,847.36	24.28	0.00	24.28	92.0	22.34
07/01/2017	ESCHENBRENNER, NICHOLAS	NATIONWIDE MARKETFLEX BB	10,990.96	27.48	0.00	27.48	92.0	25.28
07/01/2017	COOK, LLOYD	NATIONWIDE MARKETFLEX BB	771.80	0.48	0.00	0.48	92.0	0.44
07/01/2017	ATKINSON, MARSHA	NATIONWIDE MARKETFLEX BB	105,255.82	65.78	0.00	65.78	92.0	60.52
07/01/2017	BROWN, SHIRLEY	NATIONWIDE MARKETFLEX BB	111,798.12	223.60	0.00	223.60	92.0	205.71
07/01/2017	WIRTH, MARJORIE	NATIONWIDE MARKETFLEX BB	79,346.12	49.59	0.00	49.59	92.0	45.62
07/01/2017	WALTERS, CLARK	NATIONWIDE MARKETFLEX BB	27,830.04	34.79	0.00	34.79	92.0	32.01
07/01/2017	RAYMER, RICHARD	NATIONWIDE MARKETFLEX BB	84,317.72	105.40	0.00	105.40	92.0	96.97

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
06/30/2017	STEKOLL, BERNARD	PRU AS ADVISOR PLAN II - 1996	115,837.23	72.40	0.00	72.40	92.0	66.61
06/30/2017	MCSPADDEN-STREIB, GLORIA	PRU AS APEX II	88,408.60	55.26	0.00	55.26	92.0	50.84
06/30/2017	MCSPADDEN-STREIB, GLORIA	PRU AS APEX II	88,408.60	221.02	0.00	221.02	92.0	203.34
06/29/2017	ROBINSON, VIRGINIA	SBL ADVISOR PROGRAM	60,588.31	12.62	0.00	12.62	92.0	11.61
06/29/2017	CRANE, JEANNE	SBL ADVISOR PROGRAM	251.60	0.17	0.00	0.17	92.0	0.16
06/29/2017	BROWN, MARSHALL	SBL ADVISOR PROGRAM	5,341.01	3.56	0.00	3.56	92.0	3.28
06/29/2017	BLUMENTHAL, JAY	SBL ADVISOR PROGRAM	42,283.73	28.19	0.00	28.19	92.0	25.93
06/29/2017	PERICA, NICK	SBL ADVISOR PROGRAM	20,374.04	13.58	0.00	13.58	92.0	12.49
06/29/2017	PERICA, NICK	SBL ADVISOR PROGRAM	20,641.95	4.30	0.00	4.30	92.0	3.96
06/29/2017	PRATT, DAN	SBL ADVISOR PROGRAM	72,584.26	48.39	0.00	48.39	92.0	44.52
06/29/2017	PRATT, DAN	SBL ADVISOR PROGRAM	9,634.26	6.42	0.00	6.42	92.0	5.91
06/29/2017	WILSON, MICHAEL	SBL ADVISOR PROGRAM	13,156.29	2.74	0.00	2.74	92.0	2.52
06/29/2017	SCOTT, MELANIE	SBL ADVISOR PROGRAM	36,663.46	24.44	0.00	24.44	92.0	22.48
06/29/2017	KIMBROUGH, MICHAEL	SBL ADVISOR PROGRAM	25,377.00	16.92	0.00	16.92	92.0	15.57
06/29/2017	GAMMON, RICHARD	SBL ADVISOR PROGRAM	7,296.02	4.86	0.00	4.86	92.0	4.47
06/29/2017	SPARTAN, STEPHEN	SBL ADVISOR PROGRAM	17,166.04	11.44	0.00	11.44	92.0	10.52
06/29/2017	HUGGINS, LINDA	SBL ADVISOR PROGRAM	6,282.01	4.19	0.00	4.19	92.0	3.85
06/29/2017	GREENFIELD, CHARLES	SBL ADVISOR PROGRAM	42.00	0.03	0.00	0.03	92.0	0.03
06/29/2017	CHENNAULT, WILLIAM	SBL ADVISOR PROGRAM	11,663.86	7.78	0.00	7.78	92.0	7.16
06/29/2017	SCHILLING, BARBARA	SBL ADVISOR PROGRAM	12,618.03	8.41	0.00	8.41	92.0	7.74
06/29/2017	SMITH, MAURICE	SBL ADVISOR PROGRAM	64.37	0.04	0.00	0.04	92.0	0.04
06/29/2017	HAYNES, VICKIE	SBL ADVISOR PROGRAM	10,994.02	7.33	0.00	7.33	92.0	6.74
06/29/2017	SANCHEZ, RICHARD	SBL ADVISOR PROGRAM	21,585.85	14.39	0.00	14.39	92.0	13.24
06/29/2017	SANCHEZ, RICHARD	SBL ADVISOR PROGRAM	8,010.05	5.34	0.00	5.34	92.0	4.91
06/29/2017	LEIGHTON, CAROL	SBL ADVISOR PROGRAM	12,562.98	8.39	0.00	8.39	92.0	7.72
06/29/2017	NOVAK, JAY	SBL ADVISOR PROGRAM	42,100.65	28.07	0.00	28.07	92.0	25.82
06/29/2017	LAHMANN, CYNTHIA	SBL ADVISOR PROGRAM	51,893.56	34.60	0.00	34.60	92.0	31.83
06/29/2017	WOLF, LORRAINE	SBL ADVISOR PROGRAM	4,099.51	2.73	0.00	2.73	92.0	2.51
06/29/2017	HILL, MICHAEL	SBL ADVISOR PROGRAM	14,125.89	9.42	0.00	9.42	92.0	8.67
06/29/2017	MOREHOUSE, MARIA	SBL ADVISOR PROGRAM	5,247.65	3.50	0.00	3.50	92.0	3.22
06/29/2017	LAHMANN, JAMES	SBL ADVISOR PROGRAM	40,397.00	33.66	0.00	33.66	92.0	30.97
06/29/2017	NEFF, SHERRILL	SBL ADVISOR PROGRAM	35,744.20	23.83	0.00	23.83	92.0	21.92
06/29/2017	NEFF, SHERRILL	SBL ADVISOR PROGRAM	23,930.05	15.95	0.00	15.95	92.0	14.67

