

**COMMISSION STATEMENT****January 15, 2018**JOEL WOODS
1412 Blue Quail RunBROKER #: W143
BRANCH: WOODS FINANCIAL

Crowley, TX 76036-

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: 529 PLANS</u>								
01/02/2018	GIBSON, TIMOTHY	AM FUNDS GROWTH FUND OF AMERICA 529	125.00	6.25	0.00	6.25	90.0	5.63
12/29/2017	GRAVES, BENJAMIN	AMERICAN FUNDS COLLEGE 2033 FUND-52	10.00	0.35	0.00	0.35	90.0	0.32
01/02/2018	ST JOHN, FINN	AMERICAN FUNDS COLLEGE 2033 FUND-52	100.00	3.50	0.00	3.50	90.0	3.15
01/02/2018	GRAVES, BENJAMIN	AMERICAN FUNDS COLLEGE 2033 FUND-52	10.00	0.35	0.00	0.35	90.0	0.32
/ /	AMOS, ALEXANDER	FA 529 COLLEGE PORT OLD CL A	0.00	9.13	0.00	9.13	90.0	8.22
/ /	AMOS, ALEXANDER	FA 529 COLLEGE PORT OLD CL A	0.00	9.79	0.00	9.79	90.0	8.81
/ /	AMOS, ALEXANDER	FIDELITY ADVISORS FD 529 PORT 2016	0.00	7.50	0.00	7.50	90.0	6.75
/ /	AMOS, ALEXANDER	FIDELITY ADVISORS FD 529 PORT 2016	0.00	8.05	0.00	8.05	90.0	7.25
* 529 PLANS SUBTOTAL *			\$245.00	\$44.92	\$0.00	\$44.92		\$40.45
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
12/08/2017	HICKMAN, FRANCES	DELAWARE TAX FREE USA A	0.00	8.47	0.00	8.47	90.0	7.62
12/11/2017	MCELVAIN, TED	FIRST EAGLE GLOBAL FUND CL A	0.00	7.31	0.00	7.31	90.0	6.58
12/11/2017	TMICO TRUST CO	FIRST EAGLE GOLD FUND CLASS C	0.00	6.07	0.00	6.07	90.0	5.46
12/11/2017	HICKMAN, FRANCES	FRANKLIN FED TAX FREE INCOME A	0.00	12.12	0.00	12.12	90.0	10.91
12/11/2017	RICHTER, ROBERT	HARTFORD MIDCAP A	0.00	5.46	0.00	5.46	90.0	4.91
12/26/2017	HAMPTON, JARROTT	INVESCO BALANCED-RISK ALLOCATION-C	50.00	0.50	0.00	0.50	90.0	0.45
12/11/2017	CROSS, BETTY	MFS UTILITIES A	0.00	3.79	0.00	3.79	90.0	3.41
12/11/2017	CONDRAY, GADA	OPPENHEIMER STEELPATH MLP ALPHA FD	0.00	3.80	0.00	3.80	90.0	3.42
12/12/2017	CONDRAY, GADA	PIMCO INCOME FUND C	3,000.00	0.00	0.00	0.00	90.0	0.00
12/11/2017	CONDRAY, GADA	TRANSAMERICA MLP & ENERGY INC - C	0.00	5.17	0.00	5.17	90.0	4.65
* MUTUAL FUNDS SUBTOTAL *			\$3,050.00	\$52.69	\$0.00	\$52.69		\$47.41
<u>PRODUCT CATEGORY: STOCKS</u>								
11/29/2017	ZELLERS, JANE	PREFERRED APT CMNTYS INC COM	16,585.48	150.00	22.00	128.00	90.0	115.20
12/05/2017	RICHTER, ROBERT	PREFERRED APT CMNTYS INC COM	25,144.68	200.00	22.00	178.00	90.0	160.20
12/05/2017	PERRY CHILD TRUST, RUDOLPH	PREFERRED APT CMNTYS INC COM	12,624.00	100.00	22.00	78.00	90.0	70.20

