



Concorde Investment Services, LLC

01/12/2018

Page No. 1

COMMISSION STATEMENT

January 15, 2018

TIMOTHY STAUFFER
333 Fiddlers Cove

BROKER #: S118
BRANCH: TIMOTHY STAUFFER

Fort Wayne, IN 46825

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
01/02/2018	LARKINS, TROY	AM FUNDS ICA C	215.00	2.15	0.00	2.15	90.0	1.94
		* MUTUAL FUNDS SUBTOTAL *	\$215.00	\$2.15	\$0.00	\$2.15		\$1.94
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
12/31/2017	WILD, WILLIAM	JNL ELITE ACCESS	101,573.80	42.32	0.00	42.32	90.0	38.09
12/31/2017	NUTTLE, ALLEN	JNL ELITE ACCESS	28,306.80	5.90	0.00	5.90	90.0	5.31
12/31/2017	MOHR, AMY	JNL ELITE ACCESS	46,831.89	9.76	0.00	9.76	90.0	8.78
12/31/2017	LARKINS, TROY	JNL ELITE ACCESS	49,444.53	10.30	0.00	10.30	90.0	9.27
12/31/2017	ZEHR, PAUL	JNL ELITE ACCESS	31,510.37	6.56	0.00	6.56	90.0	5.90
12/31/2017	ZIMMERMAN, CATHERINE	JNL PERSPECTIVE	29,975.94	6.24	0.00	6.24	90.0	5.62
12/31/2017	COLEMAN, CHERYL	JNL PERSPECTIVE	36,842.50	7.68	0.00	7.68	90.0	6.91
12/31/2017	FLETCHER, MONA	JNL PERSPECTIVE II	27,528.28	11.47	0.00	11.47	90.0	10.32
12/31/2017	LEDERMAN, JOANNE	JNL PERSPECTIVE II	315,114.42	131.30	0.00	131.30	90.0	118.17
12/31/2017	WILD, CHRISTOPHER	JNL PERSPECTIVE II	14,573.45	6.07	0.00	6.07	90.0	5.46
12/29/2017	BERKSHIRE, MICHAEL	JNL PERSPECTIVE II 04/14	325,000.00	16,250.00	0.00	16,250.00	90.0	14,625.00
12/31/2017	MIDDLETON, LUCINDA	JNL PERSPECTIVE II 04/14	84,291.41	35.12	0.00	35.12	90.0	31.61
12/31/2017	MIDDLETON, JAMES	JNL PERSPECTIVE II 04/14	81,869.28	34.11	0.00	34.11	90.0	30.70
12/31/2017	BERKSHIRE, LAURA	JNL PERSPECTIVE II 04/14	154,026.96	64.18	0.00	64.18	90.0	57.76
12/31/2017	HOLLE, DONELLE	JNL PERSPECTIVE II 04/14	81,584.31	33.99	0.00	33.99	90.0	30.59
12/31/2017	SMITH REV TRUST, ROY & KAY	JNL PERSPECTIVE II 04/14	650,965.25	271.24	0.00	271.24	90.0	244.12
12/31/2017	SMITH TRUST, ROY & KAY	JNL PERSPECTIVE II 04/14	228,581.64	95.24	0.00	95.24	90.0	85.72
12/31/2017	HALL, ROSEMARY	JNL PERSPECTIVE II 04/14	327,114.47	136.30	0.00	136.30	90.0	122.67
12/31/2017	BYERLEY, WAYNE	JNL PERSPECTIVE II 05/05	226,916.66	94.55	0.00	94.55	90.0	85.10
12/31/2017	ZAHM SR, RICHARD	JNL PERSPECTIVE II 05/05	146,737.13	61.14	0.00	61.14	90.0	55.03
12/31/2017	CHRIST, LINDA	JNL PERSPECTIVE II 05/05	146,428.62	61.01	0.00	61.01	90.0	54.91
12/31/2017	PARKER, DIANA	JNL PERSPECTIVE II 05/05	90,893.78	37.87	0.00	37.87	90.0	34.08
12/31/2017	PARKER, MICHAEL	JNL PERSPECTIVE II 05/05	100,575.37	41.91	0.00	41.91	90.0	37.72

