

**COMMISSION STATEMENT****August 31, 2018**

101 CFGROUP/KOSANKE
 1120 E. Long Lake Road
 Suite 250
 Troy, MI 48085

BROKER #: 101
BRANCH: CONCORDE FINANCIAL G

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
08/06/2018	GARDNER, THERESA	AM FUNDS 2015 TARGET DATE A	112.50	4.78	0.00	4.78	95.0	4.54
08/06/2018	GARDNER, THERESA	AM FUNDS 2035 TARGET DATE-A	112.50	4.78	0.00	4.78	95.0	4.54
08/06/2018	GARDNER, THERESA	AM FUNDS AMERICAN BALANCED A	67.50	2.87	0.00	2.87	95.0	2.73
08/08/2018	CERIMELE, NICHOLAS	AM FUNDS AMERICAN BALANCED A	60.00	2.55	0.00	2.55	95.0	2.42
08/06/2018	GARDNER, THERESA	AM FUNDS AMERICAN MUTUAL A	67.50	2.87	0.00	2.87	95.0	2.73
08/06/2018	STRUNCK, TED	AM FUNDS GROWTH FUND OF AMERICA A	99.00	1.98	0.00	1.98	95.0	1.88
08/06/2018	GOUGEON, MEGAN	AM FUNDS GROWTH FUND OF AMERICA C	180.00	1.80	0.00	1.80	95.0	1.71
08/06/2018	GARDNER, THERESA	AM FUNDS MORTGAGE A	45.00	1.35	0.00	1.35	95.0	1.28
08/06/2018	STRUNCK, TED	AM FUNDS NEW PERSPECTIVE A	99.00	1.98	0.00	1.98	95.0	1.88
08/10/2018	HAWK, CYNTHIA	AM FUNDS NEW PERSPECTIVE A	100.00	5.00	0.00	5.00	95.0	4.75
08/06/2018	GARDNER, THERESA	AM FUNDS SMALLCAP WORLD A	45.00	1.91	0.00	1.91	95.0	1.81
08/06/2018	STRUNCK, TED	AM FUNDS WASHINGTON MUTUAL INVESTOR	102.00	2.04	0.00	2.04	95.0	1.94
08/10/2018	IVEZAJ, GYSTE	AM FUNDS WASHINGTON MUTUAL INVESTOR	50.00	1.88	0.00	1.88	95.0	1.79
07/16/2018	CUDNIK, LEONARD	DAVIS NEW YORK VENTURE A	300.00	12.00	0.00	12.00	95.0	11.40
07/16/2018	ROBINETTE, JANET	DAVIS NEW YORK VENTURE A	50.00	2.00	0.00	2.00	95.0	1.90
07/16/2018	MORICI, MICHELLE	DAVIS NEW YORK VENTURE B	50.00	2.00	0.00	2.00	95.0	1.90
07/16/2018	GARLAND, DAWN	DAVIS NEW YORK VENTURE B	30.00	1.20	0.00	1.20	95.0	1.14
07/30/2018	RITTER, WILLIAM	DAVIS NEW YORK VENTURE B	25.00	1.00	0.00	1.00	95.0	0.95
08/10/2018	TYSZKIEWICZ, KURT	FRANKLIN GROWTH C	100.00	1.00	0.00	1.00	95.0	0.95
08/06/2018	BERGLUND, KRIS	INVESCO AMERICAN FRANCHISE A	50.00	2.50	0.00	2.50	95.0	2.38
08/01/2018	WONCH, LIZ	PUTNAM MULTI-CAP CORE FUND A	50.00	2.50	0.00	2.50	95.0	2.38
08/06/2018	LOPICCOLO, CATHERINE	TRANSAMERICA AA GROWTH C	99.25	0.99	0.00	0.99	95.0	0.94
08/06/2018	WETZEL, TIFFANY	TRANSAMERICA AA GROWTH C	100.00	1.00	0.00	1.00	95.0	0.95
* MUTUAL FUNDS SUBTOTAL *			\$1,994.25	\$61.98	\$0.00	\$61.98		\$58.89

