



Concorde Investment Services, LLC

04/03/2018

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COMMISSION STATEMENT

March 31, 2018

JOSEPH (TERRY), M132 MANN
219 E. 31st Street

BROKER #: M132
BRANCH: JOSEPH "TERRY" MANN

Savannah, GA 31401

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
03/15/2018	COLLINS, REGENA	AM FUNDS AMCAP A	65.00	2.44	0.00	2.44	91.0	2.22
03/15/2018	COLLINS, JAMES	AM FUNDS AMCAP A	60.00	2.25	0.00	2.25	91.0	2.05
03/15/2018	PAI, YOGISH	AM FUNDS AMCAP C	125.00	1.25	0.00	1.25	91.0	1.14
03/08/2018	MOORE, THOMAS	AM FUNDS AMERICAN HIGH-INCOME TRUST	599.99	6.00	0.00	6.00	91.0	5.46
03/08/2018	MOORE, THOMAS	AM FUNDS AMERICAN HIGH-INCOME TRUST	144.73	1.45	0.00	1.45	91.0	1.32
03/08/2018	BLANCHARD, DAVID	AM FUNDS CAPITAL INCOME BUILDER C	599.99	6.00	0.00	6.00	91.0	5.46
03/08/2018	BLANCHARD, DAVID	AM FUNDS CAPITAL INCOME BUILDER C	144.73	1.45	0.00	1.45	91.0	1.32
03/08/2018	MOORE, THOMAS	AM FUNDS CAPITAL INCOME BUILDER C	1,199.98	12.00	0.00	12.00	91.0	10.92
03/08/2018	MOORE, THOMAS	AM FUNDS CAPITAL INCOME BUILDER C	289.48	2.89	0.00	2.89	91.0	2.63
03/08/2018	MOORE, THOMAS	AM FUNDS CAPITAL WORLD BOND C	599.98	6.00	0.00	6.00	91.0	5.46
03/08/2018	MOORE, THOMAS	AM FUNDS CAPITAL WORLD BOND C	144.73	1.45	0.00	1.45	91.0	1.32
03/15/2018	COLLINS, REGENA	AM FUNDS EUROPACIFIC GROWTH FUND A	60.00	2.25	0.00	2.25	91.0	2.05
03/15/2018	COLLINS, JAMES	AM FUNDS EUROPACIFIC GROWTH FUND A	60.00	2.25	0.00	2.25	91.0	2.05
03/16/2018	MOORE, MAX	AM FUNDS EUROPACIFIC GROWTH FUND A	100.00	2.75	0.00	2.75	91.0	2.50
03/08/2018	BLANCHARD, DAVID	AM FUNDS EUROPACIFIC GROWTH FUND C	1,199.97	12.00	0.00	12.00	91.0	10.92
03/08/2018	BLANCHARD, DAVID	AM FUNDS EUROPACIFIC GROWTH FUND C	289.48	2.89	0.00	2.89	91.0	2.63
03/08/2018	MOORE, THOMAS	AM FUNDS EUROPACIFIC GROWTH FUND C	599.99	6.00	0.00	6.00	91.0	5.46
03/08/2018	MOORE, THOMAS	AM FUNDS EUROPACIFIC GROWTH FUND C	144.73	1.45	0.00	1.45	91.0	1.32
03/08/2018	GALLAGHER, RYAN	AM FUNDS GLOBAL BALANCED C	2,623.00	26.23	0.00	26.23	91.0	23.87
03/08/2018	GALLAGHER, RYAN	AM FUNDS GLOBAL BALANCED C	3,197.16	31.97	0.00	31.97	91.0	29.09
03/15/2018	DUNLAP, TONY	AM FUNDS GROWTH FUND OF AMERICA A	50.00	1.88	0.00	1.88	91.0	1.71
03/08/2018	BLANCHARD, DAVID	AM FUNDS GROWTH FUND OF AMERICA C	1,799.97	18.00	0.00	18.00	91.0	16.38
03/08/2018	BLANCHARD, DAVID	AM FUNDS GROWTH FUND OF AMERICA C	434.20	4.34	0.00	4.34	91.0	3.95
03/08/2018	MOORE, THOMAS	AM FUNDS GROWTH FUND OF AMERICA C	1,199.98	12.00	0.00	12.00	91.0	10.92
03/08/2018	MOORE, THOMAS	AM FUNDS GROWTH FUND OF AMERICA C	289.47	2.89	0.00	2.89	91.0	2.63
03/08/2018	WRIGHT, RACHEL	AM FUNDS GROWTH FUND OF AMERICA C	1,259.94	12.60	0.00	12.60	91.0	11.47

