



Concorde Investment Services, LLC

03/14/2017

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COMMISSION STATEMENT

March 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
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
03/01/2017	VAN DRUNEN, CATHERINE	AM FUNDS CAPITAL INCOME BUILDER C	0.00	3.02	0.00	3.02	90.0	2.72
03/01/2017	VAN DRUNEN, CATHERINE	AM FUNDS CAPITAL WORLD GRTH & INC C	0.00	2.32	0.00	2.32	90.0	2.09
03/01/2017	VAN DRUNEN, CATHERINE	AM FUNDS EUROPACIFIC GROWTH FUND C	0.00	2.01	0.00	2.01	90.0	1.81
03/01/2017	VAN DRUNEN, CATHERINE	AM FUNDS INCOME FUND OF AMERICA C	0.00	1.69	0.00	1.69	90.0	1.52
03/01/2017	VAN DRUNEN, CATHERINE	AM FUNDS SHORT TERM BND FUND OF AM	0.00	4.03	0.00	4.03	90.0	3.63
/ /	NICHOLS, CAROLYN	HARTFORD HIGH YIELD A	0.00	0.88	0.00	0.88	90.0	0.79
02/02/2017	NICHOLS, CAROLYN	HARTFORD HIGH YIELD A	0.00	0.98	0.00	0.98	90.0	0.88
* MUTUAL FUNDS SUBTOTAL *			\$0.00	\$14.93	\$0.00	\$14.93		\$13.44
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
02/27/2017	KERN, DAVID	AMERITAS LOWLOAD VUL	9,572.31	0.79	0.00	0.79	90.0	0.71
02/27/2017	KERN, BENJAMIN	AMERITAS LOWLOAD VUL	18,016.28	1.50	0.00	1.50	90.0	1.35
03/01/2017	KERN, BRIAN	AMERITAS LOWLOAD VUL	1,381.02	0.11	0.00	0.11	90.0	0.10
02/28/2017	KERN, DAVID	JNL ELITE ACCESS	44,317.25	9.23	0.00	9.23	90.0	8.31
02/28/2017	KERN, BENJAMIN	JNL ELITE ACCESS	146,478.99	30.52	0.00	30.52	90.0	27.47
02/28/2017	LINDQUIST FAMILY TRUST, MICAH	JNL ELITE ACCESS	160,344.10	33.41	0.00	33.41	90.0	30.07
02/28/2017	BUTCHER, JACK	JNL ELITE ACCESS	785,755.71	654.80	0.00	654.80	90.0	589.32
02/28/2017	KERN, BRIAN	JNL ELITE ACCESS	44,619.54	37.18	0.00	37.18	90.0	33.46
02/28/2017	RIEBE, PATRICIA	JNL ELITE ACCESS	165,155.85	137.63	0.00	137.63	90.0	123.87
02/28/2017	SVOBODA, JOYCE	JNL ELITE ACCESS	36,043.61	30.04	0.00	30.04	90.0	27.04
02/28/2017	MILLER, LAVERN	JNL ELITE ACCESS	27,126.91	22.61	0.00	22.61	90.0	20.35
02/28/2017	MILLER, JEAN	JNL ELITE ACCESS	11,828.14	9.86	0.00	9.86	90.0	8.87
02/28/2017	BRIEGEL, WILLIAM	JNL ELITE ACCESS	16,438.90	13.70	0.00	13.70	90.0	12.33
02/28/2017	JOHNSON, JULIE	JNL ELITE ACCESS	16,328.50	13.61	0.00	13.61	90.0	12.25
02/28/2017	FORTNEY, ELIZABETH	JNL ELITE ACCESS	25,750.87	21.46	0.00	21.46	90.0	19.31
02/28/2017	JOHNSON, MARGAUX	JNL ELITE ACCESS	6,140.63	5.12	0.00	5.12	90.0	4.61
02/28/2017	SMITH, STEPHANIE	JNL ELITE ACCESS	19,275.94	16.06	0.00	16.06	90.0	14.45

NOTES: * - Indicates adjustment is not included in 1099 Earnings

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^Date - Split Trade - full Investment Amount & Gross Commission displayed

