



Concorde Investment Services, LLC

08/14/2017  
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# COMMISSION STATEMENT

August 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
<b><u>BROKER TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b>								
07/25/2017	KERN, DAVID	AMERITAS LOWLOAD VUL	9,757.92	0.81	0.00	0.81	90.0	0.73
07/27/2017	KERN, BENJAMIN	AMERITAS LOWLOAD VUL	17,233.12	1.43	0.00	1.43	90.0	1.29
08/01/2017	KERN, BRIAN	AMERITAS LOWLOAD VUL	985.57	0.08	0.00	0.08	90.0	0.07
08/04/2017	SCHENKEL, JOHN	AMERITAS LOWLOAD VUL	2,676.43	0.22	0.00	0.22	90.0	0.20
07/31/2017	KERN, DAVID	JNL ELITE ACCESS	17,534.55	3.65	0.00	3.65	90.0	3.29
07/31/2017	KERN, DAVID	JNL ELITE ACCESS	27,808.44	23.17	0.00	23.17	90.0	20.85
07/31/2017	KERN, BENJAMIN	JNL ELITE ACCESS	28,614.20	5.96	0.00	5.96	90.0	5.36
07/31/2017	KERN, BENJAMIN	JNL ELITE ACCESS	121,254.54	101.05	0.00	101.05	90.0	90.95
07/31/2017	LINDQUIST FAMILY TRUST, MICAH	JNL ELITE ACCESS	164,056.33	136.71	0.00	136.71	90.0	123.04
07/31/2017	BUTCHER, JACK	JNL ELITE ACCESS	794,421.21	662.02	0.00	662.02	90.0	595.82
07/31/2017	KERN, BRIAN	JNL ELITE ACCESS	45,652.54	38.04	0.00	38.04	90.0	34.24
07/31/2017	RIEBE, PATRICIA	JNL ELITE ACCESS	166,977.21	139.15	0.00	139.15	90.0	125.24
07/31/2017	SVOBODA, JOYCE	JNL ELITE ACCESS	36,102.42	30.09	0.00	30.09	90.0	27.08
07/31/2017	MILLER, LAVERN	JNL ELITE ACCESS	27,426.09	22.86	0.00	22.86	90.0	20.57
07/31/2017	MILLER, JEAN	JNL ELITE ACCESS	11,958.61	9.97	0.00	9.97	90.0	8.97
07/31/2017	BRIEGEL, WILLIAM	JNL ELITE ACCESS	16,819.50	14.02	0.00	14.02	90.0	12.62
07/31/2017	JOHNSON, JULIE	JNL ELITE ACCESS	15,976.54	13.31	0.00	13.31	90.0	11.98
07/31/2017	FORTNEY, ELIZABETH	JNL ELITE ACCESS	28,392.90	23.66	0.00	23.66	90.0	21.29
07/31/2017	JOHNSON, MARGAUX	JNL ELITE ACCESS	6,231.97	5.19	0.00	5.19	90.0	4.67
07/31/2017	SMITH, STEPHANIE	JNL ELITE ACCESS	19,671.37	16.39	0.00	16.39	90.0	14.75
07/31/2017	FREISTROFFER, HENRY	JNL ELITE ACCESS	7,438.18	6.20	0.00	6.20	90.0	5.58
07/31/2017	COLLENTINE, CARYL	JNL ELITE ACCESS	4,606.51	3.84	0.00	3.84	90.0	3.46
07/31/2017	COLLENTINE, SEAN	JNL ELITE ACCESS	4,617.28	3.85	0.00	3.85	90.0	3.47
07/31/2017	ROY, SHARI	JNL ELITE ACCESS	44,120.50	36.77	0.00	36.77	90.0	33.09
07/31/2017	KERN, LEESA	JNL ELITE ACCESS	39,281.17	32.73	0.00	32.73	90.0	29.46
07/31/2017	CONNER, ANDREW	JNL ELITE ACCESS	7,605.65	6.34	0.00	6.34	90.0	5.71