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DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
PRODUCT CATEGORY: VARIABLE ANNUITIES								
06/29/2017	CHASTAIN, ANDREA	SBL ADVISOR PROGRAM	53,812.07	35.87	0.00	35.87	92.0	33.00
06/29/2017	JOHNSON, JUDY	SBL ADVISOR PROGRAM	56,287.97	37.53	0.00	37.53	92.0	34.53
06/29/2017	LEONARD, ROBERT	SBL ADVISOR PROGRAM	6,168.01	4.11	0.00	4.11	92.0	3.78
06/29/2017	DARR, YVONNE	SBL ADVISOR PROGRAM	24,479.99	16.32	0.00	16.32	92.0	15.01
06/29/2017	TUNG, CHAN	SBL ADVISOR PROGRAM	15,805.03	10.54	0.00	10.54	92.0	9.70
06/29/2017	COOPER, KATHERINE	SBL ADVISOR PROGRAM	7,357.02	4.90	0.00	4.90	92.0	4.51
06/29/2017	DAVIS, JOANNE	SBL ADVISOR PROGRAM	8,290.02	5.53	0.00	5.53	92.0	5.09
06/29/2017	YEAZEL, JOHN	SBL ADVISOR PROGRAM	53,904.24	35.94	0.00	35.94	92.0	33.06
06/29/2017	SAUNDERS, TONI	SBL ADVISOR PROGRAM	2,508.01	1.67	0.00	1.67	92.0	1.54
06/29/2017	POWELL, MATTHEW	SBL ADVISOR PROGRAM	30,552.50	20.37	0.00	20.37	92.0	18.74
06/29/2017	MCDOWELL, DENISE	SBL ADVISOR PROGRAM	34,732.56	23.16	0.00	23.16	92.0	21.31
06/29/2017	SUTTON, LINDA	SBL ADVISOR PROGRAM	2,432.69	1.62	0.00	1.62	92.0	1.49
06/29/2017	BENNETT, CARA	SBL SECUREDESIGNS VA	11,095.82	2.31	0.00	2.31	92.0	2.13
06/29/2017	DUFFENDACK, PAULA	SBL SECUREDESIGNS VA	23,226.09	8.70	0.00	8.70	92.0	8.00
06/29/2017	MCADAM, DANIEL	SBL SECUREDESIGNS VA	94,101.84	19.58	0.00	19.58	92.0	18.01
06/29/2017	RHEA, JONNIE	SBL SECUREDESIGNS VA	96,640.38	20.09	0.00	20.09	92.0	18.48
07/03/2017	WINN, VALDENIA	SBL VARIFLEX VA	150.00	7.50	0.00	7.50	92.0	6.90
07/03/2017	BENNETT, TERESA	SBL VARIFLEX VA	40.00	2.00	0.00	2.00	92.0	1.84
06/03/2017	OTTAWAY, SANDRA	TRANSAMERICA FREEDOM	1,812.49	1.51	0.00	1.51	92.0	1.39
06/04/2017	OTTAWAY, SANDRA	TRANSAMERICA FREEDOM	6,554.72	5.46	0.00	5.46	92.0	5.02
06/24/2017	HOSS, JODENE	TRANSAMERICA PRINCIPIUM	262,973.04	109.57	0.00	109.57	92.0	100.80
* VARIABLE ANNUITIES SUBTOTAL *			\$4,717,967.03	\$3,662.60	\$0.00	\$3,662.60		\$3,369.57

PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS

06/12/2017	RUBENTHALER, RANDALL	ALLIANCEBERNSTEIN BALANCED SHARES A	0.00	4.17	0.00	4.17	92.0	3.84
06/12/2017	GALLARDO, KAREN	ALLIANCEBERNSTEIN EQUITY INCOME A	0.00	2.61	0.00	2.61	92.0	2.40
06/12/2017	KONECNY, BETTE J LUTES-	ALLIANCEBERNSTEIN GL THEMATIC GROWT	0.00	0.31	0.00	0.31	92.0	0.29
06/12/2017	KONECNY, BETTE J LUTES-	ALLIANCEBERNSTEIN SMALL/MID CAP VAL	0.00	0.45	0.00	0.45	92.0	0.41
06/12/2017	PRACHT, MARK	ALLIANZ NFJ DIVIDEND VALUE FUND CLA	0.00	6.55	0.00	6.55	92.0	6.03
06/12/2017	PRACHT, MARK	ALLIANZ NFJ LARGE CAP VALUE A	0.00	2.26	0.00	2.26	92.0	2.08
06/20/2017	PRACHT, MARK	AM FUNDS AMERICAN BALANCED A	0.00	4.43	0.00	4.43	92.0	4.08
06/20/2017	RUBENTHALER, RANDALL	AM FUNDS CAPITAL INCOME BUILDER A	0.00	4.41	0.00	4.41	92.0	4.06
06/20/2017	KONECNY, MARK	AM FUNDS CAPITAL INCOME BUILDER A	0.00	5.55	0.00	5.55	92.0	5.11
06/20/2017	ROTHS, BARBARA	AM FUNDS CAPITAL INCOME BUILDER A	0.00	1.75	0.00	1.75	92.0	1.61