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
02/28/2017	FREISTROFFER, HENRY	JNL ELITE ACCESS	7,319.92	6.10	0.00	6.10	90.0	5.49
02/28/2017	COLLENTINE, CARYL	JNL ELITE ACCESS	4,552.62	3.79	0.00	3.79	90.0	3.41
02/28/2017	COLLENTINE, SEAN	JNL ELITE ACCESS	4,563.21	3.80	0.00	3.80	90.0	3.42
02/28/2017	ROY, SHARI	JNL ELITE ACCESS	43,172.55	35.98	0.00	35.98	90.0	32.38
02/28/2017	KERN, LEESA	JNL ELITE ACCESS	38,442.63	32.04	0.00	32.04	90.0	28.84
02/28/2017	CONNER, ANDREW	JNL ELITE ACCESS	7,483.78	6.24	0.00	6.24	90.0	5.62
02/28/2017	CONNER, ANDREW	JNL ELITE ACCESS	8,991.12	7.49	0.00	7.49	90.0	6.74
02/28/2017	HURLEY, JOHN	JNL ELITE ACCESS	17,003.22	14.17	0.00	14.17	90.0	12.75
02/28/2017	DELLINGER, EMMA	JNL ELITE ACCESS	145,430.40	121.19	0.00	121.19	90.0	109.07
02/28/2017	OBERLIN, DOUGLAS	JNL ELITE ACCESS	23,000.60	19.17	0.00	19.17	90.0	17.25
02/28/2017	SIMS, SUSAN	JNL ELITE ACCESS	4,555.95	3.80	0.00	3.80	90.0	3.42
02/28/2017	BLESSING, THOMAS	JNL ELITE ACCESS	67,206.03	56.01	0.00	56.01	90.0	50.41
02/28/2017	AKPABIO, UWEM	JNL ELITE ACCESS	88,655.70	73.88	0.00	73.88	90.0	66.49
02/28/2017	REBMAN, MONA	JNL ELITE ACCESS	6,142.82	5.12	0.00	5.12	90.0	4.61
02/28/2017	FREISTROFFER, HENRY	JNL ELITE ACCESS	6,937.79	5.78	0.00	5.78	90.0	5.20
02/28/2017	ROGERS, JOHN	JNL ELITE ACCESS	11,738.21	9.78	0.00	9.78	90.0	8.80
02/28/2017	ROGERS, ADRIENNE	JNL ELITE ACCESS	11,738.25	9.78	0.00	9.78	90.0	8.80
02/28/2017	ROGERS, ADRIENNE	JNL ELITE ACCESS	161,771.36	134.81	0.00	134.81	90.0	121.33
02/28/2017	WHITELEATHER, TRACY	JNL ELITE ACCESS	107,327.98	89.44	0.00	89.44	90.0	80.50
02/28/2017	WHITELEATHER, KEVIN	JNL ELITE ACCESS	6,877.60	5.73	0.00	5.73	90.0	5.16
02/28/2017	KELTY, SANDRA	JNL ELITE ACCESS	21,214.87	17.68	0.00	17.68	90.0	15.91
02/28/2017	RIEBE, PATRICIA	JNL ELITE ACCESS	6,509.60	5.42	0.00	5.42	90.0	4.88
03/01/2017	FORTNEY, ELIZABETH	JNL ELITE ACCESS	400.00	5.00	0.00	5.00	90.0	4.50
02/28/2017	KERN, DAVID	JNL ELITE ACCESS W/ LIQUIDITY	36,731.35	30.61	0.00	30.61	90.0	27.55
02/28/2017	WOODHAMS, JACK	JNL ELITE ACCESS W/ LIQUIDITY	38,703.67	32.25	0.00	32.25	90.0	29.03
02/28/2017	JOHNSON, THEODORE	JNL ELITE ACCESS W/ LIQUIDITY	6,020.91	5.02	0.00	5.02	90.0	4.52
02/28/2017	ROY, RICHARD	JNL ELITE ACCESS W/ LIQUIDITY	24,719.08	20.60	0.00	20.60	90.0	18.54
02/28/2017	PAYNE, MARTHA	JNL ELITE ACCESS W/ LIQUIDITY	10,005.58	8.34	0.00	8.34	90.0	7.51
02/28/2017	HURLEY, JOHN	JNL ELITE ACCESS W/ LIQUIDITY	120,932.10	100.78	0.00	100.78	90.0	90.70
02/28/2017	COLE, NANCY	JNL ELITE ACCESS W/ LIQUIDITY	47,111.61	39.26	0.00	39.26	90.0	35.33
02/28/2017	DETER, MARY	JNL ELITE ACCESS W/ LIQUIDITY	3,002.12	2.50	0.00	2.50	90.0	2.25
02/28/2017	HESTER, LEEANNE	JNL ELITE ACCESS W/ LIQUIDITY	54,119.29	45.10	0.00	45.10	90.0	40.59
02/28/2017	THEXTON, BARBARA	JNL ELITE ACCESS W/ LIQUIDITY	12,638.04	10.53	0.00	10.53	90.0	9.48