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: MUTUAL FUNDS</u>								
03/08/2018	WRIGHT, RACHEL	AM FUNDS GROWTH FUND OF AMERICA C	472.51	4.73	0.00	4.73	91.0	4.30
03/15/2018	PAI, YOGISH	AM FUNDS NEW ECONOMY C	125.00	1.25	0.00	1.25	91.0	1.14
03/15/2018	COLLINS, REGENA	AM FUNDS NEW PERSPECTIVE A	60.00	2.25	0.00	2.25	91.0	2.05
03/15/2018	COLLINS, JAMES	AM FUNDS NEW PERSPECTIVE A	65.00	2.44	0.00	2.44	91.0	2.22
03/15/2018	DUNLAP, TONY	AM FUNDS NEW WORLD A	50.00	1.88	0.00	1.88	91.0	1.71
03/08/2018	BLANCHARD, DAVID	AM FUNDS NEW WORLD C	599.99	6.00	0.00	6.00	91.0	5.46
03/08/2018	BLANCHARD, DAVID	AM FUNDS NEW WORLD C	144.73	1.45	0.00	1.45	91.0	1.32
03/08/2018	MOORE, THOMAS	AM FUNDS NEW WORLD C	599.99	6.00	0.00	6.00	91.0	5.46
03/08/2018	MOORE, THOMAS	AM FUNDS NEW WORLD C	144.73	1.45	0.00	1.45	91.0	1.32
03/15/2018	PAI, YOGISH	AM FUNDS SMALLCAP WORLD C	125.00	1.25	0.00	1.25	91.0	1.14
03/08/2018	BLANCHARD, DAVID	AM FUNDS WASHINGTON MUTUAL INVESTOR	1,799.97	18.00	0.00	18.00	91.0	16.38
03/08/2018	BLANCHARD, DAVID	AM FUNDS WASHINGTON MUTUAL INVESTOR	434.20	4.34	0.00	4.34	91.0	3.95
03/08/2018	MOORE, THOMAS	AM FUNDS WASHINGTON MUTUAL INVESTOR	1,199.98	12.00	0.00	12.00	91.0	10.92
03/08/2018	MOORE, THOMAS	AM FUNDS WASHINGTON MUTUAL INVESTOR	289.47	2.89	0.00	2.89	91.0	2.63
03/05/2018	HADAWAY, DEBORAH	AMERICAN HIGH-INCOME MUNI BOND FUND	100.00	1.00	0.00	1.00	91.0	0.91
03/20/2018	MOORE, THOMAS	FIDELITY ADV MATERIALS C	250.00	2.50	0.00	2.50	91.0	2.28
/ /	MOORE, THOMAS	FIDELITY ADV MEGA CAP STOCK	0.00	2.50	0.00	2.50	91.0	2.28
03/01/2018	GAMBRELL, PERRY	OPPENHEIMER DISCOVERY C	292.38	2.92	0.00	2.92	91.0	2.66
* MUTUAL FUNDS SUBTOTAL *			\$24,034.45	\$257.53	\$0.00	\$257.53		\$234.38
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
03/01/2018	WARSTADT, ELIZABETH	PRU PREMIER RETIREMENT B	34,400.00	2,408.00	0.00	2,408.00	91.0	2,191.28
03/15/2018	WARSTADT, ELIZABETH	PRU PREMIER RETIREMENT B	2,000.00	140.00	0.00	140.00	91.0	127.40
* VARIABLE ANNUITIES SUBTOTAL *			\$36,400.00	\$2,548.00	\$0.00	\$2,548.00		\$2,318.68
<u>PRODUCT CATEGORY: VARIABLE UNIVERSAL LIFE</u>								
03/09/2018	PAI, YOGISH & ANITA	PAC LIFE VUL	700.00	14.00	0.00	14.00	91.0	12.74
03/12/2018	MANN, JOSEPH(TERRY)	PAC LIFE VUL	300.00	6.00	0.00	6.00	91.0	5.46
03/12/2018	DUNLAP, TONY	PAC LIFE VUL	475.00	9.50	0.00	9.50	91.0	8.65
03/13/2018	DUNLAP, TONY	PAC LIFE VUL	90.00	1.80	0.00	1.80	91.0	1.64
03/13/2018	DUNLAP, TONY	PAC LIFE VUL	500.00	10.00	0.00	10.00	91.0	9.10
03/15/2018	CONLEY, CHRISTOPHER	PAC LIFE VUL	92.64	0.93	0.00	0.93	91.0	0.85
03/16/2018	HOFFMAN, ADON	PAC LIFE VUL	170.00	3.40	0.00	3.40	91.0	3.09
* VARIABLE UNIVERSAL LIFE SUBTOTAL *			\$2,327.64	\$45.63	\$0.00	\$45.63		\$41.53

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DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
DIRECT TRANSACTIONS								
PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS								
03/16/2018	PAI, YOGISH & ANITA	PAC LIFE PORTFOLIOS	0.00	10.00	0.00	10.00	91.0	9.10
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *			\$0.00	\$10.00	\$0.00	\$10.00		\$9.10
*** DIRECT TRANSACTIONS TOTAL ***			\$62,762.09	\$2,861.16	\$0.00	\$2,861.16		\$2,603.69

BROKER COMMISSION TOTALS

Broker Transactions	\$2,603.69
Split Transactions	\$0.00
Override Transactions	\$0.00
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	\$2,603.69
Year-to-date Gross	\$18,844.92
Year-to-date Earnings	\$17,154.46

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