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

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DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
07/15/2018	CFGROUP, VARIOUS	GENWORTH CHOICE VA	628.14	31.41	0.00	31.41	95.0	29.84
07/15/2018	CFGROUP, VARIOUS	GENWORTH CHOICE VA	511.35	25.57	0.00	25.57	95.0	24.29
* VARIABLE ANNUITIES SUBTOTAL *			\$1,139.49	\$56.98	\$0.00	\$56.98		\$54.13
<u>PRODUCT CATEGORY: VARIABLE UNIVERSAL LIFE</u>								
08/06/2018	DINKA, JOHN	PAC LIFE VUL	2,500.00	50.00	0.00	50.00	95.0	47.50
* VARIABLE UNIVERSAL LIFE SUBTOTAL *			\$2,500.00	\$50.00	\$0.00	\$50.00		\$47.50
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
08/03/2018	MERRITT, KATHY	COLUMBIA ACORN A	0.00	11.25	0.00	11.25	95.0	10.69
08/03/2018	EQUITY TRUST CO	COLUMBIA ACORN A	0.00	5.49	0.00	5.49	95.0	5.22
08/03/2018	MOORE, DONYELLE	COLUMBIA EQUITY VALUE A	0.00	1.04	0.00	1.04	95.0	0.99
08/03/2018	MUNTEANU, RADU	COLUMBIA GREATER CHINA A	0.00	9.35	0.00	9.35	95.0	8.88
08/03/2018	KLEMPNER TRUST, VLADIMIR	COLUMBIA INCOME BUILDER FUND A	0.00	9.63	0.00	9.63	95.0	9.15
08/03/2018	SMYTH, DAVID	COLUMBIA LARGE CAP GROWTH A	0.00	3.95	0.00	3.95	95.0	3.75
08/03/2018	MOORE, DONYELLE	COLUMBIA MIDCAP VALUE A	0.00	9.57	0.00	9.57	95.0	9.09
08/03/2018	SCULLY, DOROTHY	COLUMBIA SELIGMAN COMM AND INFO A	0.00	6.53	0.00	6.53	95.0	6.20
08/03/2018	KULA, THOMAS	COLUMBIA SELIGMAN COMM AND INFO A	0.00	3.35	0.00	3.35	95.0	3.18
08/03/2018	HOSKIN, JOHN	COLUMBIA SELIGMAN COMM AND INFO A	0.00	6.77	0.00	6.77	95.0	6.43
08/03/2018	SWIDER, ROB	COLUMBIA SELIGMAN COMM AND INFO A	0.00	6.99	0.00	6.99	95.0	6.64
08/03/2018	VANMEER, MICHAEL	COLUMBIA SELIGMAN COMM AND INFO A	0.00	4.98	0.00	4.98	95.0	4.73
08/03/2018	SCULLY, DOROTHY	COLUMBIA SELIGMAN COMM AND INFO C	0.00	24.14	0.00	24.14	95.0	22.93
08/03/2018	FALKIEWICZ, DAVID	COLUMBIA SMALL CAP VALUE I A	0.00	6.80	0.00	6.80	95.0	6.46
08/03/2018	MOORE, DONYELLE	COLUMBIA SMALL CAP VALUE I A	0.00	5.65	0.00	5.65	95.0	5.37
08/03/2018	KUCHAREK, EMMA	COLUMBIA STRATEGIC INVESTOR A	0.00	0.19	0.00	0.19	95.0	0.18
08/03/2018	KUCHAREK, PETER	COLUMBIA STRATEGIC INVESTOR A	0.00	0.19	0.00	0.19	95.0	0.18
08/03/2018	KUCHAREK, GILLIAN	COLUMBIA STRATEGIC INVESTOR A	0.00	0.19	0.00	0.19	95.0	0.18
08/03/2018	KUCHAREK, SARAH	COLUMBIA STRATEGIC INVESTOR A	0.00	0.19	0.00	0.19	95.0	0.18
08/03/2018	KINGSLEY, BRIAN GENE	COLUMBIA STRATEGIC INVESTOR A	0.00	2.87	0.00	2.87	95.0	2.73
08/03/2018	KUCHAREK, MIRIAM	COLUMBIA STRATEGIC INVESTOR A	0.00	0.21	0.00	0.21	95.0	0.20
07/31/2018	BUSSELL, VARIOUS	DREYFUS	7,824.52	1.66	0.00	1.66	95.0	1.58
07/31/2018	BUSSELL, VARIOUS	DREYFUS	333,491.21	70.81	0.00	70.81	95.0	67.27
07/31/2018	JOHNSON, VARIOUS	DREYFUS	30,129.58	6.40	0.00	6.40	95.0	6.08
07/31/2018	CFGROUP, VARIOUS	DREYFUS	59,164.64	12.56	0.00	12.56	95.0	11.93