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>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
12/31/2017	RAMIREZ, JOAQUIN	JNL PERSPECTIVE II 05/05	48,883.00	20.37	0.00	20.37	90.0	18.33
12/31/2017	GRABER, AMOS	JNL PERSPECTIVE II 05/05	47,713.81	19.88	0.00	19.88	90.0	17.89
12/31/2017	SMITH, KAREN	JOHN HANCOCK VENTURE 2006	159,485.14	132.90	0.00	132.90	90.0	119.61
12/31/2017	BLANCHARD, SUZETTE	JOHN HANCOCK VENTURE III	69,869.62	58.22	0.00	58.22	90.0	52.40
12/31/2017	SITCLER, PATRICIA	JOHN HANCOCK VENTURE III	109,103.45	90.92	0.00	90.92	90.0	81.83
12/31/2017	SHERRILL, TIMOTHY	JOHN HANCOCK VENTURE III	216,642.85	180.54	0.00	180.54	90.0	162.49
12/31/2017	SOBERALSKI, EDWARD	JOHN HANCOCK VENTURE III	203,777.53	169.81	0.00	169.81	90.0	152.83
12/30/2017	LEDERMAN, JOANNE	NATIONWIDE BOA ACHIEVER 45	284,448.10	355.56	0.00	355.56	90.0	320.00
12/30/2017	HOUSER, MICHAEL	NATIONWIDE BOA ACHIEVER 45	63,518.47	119.10	0.00	119.10	90.0	107.19
12/30/2017	KIRKLAND, CINDY	NATIONWIDE BOA SUCCESSOR 33	5,480.21	13.70	0.00	13.70	90.0	12.33
12/30/2017	THIEME, HEIDI	NATIONWIDE DESTINATION C 01	19,755.90	61.74	0.00	61.74	90.0	55.57
12/30/2017	HITT, ERIN	NATIONWIDE DESTINATION C 01	9,088.11	22.72	0.00	22.72	90.0	20.45
12/30/2017	JACOBS, AMY	NATIONWIDE DESTINATION C 01	12,941.67	32.35	0.00	32.35	90.0	29.12
12/30/2017	HILER, BRITNEY	NATIONWIDE DESTINATION C 01	1,717.87	5.37	0.00	5.37	90.0	4.83
12/30/2017	CRANE, AMY	NATIONWIDE DESTINATION C 01	9,698.13	24.25	0.00	24.25	90.0	21.83
12/30/2017	MATHEWSON, KAYLA	NATIONWIDE DESTINATION C 01	7,189.41	17.97	0.00	17.97	90.0	16.17
12/30/2017	WILLIAMS, ELIZA	NATIONWIDE DESTINATION C 01	11,650.10	29.13	0.00	29.13	90.0	26.22
12/30/2017	LEDERMAN, JOANNE	NATIONWIDE MARKETFLEX BB	20,072.38	25.09	0.00	25.09	90.0	22.58
12/30/2017	BOYLAN TRUST	NATIONWIDE MARKETFLEX BB	37,617.22	94.04	0.00	94.04	90.0	84.64
12/30/2017	RAMIREZ, HERLINDA GARCIA	NATIONWIDE MARKETFLEX BB	27,169.26	67.92	0.00	67.92	90.0	61.13
12/30/2017	DEHAVEN, ELLEN	NATIONWIDE MARKETFLEX BB	18,607.42	23.26	0.00	23.26	90.0	20.93
12/30/2017	NEELEY, JOHN	NATIONWIDE MARKETFLEX BB	23,033.88	28.79	0.00	28.79	90.0	25.91
12/30/2017	ZEHR, BERTHA	NW DESTINATION B2 05	105,053.04	131.32	0.00	131.32	90.0	118.19
12/30/2017	PARKER, MICHAEL	NW DESTINATION B2 05	128,828.49	161.04	0.00	161.04	90.0	144.94
12/30/2017	PARKER, DIANA	NW DESTINATION B2 05	86,985.51	108.73	0.00	108.73	90.0	97.86
12/18/2017	KELLEY, MEKENNA	NWL SOLOIST 01	-93.68	-3.75	0.00	-3.75	90.0	-3.38
12/30/2017	BURD, CHRISTINA	NWL SOLOIST 01	4,452.92	7.24	0.00	7.24	90.0	6.52
12/30/2017	SNYDER, PAIGE	NWL SOLOIST 01	7,204.14	11.71	0.00	11.71	90.0	10.54
12/30/2017	ROBROCK, KYLIA	NWL SOLOIST 01	1,926.82	3.13	0.00	3.13	90.0	2.82
12/30/2017	CIRCLE, MADISON	NWL SOLOIST 01	1,728.21	2.81	0.00	2.81	90.0	2.53
12/30/2017	RINEHOLD, BRANDI	NWL SOLOIST 01	5,798.94	9.42	0.00	9.42	90.0	8.48
12/30/2017	WILLS, LISA	NWL SOLOIST 01	5,278.50	8.58	0.00	8.58	90.0	7.72
12/30/2017	HEYNEMAN, ALEXA	NWL SOLOIST 01	1,388.69	2.26	0.00	2.26	90.0	2.03