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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<b><u>BROKER TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b>								
07/31/2017	CONNER, ANDREW	JNL ELITE ACCESS	9,147.65	7.62	0.00	7.62	90.0	6.86
07/31/2017	HURLEY, JOHN	JNL ELITE ACCESS	17,345.47	14.45	0.00	14.45	90.0	13.01
07/31/2017	DELLINGER, EMMA	JNL ELITE ACCESS	148,797.34	124.00	0.00	124.00	90.0	111.60
07/31/2017	OBERLIN, DOUGLAS	JNL ELITE ACCESS	23,204.25	19.34	0.00	19.34	90.0	17.41
07/31/2017	SIMS, SUSAN	JNL ELITE ACCESS	4,593.88	3.83	0.00	3.83	90.0	3.45
07/31/2017	BLESSING, THOMAS	JNL ELITE ACCESS	68,761.95	57.30	0.00	57.30	90.0	51.57
07/31/2017	AKPABIO, UWEM	JNL ELITE ACCESS	90,706.59	75.59	0.00	75.59	90.0	68.03
07/31/2017	REBMAN, MONA	JNL ELITE ACCESS	6,208.03	5.17	0.00	5.17	90.0	4.65
07/31/2017	FREISTROFFER, HENRY	JNL ELITE ACCESS	7,098.27	5.92	0.00	5.92	90.0	5.33
07/31/2017	ROGERS, JOHN	JNL ELITE ACCESS	11,668.15	9.72	0.00	9.72	90.0	8.75
07/31/2017	ROGERS, ADRIENNE	JNL ELITE ACCESS	11,668.16	9.72	0.00	9.72	90.0	8.75
07/31/2017	ROGERS, ADRIENNE	JNL ELITE ACCESS	165,513.70	137.93	0.00	137.93	90.0	124.14
07/31/2017	WHITELEATHER, TRACY	JNL ELITE ACCESS	109,788.95	91.49	0.00	91.49	90.0	82.34
07/31/2017	WHITELEATHER, KEVIN	JNL ELITE ACCESS	13,804.62	11.50	0.00	11.50	90.0	10.35
07/31/2017	KELTY, SANDRA	JNL ELITE ACCESS	21,705.66	18.09	0.00	18.09	90.0	16.28
07/31/2017	RIEBE, PATRICIA	JNL ELITE ACCESS	6,581.39	5.48	0.00	5.48	90.0	4.93
08/01/2017	FORTNEY, ELIZABETH	JNL ELITE ACCESS	400.00	5.00	0.00	5.00	90.0	4.50
08/07/2017	WHITELEATHER, TRACY	JNL ELITE ACCESS	2,375.49	29.69	0.00	29.69	90.0	26.72
07/31/2017	KERN, DAVID	JNL ELITE ACCESS W/ LIQUIDITY	37,541.72	31.28	0.00	31.28	90.0	28.15
07/31/2017	WOODHAMS, JACK	JNL ELITE ACCESS W/ LIQUIDITY	39,558.29	32.97	0.00	32.97	90.0	29.67
07/31/2017	JOHNSON, THEODORE	JNL ELITE ACCESS W/ LIQUIDITY	6,153.82	5.13	0.00	5.13	90.0	4.62
07/31/2017	ROY, RICHARD	JNL ELITE ACCESS W/ LIQUIDITY	25,213.43	21.01	0.00	21.01	90.0	18.91
07/31/2017	PAYNE, MARTHA	JNL ELITE ACCESS W/ LIQUIDITY	10,027.97	8.36	0.00	8.36	90.0	7.52
07/31/2017	COLE, NANCY	JNL ELITE ACCESS W/ LIQUIDITY	47,403.91	39.50	0.00	39.50	90.0	35.55
07/31/2017	DETER, MARY	JNL ELITE ACCESS W/ LIQUIDITY	2,512.59	2.09	0.00	2.09	90.0	1.88
07/31/2017	HESTER, LEEANNE	JNL ELITE ACCESS W/ LIQUIDITY	54,658.80	45.55	0.00	45.55	90.0	41.00
07/31/2017	THEXTON, BARBARA	JNL ELITE ACCESS W/ LIQUIDITY	12,729.88	10.61	0.00	10.61	90.0	9.55
07/31/2017	WEIS, KIMBERLY	JNL ELITE ACCESS W/ LIQUIDITY	86,813.30	72.34	0.00	72.34	90.0	65.11
07/31/2017	HURLEY, JOHN	JNL ELITE ACCESS W/ LIQUIDITY	86,813.29	72.34	0.00	72.34	90.0	65.11
07/31/2017	DAVIS, GARY	JNL PERSPECTIVE L	224,520.57	187.10	0.00	187.10	90.0	168.39
07/31/2017	KELTY, RICHARD	JNL PERSPECTIVE L	687,777.63	573.15	0.00	573.15	90.0	515.84
07/31/2017	GETTS, JUDITH	JNL PERSPECTIVE L	94,021.81	78.35	0.00	78.35	90.0	70.52
07/31/2017	SOLLOWAY, WILLIAM	JNL PERSPECTIVE L	128,029.54	106.69	0.00	106.69	90.0	96.02