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: STOCKS</u>								
12/08/2017	THREADGILL, MICHELLE	PREFERRED APT CMNTYS INC COM	16,680.50	150.00	22.00	128.00	90.0	115.20
12/08/2017	VOSE TRUST	PREFERRED APT CMNTYS INC COM	6,272.22	60.00	22.00	38.00	90.0	34.20
12/13/2017	TMICO TRUST CO	PREFERRED APT CMNTYS INC COM	75,858.50	700.00	22.00	678.00	90.0	610.20
12/13/2017	MIRES, LINDA K OXFORD-	PREFERRED APT CMNTYS INC COM	42,719.80	300.00	22.00	278.00	90.0	250.20
12/21/2017	NEAL, JONNE	PREFERRED APT CMNTYS INC COM	4,874.59	50.00	22.00	28.00	90.0	25.20
* STOCKS SUBTOTAL *			\$200,759.77	\$1,710.00	\$176.00	\$1,534.00		\$1,380.60
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
12/29/2017	WITKOWSKI, CHESTER	AXA ACCUM 07 (NQ)	44,613.23	27.88	0.00	27.88	90.0	25.09
12/29/2017	COMBS, RICHARD	AXA ACCUM 07 ELITE (RO IRA)	37,391.58	93.48	0.00	93.48	90.0	84.13
12/29/2017	DERMARDEROSIANSMITH, LAURA	AXA ACCUM 07 ELITE (RO IRA)	35,686.21	89.22	0.00	89.22	90.0	80.30
12/29/2017	THREADGILL, VICKY	AXA ACCUM 07 ELITE (RO IRA)	31,427.76	78.57	0.00	78.57	90.0	70.71
12/29/2017	GIBSON, STACEY	AXA REITREMENT CORNERSTONE 13 L	307,895.91	769.74	0.00	769.74	90.0	692.77
12/29/2017	SONES, MONICA	AXA RETIREMENT CORNERSTONE 13 B	21,077.64	13.17	0.00	13.17	90.0	11.85
12/29/2017	PROPST, MARGARETT	HARTFORD LEADERS OUTLOOK	15,324.29	38.31	0.00	38.31	90.0	34.48
12/29/2017	RICHTER, ROBERT	HARTFORD LEADERS OUTLOOK	6,857.68	17.14	0.00	17.14	90.0	15.43
12/29/2017	ARMOUR, DANA	HARTFORD PHCM V	59,501.64	59.50	0.00	59.50	90.0	53.55
12/31/2017	NORRIS, JERRY	JNL PERSPECTIVE	11,489.14	2.39	0.00	2.39	90.0	2.15
12/31/2017	HENSLEE, CHARLES	JNL PERSPECTIVE	10,072.16	2.10	0.00	2.10	90.0	1.89
12/31/2017	GORDON, JEFFREY	JNL PERSPECTIVE II 04/14	104,243.83	43.43	0.00	43.43	90.0	39.09
12/31/2017	CADY, KENDA	JNL PERSPECTIVE L	30,883.66	33.46	0.00	33.46	90.0	30.11
12/31/2017	HEIL, ROBERT	JNL PERSPECTIVE L	62,054.74	67.23	0.00	67.23	90.0	60.51
12/31/2017	PARKIN, DAVID	JNL PERSPECTIVE L	65,930.62	71.42	0.00	71.42	90.0	64.28
12/31/2017	TOMLINSON, HAROLD	JNL PERSPECTIVE L	116,386.25	126.09	0.00	126.09	90.0	113.48
12/31/2017	MARKS, FRANCES	JNL PERSPECTIVE L	43,447.49	47.07	0.00	47.07	90.0	42.36
12/31/2017	MARKS, RICHARD	JNL PERSPECTIVE L	43,568.39	47.20	0.00	47.20	90.0	42.48
12/31/2017	SENESE, CATHERINE	JNL PERSPECTIVE L	7,172.95	7.77	0.00	7.77	90.0	6.99
12/31/2017	HARVEY, HELEN	JNL PERSPECTIVE L	82,547.84	89.43	0.00	89.43	90.0	80.49
12/31/2017	SENESE, CARMEN	JNL PERSPECTIVE L	23,322.66	25.27	0.00	25.27	90.0	22.74
12/31/2017	HARVEY, JESSE	JNL PERSPECTIVE L	101,410.91	109.86	0.00	109.86	90.0	98.87
12/31/2017	IRBY, MALCOLM DON & E	JNL PERSPECTIVE L	20,338.73	22.03	0.00	22.03	90.0	19.83
12/31/2017	PERRY, JANINE	JNL PERSPECTIVE L	19,731.63	21.38	0.00	21.38	90.0	19.24
12/31/2017	LILES, ROBERT	JOHN HANCOCK VENTURE III	197,050.23	164.21	0.00	164.21	90.0	147.79
12/31/2017	GRAVITT, ELIZABETH	JOHN HANCOCK VENTURE III	72,142.00	60.12	0.00	60.12	90.0	54.11

