



Concorde Investment Services, LLC

11/30/2017

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**COMMISSION STATEMENT****November 30, 2017**JEFFREY KAUFMAN  
801 Gray Oak DriveBROKER #: K119  
BRANCH: JEFFREY KAUFMAN

Columbia, MO 65201

| DATE  | CLIENT            | INVESTMENT                         | INVESTMENT<br>AMOUNT | GROSS<br>COMMISSION | CLEARING<br>CHARGE | NET<br>COMMISSION | RATE | BROKER<br>COMMISSION |
|---|-------------------|------------------------------------|----------------------|---------------------|--------------------|-------------------|------|----------------------|
| <b><u>DIRECT TRANSACTIONS</u></b>                       |                   |                                    |                      |                     |                    |                   |      |                      |
| <b><u>PRODUCT CATEGORY: MUTUAL FUNDS</u></b>            |                   |                                    |                      |                     |                    |                   |      |                      |
| 11/06/2017  | STALEY, JOSELYN   | AM FUNDS EUROPACIFIC GROWTH FUND A | 200.00               | 10.00               | 0.00               | 10.00             | 90.0 | 9.00                 |
| 11/13/2017  | CROWLEY, MICHA    | AM FUNDS EUROPACIFIC GROWTH FUND A | 110.77               | 2.22                | 0.00               | 2.22              | 90.0 | 2.00                 |
| 11/06/2017  | LEHMAN, COLBY     | AM FUNDS GROWTH FUND OF AMERICA A  | 100.00               | 5.00                | 0.00               | 5.00              | 90.0 | 4.50                 |
| 11/13/2017  | GUIER, CLINT      | AM FUNDS GROWTH FUND OF AMERICA A  | 450.00               | 9.00                | 0.00               | 9.00              | 90.0 | 8.10                 |
| 11/13/2017  | GUIER, JENNIFER   | AM FUNDS GROWTH FUND OF AMERICA A  | 450.00               | 9.00                | 0.00               | 9.00              | 90.0 | 8.10                 |
| 11/13/2017  | CROWLEY, MICHA    | AM FUNDS GROWTH FUND OF AMERICA A  | 387.69               | 7.75                | 0.00               | 7.75              | 90.0 | 6.98                 |
| 11/15/2017  | GRIFFIN, AMANDA   | AM FUNDS GROWTH FUND OF AMERICA A  | 100.00               | 3.75                | 0.00               | 3.75              | 90.0 | 3.38                 |
| 11/15/2017  | GRIFFIN, SHAWN    | AM FUNDS GROWTH FUND OF AMERICA A  | 50.00                | 1.88                | 0.00               | 1.88              | 90.0 | 1.69                 |
| 11/13/2017  | CROWLEY, MICHA    | AM FUNDS NEW ECONOMY A             | 258.46               | 5.17                | 0.00               | 5.17              | 90.0 | 4.65                 |
| 11/06/2017  | GUIER, CASH       | AM FUNDS NEW WORLD A               | 137.00               | 2.74                | 0.00               | 2.74              | 90.0 | 2.47                 |
| 11/13/2017  | CROWLEY, MICHA    | AM FUNDS NEW WORLD A               | 166.16               | 3.32                | 0.00               | 3.32              | 90.0 | 2.99                 |
| 11/06/2017  | GUIER, KNOX       | AM FUNDS SMALLCAP WORLD A          | 45.00                | 0.90                | 0.00               | 0.90              | 90.0 | 0.81                 |
| 11/06/2017  | GRIFFITH, CHERYL  | FIDELITY ADV LARGE CAP             | 75.00                | 1.50                | 0.00               | 1.50              | 90.0 | 1.35                 |
| * MUTUAL FUNDS SUBTOTAL *                               |                   |                                    | <b>\$2,530.08</b>    | <b>\$62.23</b>      | <b>\$0.00</b>      | <b>\$62.23</b>    |      | <b>\$56.02</b>       |
| <b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b>      |                   |                                    |                      |                     |                    |                   |      |                      |
| 11/14/2017  | DOWNS, JAMES      | GUARDIAN LIFE INS TRAILS           | 0.00                 | 52.48               | 0.00               | 52.48             | 90.0 | 47.23                |
| 11/17/2017  | CALHOUN, ALBERT   | ING RELIASTAR                      | 0.00                 | 5.99                | 0.00               | 5.99              | 90.0 | 5.39                 |
| * VARIABLE ANNUITIES SUBTOTAL *                         |                   |                                    | <b>\$0.00</b>        | <b>\$58.47</b>      | <b>\$0.00</b>      | <b>\$58.47</b>    |      | <b>\$52.62</b>       |
| <b><u>PRODUCT CATEGORY: VARIABLE UNIVERSAL LIFE</u></b> |                   |                                    |                      |                     |                    |                   |      |                      |
| 11/01/2017  | KAUFMAN, KIMBERLY | PAC LIFE VUL                       | 75.00                | 1.50                | 0.00               | 1.50              | 90.0 | 1.35                 |
| 11/01/2017  | REDDICK, RYAN     | PAC LIFE VUL                       | 50.00                | 1.00                | 0.00               | 1.00              | 90.0 | 0.90                 |
| 11/02/2017  | KAUFMAN, JEFFREY  | PAC LIFE VUL                       | 200.00               | 4.00                | 0.00               | 4.00              | 90.0 | 3.60                 |
| 11/02/2017  | KAUFMAN, COOPER   | PAC LIFE VUL                       | 50.00                | 1.00                | 0.00               | 1.00              | 90.0 | 0.90                 |
| 11/02/2017  | KAUFMAN, ELLIE    | PAC LIFE VUL                       | 50.00                | 1.00                | 0.00               | 1.00              | 90.0 | 0.90                 |
| 11/02/2017  | STALEY, MICHAELA  | PAC LIFE VUL                       | 50.00                | 1.00                | 0.00               | 1.00              | 90.0 | 0.90                 |