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<b><u>BROKER TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b>								
07/31/2017	BUTCHER, JACK	JNL PERSPECTIVE L	360,062.66	300.05	0.00	300.05	90.0	270.05
07/31/2017	DETER, MARY	JNL PERSPECTIVE L	51,695.92	43.08	0.00	43.08	90.0	38.77
07/31/2017	CROWLEY, HELEN	JNL PERSPECTIVE L	43,813.26	36.51	0.00	36.51	90.0	32.86
07/31/2017	FREISTROFFER, HENRY	JNL PERSPECTIVE L	194,171.76	161.81	0.00	161.81	90.0	145.63
07/31/2017	HIPPENSTEEL, PAMELA	JNL PERSPECTIVE L	72,492.47	60.41	0.00	60.41	90.0	54.37
07/31/2017	BOHNKE, LON	JNL PERSPECTIVE L	61,600.34	51.33	0.00	51.33	90.0	46.20
07/31/2017	ROGERS, ADRIENNE	JNL PERSPECTIVE L	50,868.08	42.39	0.00	42.39	90.0	38.15
07/31/2017	ROGERS, JOHN	JNL PERSPECTIVE L	50,519.51	42.10	0.00	42.10	90.0	37.89
07/31/2017	BUTCHER, JACK	JOHN HANCOCK VISION	165,229.78	158.35	0.00	158.35	90.0	142.52
07/31/2017	WEST, JOLAN	JOHN HANCOCK VISION	124,188.62	119.01	0.00	119.01	90.0	107.11
/ /	MARATHON LABELS 401K	NWL FLEX ADVANTAGE	283,722.32	62.19	0.00	62.19	90.0	55.97
/ /	NEW HAVEN PRINT &	NWL FLEX ADVANTAGE	831,874.43	218.79	0.00	218.79	90.0	196.91
/ /	MARATHON LABELS 401K	NWL POOLED FXD	51,939.37	11.38	0.00	11.38	90.0	10.24
/ /	NEW HAVEN PRINT &	NWL POOLED FXD	3,079.85	0.81	0.00	0.81	90.0	0.73
* VARIABLE ANNUITIES SUBTOTAL *			\$6,275,625.22	\$4,564.03	\$0.00	\$4,564.03		\$4,107.69
<b><u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u></b>								
07/19/2017	MILLER, ANGELA	ALLSTATE TRAILS	0.00	4.85	0.00	4.85	90.0	4.37
07/19/2017	HELMBERGER, GENNA	SAMMONS	0.00	5.85	0.00	5.85	90.0	5.27
07/28/2017	KERN, BRIAN	SAMMONS	0.00	11.93	0.00	11.93	90.0	10.74
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *			\$0.00	\$22.63	\$0.00	\$22.63		\$20.38
*** BROKER TRANSACTIONS TOTAL ***			\$6,275,625.22	\$4,586.66	\$0.00	\$4,586.66		\$4,128.07
<b><u>ADJUSTMENTS</u></b>								
08/15/2017		*E & O INSURANCE: CURRENT MONTH INS	0.00					-300.00
08/15/2017		*TECHNOLOGY: ADMIN - LEESA KERN	0.00					-100.00
08/15/2017		*TECHNOLOGY: CURRENT MONTH TECH	0.00					-275.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$-675.00

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**BROKER COMMISSION TOTALS**

Broker Transactions	\$4,128.07
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	\$3,453.07
Year-to-date Gross	\$74,985.41
Year-to-date Earnings	\$67,524.66