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
12/31/2017	WOODS, VARIOUS	LINCOLN BENEFIT LIFE	0.00	492.68	0.00	492.68	90.0	443.41
		* VARIABLE ANNUITIES SUBTOTAL *	\$1,571,569.17	\$2,620.15	\$0.00	\$2,620.15		\$2,358.13
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
/ /	WESTMORELAND, SUSAN	FIDELITY ADV SHORT TERM BOND CL A	0.00	0.80	0.00	0.80	90.0	0.72
/ /	RECTOR, MADELINE	JH 529 PORT 2017-2020 A	0.00	1.48	0.00	1.48	90.0	1.33
12/29/2017	RECTOR, ABIGAIL	JH 529 PORT 2017-2020 A	0.00	1.48	0.00	1.48	90.0	1.33
		* MUTUAL FUND 12B1 TRAILS SUBTOTAL *	\$0.00	\$3.76	\$0.00	\$3.76		\$3.38
		*** DIRECT TRANSACTIONS TOTAL ***	\$1,775,623.94	\$4,431.52	\$176.00	\$4,255.52		\$3,829.97

VERRIDE TRANSACTIONS**BROKER: MARK-S141 REG SMITH #367**

01/02/2018	JOHNSON, FRANKLIN	AM FUNDS AMCAP A	50.00	2.50	0.00	2.50	48.0	1.05
01/02/2018	BONGIORNO, VALERIE	AM FUNDS AMCAP A	50.00	2.50	0.00	2.50	48.0	1.05
12/11/2017	BOWLAND, BOBBY	AM FUNDS AMERICAN MUTUAL A	0.00	4.06	0.00	4.06	48.0	1.71
01/02/2018	JOHNSON, FRANKLIN	AM FUNDS AMERICAN MUTUAL A	50.00	2.50	0.00	2.50	48.0	1.05
12/11/2017	CHAPMAN, KENNETH	AM FUNDS BOND FUND OF AMERICA A	0.00	0.08	0.00	0.08	48.0	0.03
12/11/2017	CHAPMAN, TERRYALIN	AM FUNDS BOND FUND OF AMERICA A	0.00	0.08	0.00	0.08	48.0	0.03
12/11/2017	BOWLAND, BOBBY	AM FUNDS CAPITAL INCOME BUILDER A	0.00	6.37	0.00	6.37	48.0	2.68
01/02/2018	BONGIORNO, VALERIE	AM FUNDS CAPITAL INCOME BUILDER A	50.00	2.50	0.00	2.50	48.0	1.05
12/11/2017	BOWLAND, BOBBY	AM FUNDS CAPITAL WORLD GRTH & INC A	0.00	3.62	0.00	3.62	48.0	1.52
12/11/2017	WITKOWSKI, CHET	AM FUNDS CAPITAL WORLD GRTH & INC A	0.00	0.45	0.00	0.45	48.0	0.19
01/02/2018	BONGIORNO, VALERIE	AM FUNDS CAPITAL WORLD GRTH & INC A	50.00	2.50	0.00	2.50	48.0	1.05
01/02/2018	JOHNSON, FRANKLIN	AM FUNDS EUROPACIFIC GROWTH FUND A	50.00	2.50	0.00	2.50	48.0	1.05
12/11/2017	BRIDGES, JANIS	AM FUNDS FUNDAMENTAL INVESTORS A	0.00	1.59	0.00	1.59	48.0	0.67
01/02/2018	JOHNSON, FRANKLIN	AM FUNDS FUNDAMENTAL INVESTORS A	50.00	2.50	0.00	2.50	48.0	1.05
12/11/2017	WITKOWSKI, CHET	AM FUNDS GROWTH FUND OF AMERICA A	0.00	0.44	0.00	0.44	48.0	0.18
01/02/2018	JOHNSON, FRANKLIN	AM FUNDS GROWTH FUND OF AMERICA A	50.00	2.50	0.00	2.50	48.0	1.05
01/02/2018	BONGIORNO, VALERIE	AM FUNDS GROWTH FUND OF AMERICA A	50.00	2.50	0.00	2.50	48.0	1.05
12/11/2017	BOWLAND, BOBBY	AM FUNDS ICA A	0.00	3.95	0.00	3.95	48.0	1.66
12/11/2017	WITKOWSKI, CHET	AM FUNDS ICA A	0.00	0.44	0.00	0.44	48.0	0.18
12/11/2017	CHAPMAN, KENNETH	AM FUNDS INCOME FUND OF AMERICA A	0.00	0.15	0.00	0.15	48.0	0.06
12/11/2017	CHAPMAN, TERRYALIN	AM FUNDS INCOME FUND OF AMERICA A	0.00	0.15	0.00	0.15	48.0	0.06

