



Concorde Investment Services, LLC

12/15/2017

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# COMMISSION STATEMENT

December 15, 2017

ROBERT LUCHSINGER  
600 Johnson Ave.  
Suite B5  
Bohemia, NY 11716

BROKER #: L117  
BRANCH: ROBERT LUCHSINGER

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<b><u>DIRECT TRANSACTIONS</u></b>								
<b>PRODUCT CATEGORY: MUTUAL FUNDS</b>								
12/04/2017	KAMPMANN, MURIEL	AM FUNDS ICA C	250.00	2.50	0.00	2.50	95.0	2.38
11/17/2017	KAMPMANN, PATRICIA	AM FUNDS WASHINGTON MUTUAL INVESTOR	40,000.00	400.00	0.00	400.00	95.0	380.00
11/20/2017	HANAK, EMMA	AM FUNDS WASHINGTON MUTUAL INVESTOR	297.29	14.86	0.00	14.86	95.0	14.12
12/04/2017	KAMPMANN, MURIEL	AM FUNDS WASHINGTON MUTUAL INVESTOR	250.00	2.50	0.00	2.50	95.0	2.38
11/20/2017	PRYDETKO, WALTER	OPPENHEIMER CAPITAL APPRECIATION A	69.71	1.12	0.00	1.12	95.0	1.06
11/20/2017	PRYDETKO, WALTER	OPPENHEIMER CAPITAL APPRECIATION A	33.75	0.54	0.00	0.54	95.0	0.51
11/27/2017	PRYDETKO, WALTER	OPPENHEIMER CAPITAL APPRECIATION A	69.71	1.12	0.00	1.12	95.0	1.06
11/27/2017	PRYDETKO, WALTER	OPPENHEIMER CAPITAL APPRECIATION A	33.75	0.54	0.00	0.54	95.0	0.51
11/20/2017	PRYDETKO, WALTER	OPPENHEIMER GLOBAL A	69.71	1.12	0.00	1.12	95.0	1.06
11/20/2017	PRYDETKO, WALTER	OPPENHEIMER GLOBAL A	33.75	0.54	0.00	0.54	95.0	0.51
11/27/2017	PRYDETKO, WALTER	OPPENHEIMER GLOBAL A	69.71	1.12	0.00	1.12	95.0	1.06
11/27/2017	PRYDETKO, WALTER	OPPENHEIMER GLOBAL A	33.75	0.54	0.00	0.54	95.0	0.51
11/20/2017	PRYDETKO, WALTER	OPPENHEIMER GLOBAL ALLOCATION A	41.83	0.67	0.00	0.67	95.0	0.64
11/20/2017	PRYDETKO, WALTER	OPPENHEIMER GLOBAL ALLOCATION A	20.25	0.32	0.00	0.32	95.0	0.30
11/27/2017	PRYDETKO, WALTER	OPPENHEIMER GLOBAL ALLOCATION A	41.83	0.67	0.00	0.67	95.0	0.64
11/27/2017	PRYDETKO, WALTER	OPPENHEIMER GLOBAL ALLOCATION A	20.25	0.32	0.00	0.32	95.0	0.30
11/20/2017	PRYDETKO, WALTER	OPPENHEIMER GOLD & SPECIAL MINERALS	27.89	0.45	0.00	0.45	95.0	0.43
11/20/2017	PRYDETKO, WALTER	OPPENHEIMER GOLD & SPECIAL MINERALS	13.50	0.22	0.00	0.22	95.0	0.21
11/27/2017	PRYDETKO, WALTER	OPPENHEIMER GOLD & SPECIAL MINERALS	27.89	0.45	0.00	0.45	95.0	0.43
11/27/2017	PRYDETKO, WALTER	OPPENHEIMER GOLD & SPECIAL MINERALS	13.50	0.22	0.00	0.22	95.0	0.21
11/20/2017	PRYDETKO, WALTER	OPPENHEIMER MAIN STREET SMALLCAP A	69.71	1.12	0.00	1.12	95.0	1.06
11/20/2017	PRYDETKO, WALTER	OPPENHEIMER MAIN STREET SMALLCAP A	33.75	0.54	0.00	0.54	95.0	0.51
11/27/2017	PRYDETKO, WALTER	OPPENHEIMER MAIN STREET SMALLCAP A	69.71	1.12	0.00	1.12	95.0	1.06
11/27/2017	PRYDETKO, WALTER	OPPENHEIMER MAIN STREET SMALLCAP A	33.75	0.54	0.00	0.54	95.0	0.51
* MUTUAL FUNDS SUBTOTAL *			\$41,624.99	\$433.14	\$0.00	\$433.14		\$411.46