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DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
06/20/2017	HOUSTON, SAMUEL	AM FUNDS CAPITAL INCOME BUILDER A	0.00	0.72	0.00	0.72	92.0	0.66
06/20/2017	KONECNY, MARK	AM FUNDS CAPITAL WORLD GRTH & INC A	0.00	3.71	0.00	3.71	92.0	3.41
06/20/2017	KONECNY, MARK	AM FUNDS FUNDAMENTAL INVESTORS A	0.00	2.14	0.00	2.14	92.0	1.97
06/20/2017	KONECNY, MARK	AM FUNDS GROWTH FUND OF AMERICA A	0.00	3.43	0.00	3.43	92.0	3.16
06/20/2017	PRACHT, MARK	AM FUNDS GROWTH FUND OF AMERICA A	0.00	8.46	0.00	8.46	92.0	7.78
06/20/2017	RUBENTHALER, RANDALL	AM FUNDS ICA A	0.00	3.70	0.00	3.70	92.0	3.40
06/20/2017	KONECNY, MARK	AM FUNDS ICA A	0.00	6.10	0.00	6.10	92.0	5.61
06/20/2017	ROTHS, GLEN	AM FUNDS ICA A	0.00	0.80	0.00	0.80	92.0	0.74
06/20/2017	ROTHS, BARBARA	AM FUNDS ICA A	0.00	0.60	0.00	0.60	92.0	0.55
06/20/2017	PRACHT, MARK	AM FUNDS NEW PERSPECTIVE A	0.00	7.46	0.00	7.46	92.0	6.86
06/20/2017	RUBENTHALER, RANDALL	AM FUNDS SMALLCAP WORLD A	0.00	5.03	0.00	5.03	92.0	4.63
06/20/2017	PRACHT, MARK	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	5.74	0.00	5.74	92.0	5.28
06/16/2017	PRACHT, MARK	FIDELITY ADV VALUE STRATEGIES A	0.00	12.98	0.00	12.98	92.0	11.94
06/13/2017	KONECNY, BETTE J LUTES-	FRANKLIN BIOTECHNOLOGY DISCOVERY A	0.00	0.09	0.00	0.09	92.0	0.08
06/13/2017	RUBENTHALER, RANDALL	FRANKLIN INCOME A	0.00	5.21	0.00	5.21	92.0	4.79
06/13/2017	KONECNY, BETTE J LUTES-	FRANKLIN MUTUAL SHARES A	0.00	0.68	0.00	0.68	92.0	0.63
06/13/2017	HATJE, ROBERT	FRANKLIN UTILITIES A	0.00	4.50	0.00	4.50	92.0	4.14
06/14/2017	MCADAM, DANIEL	JP MORGAN INVESTOR CONSERVATIVE GRO	0.00	24.42	0.00	24.42	92.0	22.47
06/21/2017	KONECNY, BETTE J LUTES-	LORD ABBETT MID CAP STOCK A	0.00	2.33	0.00	2.33	92.0	2.14
06/14/2017	MCADAM, DANIEL	MFS GOVERNMENT SECURITIES A	0.00	0.48	0.00	0.48	92.0	0.44
06/28/2017	PRACHT, MARK	PIMCO TOTAL RETURN A	0.00	6.47	0.00	6.47	92.0	5.95
06/13/2017	MCADAM, DANIEL	PRUDENTIAL SHORT- TERM CORPORATE BO	0.00	1.04	0.00	1.04	92.0	0.96
06/13/2017	MCADAM, DANIEL	PRUDENTIAL TOTAL RETURN BOND CL A	0.00	1.25	0.00	1.25	92.0	1.15
06/13/2017	RUBENTHALER, RANDALL	TEMPLETON GROWTH A	0.00	6.04	0.00	6.04	92.0	5.56
* MUTUAL FUND 12B1 TRAILS SUBTOTAL *			\$0.00	\$145.87	\$0.00	\$145.87		\$134.21
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
06/30/2017	SCHMIDT, ALAN	ING RELIASTAR	0.00	7.45	0.00	7.45	92.0	6.85
06/30/2017	SCHMIDT, SYLVIA	ING RELIASTAR	0.00	8.25	0.00	8.25	92.0	7.59
06/30/2017	SCHMITT, SUSAN	ING RELIASTAR	0.00	5.43	0.00	5.43	92.0	5.00
06/30/2017	RANKIN, HAROLD	JEFFERSON NAT'L TRAILS	0.00	243.70	0.00	243.70	92.0	224.20
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *			\$0.00	\$264.83	\$0.00	\$264.83		\$243.64
*** BROKER TRANSACTIONS TOTAL ***			\$4,718,667.03	\$4,852.20	\$0.00	\$4,852.20		\$4,464.02

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DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>ADJUSTMENTS</u>								
07/15/2017		*E & O INSURANCE: CURRENT MONTH INS	0.00					-300.00
07/15/2017		*MARKETING LIBRARY: MARKETING LIBRA	0.00					-20.00
07/15/2017		*TECH: ADMIN: WILLIAMSON	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		\$-695.00

BROKER COMMISSION TOTALS

Broker Transactions	\$4,464.02
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$-695.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$3,769.02
Year-to-date Gross	\$47,371.43
Year-to-date Earnings	\$43,373.05

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