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<u>VERRIDE TRANSACTIONS</u>								
<u>BROKER: MARK-S141 REG SMITH #367</u>								
12/11/2017	BRIDGES, JANIS	AM FUNDS INCOME FUND OF AMERICA A	0.00	2.07	0.00	2.07	48.0	0.87
12/11/2017	BOWLAND, BOBBY	AM FUNDS INCOME FUND OF AMERICA A	0.00	3.37	0.00	3.37	48.0	1.42
12/11/2017	WITKOWSKI, CHET	AM FUNDS INCOME FUND OF AMERICA A	0.00	0.43	0.00	0.43	48.0	0.18
12/11/2017	CHAPMAN, KENNETH	AM FUNDS INTERMEDIATE BOND FUND OF	0.00	0.07	0.00	0.07	48.0	0.03
12/11/2017	CHAPMAN, TERRYALIN	AM FUNDS INTERMEDIATE BOND FUND OF	0.00	0.07	0.00	0.07	48.0	0.03
12/11/2017	CHAPMAN, KENNETH	AM FUNDS NEW PERSPECTIVE A	0.00	0.21	0.00	0.21	48.0	0.09
12/11/2017	CHAPMAN, TERRYALIN	AM FUNDS NEW PERSPECTIVE A	0.00	0.21	0.00	0.21	48.0	0.09
01/03/2018	WILSON & JO ANN, WOODROW	AM GEN POLARIS PLATINUM III	203,844.43	12,740.28	0.00	12,740.28	48.0	5,350.92
12/29/2017	WU, PEILI	AXA 00246Q312	121,113.64	302.78	0.00	302.78	48.0	127.17
12/29/2017	WALRAVEN, VIRGINIA	AXA ACCUM 07 ELITE (RO IRA)	16,003.31	40.01	0.00	40.01	48.0	16.80
12/29/2017	BLEULER, SHIRLEY	AXA ACCUM 07 ELITE (RO IRA)	28,587.12	71.47	0.00	71.47	48.0	30.02
12/29/2017	GODWIN, SANDRA	HARTFORD PHCM V	15,414.78	15.41	0.00	15.41	48.0	6.47
12/31/2017	BRIDGES, JANIS	JNL ELITE ACCESS	106,983.92	89.15	0.00	89.15	48.0	37.44
12/31/2017	RHODES, VIRGINIA	JNL ELITE ACCESS	77,893.04	16.23	0.00	16.23	48.0	6.82
12/31/2017	CROWTHER, JOHN	JNL ELITE ACCESS	60,190.58	12.54	0.00	12.54	48.0	5.27
12/31/2017	NOBLES, VERLIE	JNL PERSPECTIVE L	31,751.38	34.40	0.00	34.40	48.0	14.45
12/31/2017	REEDER, WESLEY	JNL PERSPECTIVE L	18,415.51	19.95	0.00	19.95	48.0	8.38
12/31/2017	SPURGIN, BRENT	JNL PERSPECTIVE L	38,395.73	41.60	0.00	41.60	48.0	17.47
12/31/2017	WHISTLER, ROBERT M & LIND	JNL PERSPECTIVE L	53,789.55	44.82	0.00	44.82	48.0	18.82
12/31/2017	WHISTLER, ROBERT M & LIND	JNL PERSPECTIVE L	37,033.29	40.12	0.00	40.12	48.0	16.85
12/31/2017	WALLACE, DEBORREH	JNL PERSPECTIVE L	86,626.41	72.19	0.00	72.19	48.0	30.32