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
<b><u>DIRECT TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b>								
12/01/2017	MCKENNA, STEPHANIE	HARTFORD LEADERS OUTLOOK 2	10,000.00	500.00	0.00	500.00	95.0	475.00
11/30/2017	MOLNAR, J S KIP	JNL 468511134	11,697.08	2.44	0.00	2.44	95.0	2.32
12/04/2017	MOLNAR, J S KIP	JNL 468511134	1,000.00	45.00	0.00	45.00	95.0	42.75
11/30/2017	TETA, JODI	JNL NY PERSPECTIVE L	231,848.78	193.21	0.00	193.21	95.0	183.55
11/30/2017	LUCHSINGER, ELIZABETH	JNL NY PERSPECTIVE L	164,120.11	136.77	0.00	136.77	95.0	129.93
11/27/2017	FLANAGAN, BARBARA	JNL PERSPECTIVE II 04/14	4,000.00	220.00	0.00	220.00	95.0	209.00
11/30/2017	LUCHSINGER, ROBERT	JNL PERSPECTIVE II 04/14	100,331.22	20.90	0.00	20.90	95.0	19.86
11/30/2017	STOCCO, ROBERT	JNL PERSPECTIVE II 04/14	43,441.68	9.05	0.00	9.05	95.0	8.60
11/30/2017	HANAK, SUSAN	JNL PERSPECTIVE II 04/14	437,666.67	91.18	0.00	91.18	95.0	86.62
11/30/2017	DEITSCH, PAUL	JNL PERSPECTIVE II 04/14	93,959.35	19.57	0.00	19.57	95.0	18.59
11/30/2017	GUARINO, CARMINE	JNL PERSPECTIVE II 04/14	200,509.58	41.77	0.00	41.77	95.0	39.68
11/30/2017	FLANAGAN, BARBARA	JNL PERSPECTIVE II 04/14	243,753.66	50.78	0.00	50.78	95.0	48.24
11/30/2017	YETTER, DEBRA	JNL PERSPECTIVE II 04/14	30,080.34	6.27	0.00	6.27	95.0	5.96
12/01/2017	SMITH, GARY	JNL PERSPECTIVE II 04/14	1,000.00	70.00	0.00	70.00	95.0	66.50
11/30/2017	KAMPMANN, ROBERT	JNL PERSPECTIVE II 04/14	379,863.07	79.14	0.00	79.14	95.0	75.18
11/30/2017	KAMPMANN, ROBERT	JNL PERSPECTIVE II 04/14	248,893.87	51.85	0.00	51.85	95.0	49.26
11/29/2017	ROBERTO, RICHARD	SBL SECURE DESIGNS VA	13,684.69	2.85	0.00	2.85	95.0	2.71
11/29/2017	ROBERTO, ROBERT	SBL SECURE DESIGNS VA	13,588.49	2.84	0.00	2.84	95.0	2.70
11/29/2017	KNAACK, JOHN	SBL SECURE DESIGNS VA	121,038.70	100.87	0.00	100.87	95.0	95.83
11/29/2017	YBAY, ERLINDA	SBL SECURE DESIGNS VA	120,211.07	100.18	0.00	100.18	95.0	95.17
11/07/2017	SALANITRO, ISABEL	TRANSAMERICA LIBERTY	6,363.71	5.30	0.00	5.30	95.0	5.04
11/13/2017	PUMA, ANN	TRANSAMERICA LIBERTY	36,876.18	30.73	0.00	30.73	95.0	29.19
11/15/2017	MAZZA, JOSEPH	TRANSAMERICA LIBERTY	111,849.97	93.21	0.00	93.21	95.0	88.55
11/30/2017	LUCHSINGER, JANE	TRANSAMERICA LIBERTY	14,782.75	12.32	0.00	12.32	95.0	11.70
* VARIABLE ANNUITIES SUBTOTAL *			<b>\$2,640,560.97</b>	<b>\$1,886.23</b>	<b>\$0.00</b>	<b>\$1,886.23</b>		<b>\$1,791.93</b>

**PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS**

12/01/2017	GRIFFIN, DOUGLAS	AM FUNDS AMCAP A	0.00	201.75	0.00	201.75	95.0	191.66
12/01/2017	SALANITRO, ISABEL	AM FUNDS BOND FUND OF AMERICA A	0.00	3.61	0.00	3.61	95.0	3.43
12/01/2017	KAMPMANN, PATRICIA	AM FUNDS CAPITAL INCOME BUILDER A	0.00	8.28	0.00	8.28	95.0	7.87
12/01/2017	SALANITRO, ISABEL	AM FUNDS GROWTH FUND OF AMERICA A	0.00	32.71	0.00	32.71	95.0	31.07
12/01/2017	YBAY, ERLINDA	AM FUNDS ICA A	0.00	1.77	0.00	1.77	95.0	1.68
12/01/2017	DOUGLAS, ANDREA	AM FUNDS ICA A	0.00	2.83	0.00	2.83	95.0	2.69
12/01/2017	KAMPMANN, MURIEL	AM FUNDS ICA C	0.00	12.18	0.00	12.18	95.0	11.57

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<b><u>DIRECT TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u></b>								
12/01/2017	CHIAPPERINO, LORRAINE	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	0.42	0.00	0.42	95.0	0.40
12/01/2017	BECKWITH, CHRISTINE	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	4.51	0.00	4.51	95.0	4.28
12/01/2017	YBAY, ERLINDA	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	3.51	0.00	3.51	95.0	3.33
12/01/2017	HANAK, EMMA	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	3.35	0.00	3.35	95.0	3.18
12/01/2017	KAMPMANN, PATRICIA	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	42.46	0.00	42.46	95.0	40.34
12/01/2017	KAMPMANN, MURIEL	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	12.28	0.00	12.28	95.0	11.67
11/17/2017	MCKENNA, STEPHANIE	EATON VANCE FLOATING RATE FUND CLAS	0.00	0.01	0.00	0.01	95.0	0.01
<b>* MUTUAL FUND 12B1 TRAILS SUBTOTAL *</b>			<b>\$0.00</b>	<b>\$329.67</b>	<b>\$0.00</b>	<b>\$329.67</b>		<b>\$313.18</b>
<b><u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u></b>								
11/24/2017	DEPTULA, SUSAN	PAC LIFE INNOVATIVE SELECT NY	0.00	554.37	0.00	554.37	95.0	526.65
11/24/2017	SMITH, ROSEMARY	PAC LIFE INNOVATIVE SELECT NY	0.00	704.04	0.00	704.04	95.0	668.84
11/27/2017	FLANAGAN, BARBARA	PACIFIC CHOICE	0.00	70.00	0.00	70.00	95.0	66.50
<b>* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *</b>			<b>\$0.00</b>	<b>\$1,328.41</b>	<b>\$0.00</b>	<b>\$1,328.41</b>		<b>\$1,261.99</b>
<b>*** DIRECT TRANSACTIONS TOTAL ***</b>			<b>\$2,682,185.96</b>	<b>\$3,977.45</b>	<b>\$0.00</b>	<b>\$3,977.45</b>		<b>\$3,778.56</b>