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
02/28/2017	DITTMAR, DONNA	JNL ELITE ACCESS W/ LIQUIDITY	7,085.06	5.90	0.00	5.90	90.0	5.31
02/28/2017	DITTMAR, CHARLES	JNL ELITE ACCESS W/ LIQUIDITY	28,663.45	23.89	0.00	23.89	90.0	21.50
02/28/2017	DAVIS, GARY	JNL PERSPECTIVE L	228,539.60	190.45	0.00	190.45	90.0	171.41
02/28/2017	HIPPENSTEEL, TERRY	JNL PERSPECTIVE L	100,007.25	83.34	0.00	83.34	90.0	75.01
02/28/2017	KELTY, RICHARD	JNL PERSPECTIVE L	663,704.00	553.09	0.00	553.09	90.0	497.78
02/28/2017	GETTS, JUDITH	JNL PERSPECTIVE L	99,133.58	82.61	0.00	82.61	90.0	74.35
02/28/2017	SOLLOWAY, WILLIAM	JNL PERSPECTIVE L	135,680.24	113.07	0.00	113.07	90.0	101.76
02/28/2017	BUTCHER, JACK	JNL PERSPECTIVE L	347,382.47	289.49	0.00	289.49	90.0	260.54
02/28/2017	DETER, MARY	JNL PERSPECTIVE L	52,356.00	43.63	0.00	43.63	90.0	39.27
02/28/2017	CROWLEY, HELEN	JNL PERSPECTIVE L	44,317.25	36.93	0.00	36.93	90.0	33.24
02/28/2017	FREISTROFFER, HENRY	JNL PERSPECTIVE L	172,563.60	143.80	0.00	143.80	90.0	129.42
02/28/2017	HIPPENSTEEL, PAMELA	JNL PERSPECTIVE L	71,155.75	59.30	0.00	59.30	90.0	53.37
02/28/2017	BOHNKE, LON	JNL PERSPECTIVE L	60,745.33	50.62	0.00	50.62	90.0	45.56
02/28/2017	ROGERS, ADRIENNE	JNL PERSPECTIVE L	49,120.13	40.93	0.00	40.93	90.0	36.84
02/28/2017	ROGERS, JOHN	JNL PERSPECTIVE L	48,785.76	40.65	0.00	40.65	90.0	36.59
02/28/2017	BUTCHER, JACK	JOHN HANCOCK VISION	163,498.71	156.69	0.00	156.69	90.0	141.02
02/28/2017	WEST, JOLAN	JOHN HANCOCK VISION	122,919.57	117.80	0.00	117.80	90.0	106.02
/ /	MARATHON LABELS 401K	NWL FLEX ADVANTAGE	242,403.00	43.17	0.00	43.17	90.0	38.85
/ /	NEW HAVEN PRINT &	NWL FLEX ADVANTAGE	774,720.65	165.56	0.00	165.56	90.0	149.00
/ /	MARATHON LABELS 401K	NWL POOLED FXD	51,440.38	9.16	0.00	9.16	90.0	8.24
/ /	NEW HAVEN PRINT &	NWL POOLED FXD	2,933.86	0.63	0.00	0.63	90.0	0.57
* VARIABLE ANNUITIES SUBTOTAL *			\$6,156,750.15	\$4,255.53	\$0.00	\$4,255.53		\$3,830.00
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
02/23/2017	DAVIS, PATRICIA	PROFUNDIS	0.00	3.84	0.00	3.84	90.0	3.46
* MUTUAL FUND 12B1 TRAILS SUBTOTAL *			\$0.00	\$3.84	\$0.00	\$3.84		\$3.46
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
02/21/2017	HELMBERGER, GENNA	SAMMONS	0.00	5.68	0.00	5.68	90.0	5.11
02/28/2017	KERN, BRIAN	SAMMONS	0.00	11.58	0.00	11.58	90.0	10.42
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *			\$0.00	\$17.26	\$0.00	\$17.26		\$15.53
*** BROKER TRANSACTIONS TOTAL ***			\$6,156,750.15	\$4,291.56	\$0.00	\$4,291.56		\$3,862.43

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<u>ADJUSTMENTS</u>								
03/15/2017		*E & O INSURANCE: CURRENT MONTH INS	0.00					-300.00
03/15/2017		*TECHNOLOGY: ADMIN - LEESA KERN	0.00					-100.00
03/15/2017		*TECHNOLOGY: CURRENT MONTH TECH	0.00					-275.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$-675.00

BROKER COMMISSION TOTALS

Broker Transactions	\$3,862.43
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	\$3,187.43
Year-to-date Gross	\$25,447.03
Year-to-date Earnings	\$22,939.66

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