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

\*\* - Indicates adjustment is not included in Totals or Commissions

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

| DATE  | CLIENT             | INVESTMENT   | INVESTMENT<br>AMOUNT | GROSS<br>COMMISSION | CLEARING<br>CHARGE | NET<br>COMMISSION | RATE | BROKER<br>COMMISSION |
|---|--------------------|--------------|----------------------|---------------------|--------------------|-------------------|------|----------------------|
| <b><u>DIRECT TRANSACTIONS</u></b>                       |                    |              |                      |                     |                    |                   |      |                      |
| <b><u>PRODUCT CATEGORY: VARIABLE UNIVERSAL LIFE</u></b> |                    |              |                      |                     |                    |                   |      |                      |
| 11/02/2017  | ROBINSON, PHYLILS  | PAC LIFE VUL | 150.00               | 3.00                | 0.00               | 3.00              | 90.0 | 2.70                 |
| 11/02/2017  | REDDICK, CRYSTAL   | PAC LIFE VUL | 50.00                | 1.50                | 0.00               | 1.50              | 90.0 | 1.35                 |
| 11/02/2017  | STALEY, JOSELYN    | PAC LIFE VUL | 150.00               | 3.00                | 0.00               | 3.00              | 90.0 | 2.70                 |
| 11/02/2017  | MCNERNEY, SUSAN    | PAC LIFE VUL | 1,000.00             | 30.00               | 0.00               | 30.00             | 90.0 | 27.00                |
| 11/02/2017  | MCNERNEY, DASAN    | PAC LIFE VUL | 199.02               | 5.97                | 0.00               | 5.97              | 90.0 | 5.37                 |
| 11/02/2017  | MCNERNEY, DASAN    | PAC LIFE VUL | 0.98                 | 0.03                | 0.00               | 0.03              | 90.0 | 0.03                 |
| 11/02/2017  | MCNERNEY, ALYSSA   | PAC LIFE VUL | 150.00               | 4.50                | 0.00               | 4.50              | 90.0 | 4.05                 |
| 11/02/2017  | MCNERNEY, DYLAN    | PAC LIFE VUL | 150.00               | 4.50                | 0.00               | 4.50              | 90.0 | 4.05                 |
| 11/03/2017  | GUIER, GREGORY     | PAC LIFE VUL | 185.00               | 1.85                | 0.00               | 1.85              | 90.0 | 1.67                 |
| 11/06/2017  | GUIER, CLINT       | PAC LIFE VUL | 74.29                | 0.74                | 0.00               | 0.74              | 90.0 | 0.67                 |
| 11/06/2017  | GUIER, CLINT       | PAC LIFE VUL | 100.00               | 3.00                | 0.00               | 3.00              | 90.0 | 2.70                 |
| 11/06/2017  | STEWART, CHAD      | PAC LIFE VUL | 420.00               | 8.40                | 0.00               | 8.40              | 90.0 | 7.56                 |
| 11/06/2017  | ELLIOTT, PATRICIA  | PAC LIFE VUL | 100.00               | 2.00                | 0.00               | 2.00              | 90.0 | 1.80                 |
| 11/06/2017  | BROCKSMITH, RACHEL | PAC LIFE VUL | 100.00               | 2.00                | 0.00               | 2.00              | 90.0 | 1.80                 |
| 11/07/2017  | DANIELS, BEVERLY   | PAC LIFE VUL | 100.00               | 1.00                | 0.00               | 1.00              | 90.0 | 0.90                 |
| 11/07/2017  | CALLIS, CHARLES    | PAC LIFE VUL | 416.67               | 8.33                | 0.00               | 8.33              | 90.0 | 7.50                 |
| 11/07/2017  | HILL, MIKE         | PAC LIFE VUL | 150.00               | 3.00                | 0.00               | 3.00              | 90.0 | 2.70                 |
| <b>* VARIABLE UNIVERSAL LIFE SUBTOTAL *</b>             |                    |              | <b>\$3,970.96</b>    | <b>\$92.32</b>      | <b>\$0.00</b>      | <b>\$92.32</b>    |      | <b>\$83.10</b>       |
| <b>*** DIRECT TRANSACTIONS TOTAL ***</b>                |                    |              | <b>\$6,501.04</b>    | <b>\$213.02</b>     | <b>\$0.00</b>      | <b>\$213.02</b>   |      | <b>\$191.74</b>      |