**OVERRIDE TRANSACTIONS****BROKER: L149-ROBERT LUCHSINGER #388**

11/30/2017	MANNETTA, VIRGINIA	JOHN HANCOCK LIFE INS CO	122,479.30	102.07	0.00	102.07	0.0	40.83
11/20/2017	GARDNER, MARILYN	ALLIANZ NFJ DIVIDEND VALUE FUND CLA	0.00	4.35	0.00	4.35	0.0	1.74
11/20/2017	GARDNER, MARILYN	ALLIANZ NFJ LARGE CAP VALUE A	0.00	3.49	0.00	3.49	0.0	1.40
11/13/2017	GARDNER, MARILYN	FRANKLIN INCOME A	0.00	2.84	0.00	2.84	0.0	1.14
11/30/2017	NEVIN, NANCY	JNL NY PERSPECTIVE L	240,529.47	200.44	0.00	200.44	0.0	80.18
11/16/2017	HUNTE, SHEILA	OPPENHEIMER ROCHESTER MUNICIPALS A	0.00	6.00	0.00	6.00	0.0	2.40
11/20/2017	VIONE, LESLEY	PAC LIFE FLOATING RATE INCOME FUND	0.00	1.07	0.00	1.07	0.0	0.43
11/20/2017	GARDNER, MARILYN	PAC LIFE FLOATING RATE INCOME FUND	0.00	1.35	0.00	1.35	0.0	0.54
11/20/2017	KNAACK, PATRICIA	PAC LIFE FLOATING RATE INCOME FUND	0.00	0.64	0.00	0.64	0.0	0.26
11/20/2017	GARDNER, MARILYN	PAC LIFE FUNDS PORT OPTIMIZATION CO	0.00	5.28	0.00	5.28	0.0	2.11
11/20/2017	HESS, RALPH	PAC LIFE FUNDS PORT OPTIMIZATION CO	0.00	4.97	0.00	4.97	0.0	1.99
11/20/2017	REILLY, JAMES	PAC LIFE PORT OPTIM MOD AGG	0.00	8.98	0.00	8.98	0.0	3.59
11/20/2017	KNAACK, PATRICIA	PACIFIC LIFE FUNDS STRATEGIC INCOME	0.00	1.86	0.00	1.86	0.0	0.74
11/16/2017	MANNETTA, VIRGINIA	ROCHESTER LIMITED TERM NEW YORK MUN	0.00	4.98	0.00	4.98	0.0	1.99
11/13/2017	VIONE, LESLEY	SUNAMERICA FOCUSED ALPHA GROWTH A	0.00	0.15	0.00	0.15	0.0	0.06

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<b><u> OVERRIDE TRANSACTIONS </u></b>								
<b><u>BROKER: L149-ROBERT LUCHSINGER #388</u></b>								
11/13/2017	CELENTANO, MAURA	SUNAMERICA FOCUSED ALPHA GROWTH A	0.00	0.57	0.00	0.57	0.0	0.23
11/13/2017	REILLY, JAMES	SUNAMERICA FOCUSED ALPHA LARGE CAP A	0.00	4.97	0.00	4.97	0.0	1.99
11/13/2017	CELENTANO, MAURA	SUNAMERICA FOCUSED ALPHA LARGE CAP A	0.00	2.07	0.00	2.07	0.0	0.83
11/13/2017	HUNTE, SHEILA	SUNAMERICA HIGH YIELD BOND A	0.00	0.74	0.00	0.74	0.0	0.30
11/13/2017	HUNTE, SHEILA	SUNAMERICA STRATEGIC BOND FUND CLAS	0.00	1.14	0.00	1.14	0.0	0.46
<b>* L149-ROBERT LUCHSINGER SUBTOTAL *</b>			<b>\$363,008.77</b>	<b>\$357.96</b>	<b>\$0.00</b>	<b>\$357.96</b>		<b>\$143.21</b>
<b>*** OVERRIDE TRANSACTIONS TOTAL ***</b>			<b>\$363,008.77</b>	<b>\$357.96</b>	<b>\$0.00</b>	<b>\$357.96</b>		<b>\$143.21</b>

**ADJUSTMENTS**

12/15/2017	*: PERSHING: BOOKS & RECORDS	0.00						-1.50
12/15/2017	*: PERSHING: REORG FEE B PATTERSON	0.00						-10.00
12/15/2017	*AI INSIGHT: CURRENT MONTH	0.00						-7.00
12/15/2017	*E & O INSURANCE: CURRENT MONTH INS	0.00						-300.00
12/15/2017	*TECHNOLOGY: CURRENT MONTH BASIC	0.00						-180.00
<b>*** ADJUSTMENTS TOTAL ***</b>			<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>		<b>\$-498.50</b>

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**BROKER COMMISSION TOTALS**

Broker Transactions	\$3,778.56
Split Transactions	\$0.00
Override Transactions	\$143.21
Adjustments	\$-498.50
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$3,423.27
Year-to-date Gross	\$276,427.41
Year-to-date Earnings	\$264,826.62