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>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
12/30/2017	KELLEY, MEKENNA	NWL SOLOIST 01	93.35	0.15	0.00	0.15	90.0	0.14
12/31/2017	BROOKSHIRE, JEFFEREY	PRU AS LIFEVEST	21,968.05	13.73	0.00	13.73	90.0	12.36
12/31/2017	BROOKSHIRE, JEFFEREY	PRU AS LIFEVEST	21,968.05	41.19	0.00	41.19	90.0	37.07
12/28/2017	STAUFFER, PATTY	SBL ADVISORDESIGNS VA	19,289.08	16.07	0.00	16.07	90.0	14.46
* VARIABLE ANNUITIES SUBTOTAL *			\$5,146,020.50	\$19,561.52	\$0.00	\$19,561.52		\$17,605.40
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
12/18/2017	ZEHR, BERTHA	GRIFFIN INSTITUTIONAL ACCESS REAL E	0.00	2.22	0.00	2.22	90.0	2.00
12/18/2017	ZEHR, PAUL	GRIFFIN INSTITUTIONAL ACCESS REAL E	0.00	2.22	0.00	2.22	90.0	2.00
12/18/2017	ZEHR, PAUL	GRIFFIN INSTITUTIONAL ACCESS REAL E	0.00	8.82	0.00	8.82	90.0	7.94
12/18/2017	BYERLEY, WAYNE & KATHLEE	GRIFFIN INSTITUTIONAL ACCESS REAL E	0.00	8.82	0.00	8.82	90.0	7.94
12/18/2017	ZAHM, CHRISTINE	GRIFFIN INSTITUTIONAL ACCESS REAL E	0.00	1.76	0.00	1.76	90.0	1.58
12/18/2017	ZAHM SR, RICHARD	GRIFFIN INSTITUTIONAL ACCESS REAL E	0.00	1.37	0.00	1.37	90.0	1.23
12/18/2017	ZAHM SR, RICHARD	GRIFFIN INSTITUTIONAL ACCESS REAL E	0.00	12.03	0.00	12.03	90.0	10.83
12/18/2017	SCHROEDER, JEFFERY	GRIFFIN INSTITUTIONAL ACCESS REAL E	0.00	2.00	0.00	2.00	90.0	1.80
12/18/2017	PIERSON III, CARL	GRIFFIN INSTITUTIONAL ACCESS REAL E	0.00	1.29	0.00	1.29	90.0	1.16
12/18/2017	PIERSON, JUDITH	GRIFFIN INSTITUTIONAL ACCESS REAL E	0.00	1.29	0.00	1.29	90.0	1.16
12/18/2017	MERVAR, DAVID	GRIFFIN INSTITUTIONAL ACCESS REAL E	0.00	3.44	0.00	3.44	90.0	3.10
12/14/2017	BYERLEY, WAYNE & KATHLEE	JP MORGAN EQUITY INCOME FUND CLASS	0.00	5.24	0.00	5.24	90.0	4.72
12/14/2017	BYERLEY, WAYNE & KATHLEE	JP MORGAN INTREPID MID CAP FUND CLA	0.00	4.92	0.00	4.92	90.0	4.43
12/14/2017	BYERLEY, WAYNE & KATHLEE	JP MORGAN U.S. EQUITY FUND CLASS A	0.00	5.16	0.00	5.16	90.0	4.64
12/21/2017	HOLLE, JAIME	RYDEX ENERGY SERVICES C	0.00	0.08	0.00	0.08	90.0	0.07
12/14/2017	WRIGHT, WAYNE	TRANSAMERICA AA GROWTH A	0.00	1.21	0.00	1.21	90.0	1.09
12/14/2017	WRIGHT, WAYNE	TRANSAMERICA AA MOD GROWTH A	0.00	2.24	0.00	2.24	90.0	2.02
12/14/2017	DINGER, WILLIAM	TRANSAMERICA TACTICAL INCOME C	0.00	8.05	0.00	8.05	90.0	7.25
12/14/2017	ZEHR, PAUL	TRANSAMERICA TACTICAL INCOME C	0.00	8.75	0.00	8.75	90.0	7.88
12/14/2017	STAUFFER, MARJORIE	TRANSAMERICA TACTICAL INCOME C	0.00	8.56	0.00	8.56	90.0	7.70
12/14/2017	WILD, CHRISTINE	TRANSAMERICA TACTICAL INCOME C	0.00	10.25	0.00	10.25	90.0	9.23
12/14/2017	WRIGHT, APRIL	TRANSAMERICA TACTICAL INCOME C	0.00	6.76	0.00	6.76	90.0	6.08
12/14/2017	MILLER, HELEN	TRANSAMERICA TACTICAL INCOME C	0.00	6.60	0.00	6.60	90.0	5.94
* MUTUAL FUND 12B1 TRAILS SUBTOTAL *			\$0.00	\$113.08	\$0.00	\$113.08		\$101.79