12/31/2017	NOBLES, VERLIE	JOHN HANCOCK VENTURE III	30,788.91	25.66	0.00	25.66	48.0	10.78
12/31/2017	WISE, LUCILE	LINCOLN BENEFIT LIFE	0.00	238.70	0.00	238.70	48.0	100.25
12/30/2017	GILMOR, JULIE	NATIONWIDE DESTINATION LS 96	52,446.41	131.12	0.00	131.12	48.0	55.07
/ /	ORR, RICHARD	OPPENHEIMER GLOBAL STRATEGIC INC A	0.00	5.33	0.00	5.33	48.0	2.24
12/11/2017	WARD, SHERRY	OPPENHEIMER MAIN STREET OPP A	0.00	0.75	0.00	0.75	48.0	0.32
12/11/2017	CORLEY, WILBUR	PREFERRED APT CMNTYS INC COM	12,651.03	100.00	22.00	78.00	48.0	32.76
12/21/2017	MCCORMICK, DEBORAH	PREFERRED APT CMNTYS INC COM	8,135.36	100.00	22.00	78.00	48.0	32.76
12/31/2017	JEFFERS, LARRY	PRU AS APEX II	120,512.02	301.28	0.00	301.28	48.0	126.54
12/31/2017	JEFFERS, LARRY	PRU AS APEX II	120,512.02	75.32	0.00	75.32	48.0	31.63
12/11/2017	NICODIN, EARL	PUTNAM INVESTORS A	0.00	0.88	0.00	0.88	48.0	0.37
12/28/2017	BURNS, ANNE	SEC BEN 814121158	38,045.08	31.69	0.00	31.69	48.0	13.31
* MARK-S141 REG SMITH SUBTOTAL *			\$1,279,583.52	\$14,601.99	\$44.00	\$14,557.99		\$6,114.36

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ADJUSTMENTS								
*** OVERRIDE TRANSACTIONS TOTAL ***			\$1,279,583.52	\$14,601.99	\$44.00	\$14,557.99		\$6,114.36

ADJUSTMENTS								
01/15/2018		*AI INSIGHT: CURRENT MONTH	0.00					-7.00
01/15/2018		*EO INS: CURRENT MONTH INS	0.00					-300.00
01/15/2018		*LASER APP: CURRENT MONTH	0.00					-18.00
01/15/2018		*RBC: CURRENT MONTH	0.00					-25.00
01/15/2018		*TECH: CURRENT MONTH BASIC	0.00					-180.00
01/15/2018		*TECHNOLOGY: ADMIN - CHRISTINA POOL	0.00					-130.00
01/15/2018		*TECHNOLOGY: ADMIN - JAMIE CONDRAY	0.00					-130.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$-790.00

BROKER COMMISSION TOTALS	
Broker Transactions	\$3,829.97
Split Transactions	\$0.00
Override Transactions	\$6,114.36
Adjustments	\$-790.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$9,154.33
Year-to-date Gross	\$4,431.52
Year-to-date Earnings	\$9,944.33

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