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
07/31/2018	CFGROUP, VARIOUS	DREYFUS	7,976.28	1.69	0.00	1.69	95.0	1.61
08/07/2018	HOFER, KATHLEEN	FEDERATED BOND A	0.00	1.64	0.00	1.64	95.0	1.56
08/07/2018	ELLIOT, PATRICIA	FEDERATED EQUITY INCOME A	0.00	12.12	0.00	12.12	95.0	11.51
08/07/2018	KING, VICTORIA	FEDERATED KAUFMANN FUND A	0.00	12.26	0.00	12.26	95.0	11.65
08/07/2018	ELLIOT, JAMES	FEDERATED KAUFMANN FUND-C	0.00	13.06	0.00	13.06	95.0	12.41
08/07/2018	ELLIOT, JAMES	FEDERATED KAUFMANN FUND-C	0.00	39.18	0.00	39.18	95.0	37.22
08/07/2018	FINCH, BEVERLY	FEDERATED SVCS CORP	0.00	0.32	0.00	0.32	95.0	0.30
08/07/2018	HEGEL, SUSAN	FEDERATED US GOV SEC A	0.00	2.41	0.00	2.41	95.0	2.29
* MUTUAL FUND 12B1 TRAILS SUBTOTAL *			\$438,586.23	\$293.44	\$0.00	\$293.44		\$278.77
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
07/04/2018	SCHROETER, RICHARD	TRANSAMERICA EXTRA	0.00	33.08	0.00	33.08	95.0	31.43
07/14/2018	GRUSH, ERNEST	TRANSAMERICA LANDMARK	0.00	131.30	0.00	131.30	95.0	124.74
07/30/2018	MADSEN, JOYCE	TRANSAMERICA LANDMARK	0.00	4.22	0.00	4.22	95.0	4.01
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *			\$0.00	\$168.60	\$0.00	\$168.60		\$160.18
*** DIRECT TRANSACTIONS TOTAL ***			\$444,219.97	\$631.00	\$0.00	\$631.00		\$599.47

SPLIT TRANSACTIONS**BROKER: MARK, 103 KOSANKE #3**

08/28/2018	STEFFES, MARTIN	JNL REWARD 10 YR TERM	32.61	0.16	0.00	0.16	95.0	0.15
* MARK, 103 KOSANKE SUBTOTAL *			\$32.61	\$0.16	\$0.00	\$0.16		\$0.15
*** SPLIT TRANSACTIONS TOTAL ***			\$32.61	\$0.16	\$0.00	\$0.16		\$0.15

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BROKER COMMISSION TOTALS

Broker Transactions	\$599.47
Split Transactions	\$0.15
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	\$599.62
Year-to-date Gross	\$417,182.00
Year-to-date Earnings	\$407,224.88