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>DIRECT TRANSACTIONS</u>								
PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS								
12/24/2017	REICHARD, THOMAS	ING ESII	0.00	69.04	0.00	69.04	90.0	62.14
12/31/2017	STAUFFER, ARLEN	PAC LIFE INNOVATIVE SELECT	0.00	40.09	0.00	40.09	90.0	36.08
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *			\$0.00	\$109.13	\$0.00	\$109.13		\$98.22
*** DIRECT TRANSACTIONS TOTAL ***			\$5,146,235.50	\$19,785.88	\$0.00	\$19,785.88		\$17,807.35

ADJUSTMENTS

01/15/2018		*AI INSIGHT: CURRENT MONTH	0.00					-7.00
01/15/2018		*ALBRIDGE: LIGHT USER	0.00					-76.00
01/15/2018		*E & O INSURANCE: CURRENT MONTH INS	0.00					-300.00
01/15/2018		*GLOBAL RELAY: WEBSITE	0.00					-15.00
01/15/2018		*PERSHING: BOOKS AND RECORDS	0.00					-11.88
01/15/2018		*TECHNOLOGY: ADMIN - KAREN STAUFFER	0.00					-130.00
01/15/2018		*TECHNOLOGY: CURRENT MONTH BASIC	0.00					-180.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$-719.88

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	\$17,807.35
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$-719.88
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$17,087.47
Year-to-date Gross	\$19,785.88
Year-to-date Earnings	\$17,807.35