**SPLIT TRANSACTIONS****BROKER: K146-JASON KEMBLE #348**

|                                       |                  |                                   |                 |               |               |               |      |               |
|---------------------------------------|------------------|-----------------------------------|-----------------|---------------|---------------|---------------|------|---------------|
| 11/10/2017                            | DANIELS, CLINTON | AM FUNDS GROWTH FUND OF AMERICA A | 100.00          | 2.00          | 0.00          | 2.00          | 90.0 | 1.80          |
| 11/10/2017                            | DANIELS, CLINTON | AM FUNDS SMALLCAP WORLD A         | 100.00          | 2.00          | 0.00          | 2.00          | 90.0 | 1.80          |
| <b>* K146-JASON KEMBLE SUBTOTAL *</b> |                  |                                   | <b>\$200.00</b> | <b>\$4.00</b> | <b>\$0.00</b> | <b>\$4.00</b> |      | <b>\$3.60</b> |

**BROKER: JEFF/JASON KAUFMAN/KEMBLE #349**

|            |                 |                                   |        |       |      |       |      |       |
|------------|-----------------|-----------------------------------|--------|-------|------|-------|------|-------|
| 11/15/2017 | MCNERNEY, DYLAN | AM FUNDS GROWTH FUND OF AMERICA A | 100.00 | 2.75  | 0.00 | 2.75  | 90.0 | 2.48  |
| 11/15/2017 | MCNERNEY, DASAN | AM FUNDS GROWTH FUND OF AMERICA A | 100.00 | 2.75  | 0.00 | 2.75  | 90.0 | 2.48  |
| 11/06/2017 | MCKENZIE, JADA  | AM FUNDS NEW ECONOMY A            | 60.00  | 1.65  | 0.00 | 1.65  | 90.0 | 1.49  |
| 11/15/2017 | DOOLEY, BRUCE   | AM FUNDS SMALLCAP WORLD A         | 50.00  | 1.37  | 0.00 | 1.37  | 90.0 | 1.23  |
| 10/30/2017 | CARSON, SEDEL   | PAC LIFE VUL                      | 55.00  | 30.25 | 0.00 | 30.25 | 90.0 | 27.23 |
| 10/30/2017 | CARSON, MATTHEW | PAC LIFE VUL                      | 7.57   | 4.17  | 0.00 | 4.17  | 90.0 | 3.75  |

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| DATE   | CLIENT          | INVESTMENT   | INVESTMENT<br>AMOUNT | GROSS<br>COMMISSION | CLEARING<br>CHARGE | NET<br>COMMISSION | RATE | BROKER<br>COMMISSION |
|--|-----------------|--------------|----------------------|---------------------|--------------------|-------------------|------|----------------------|
| <b><u>SPLIT TRANSACTIONS</u></b>                     |                 |              |                      |                     |                    |                   |      |                      |
| <b><u>BROKER: JEFF/JASON KAUFMAN/KEMBLE #349</u></b> |                 |              |                      |                     |                    |                   |      |                      |
| 10/30/2017   | CARSON, MATTHEW | PAC LIFE VUL | 142.43               | 19.58               | 0.00               | 19.58             | 90.0 | 17.62                |
| 11/02/2017   | MCNERNEY, DAVID | PAC LIFE VUL | 1,000.00             | 11.00               | 0.00               | 11.00             | 90.0 | 9.90                 |
| * JEFF/JASON KAUFMAN/KEMBLE SUBTOTAL *               |                 |              | \$1,515.00           | \$73.52             | \$0.00             | \$73.52           |      | \$66.18              |
| *** SPLIT TRANSACTIONS TOTAL ***                     |                 |              | \$1,715.00           | \$77.52             | \$0.00             | \$77.52           |      | \$69.78              |

**BROKER COMMISSION TOTALS**

|                       |          |
|-----------------------|----------|
| Broker Transactions   | \$191.74 |
| Split Transactions    | \$69.78  |
| 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          | \$261.52     |
| Year-to-date Gross    | \$152,364.01 |
| Year-to-date Earnings | \$146,162.92 |

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 \*\* - Indicates adjustment is not included in Totals or Commissions  
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