



Concorde Investment Services, LLC

01/13/2017
Page No. 1

COMMISSION STATEMENT

January 17, 2017

STAN WEBB
300 N. Main Street
Suite 309
Wichita, KS 67202

BROKER #: W121
BRANCH: STAN WEBB

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
/ /	BROWNFIELD, DEAN	AGGRESSIVE PORTFOLIO A	0.00	0.93	0.00	0.93	92.0	0.86
/ /	WYSSMAN, AMBER	AGGRESSIVE PORTFOLIO A	0.00	0.47	0.00	0.47	92.0	0.43
/ /	WOLFF, KRISTA	AGGRESSIVE PORTFOLIO A	0.00	3.57	0.00	3.57	92.0	3.28
/ /	WOLFF, KRISTA	AGGRESSIVE PORTFOLIO A	0.00	3.57	0.00	3.57	92.0	3.28
/ /	WOLFF, KRISTA	AGGRESSIVE PORTFOLIO A	0.00	3.57	0.00	3.57	92.0	3.28
/ /	INGALLS, MONICA	AGGRESSIVE PORTFOLIO A	0.00	0.25	0.00	0.25	92.0	0.23
/ /	SCHMITT, SUSAN	AGGRESSIVE PORTFOLIO A	0.00	4.34	0.00	4.34	92.0	3.99
/ /	SCHMITT, SUSAN	AGGRESSIVE PORTFOLIO A	0.00	4.94	0.00	4.94	92.0	4.54
01/03/2017	SCHMITT, SUSAN	AGGRESSIVE PORTFOLIO A	50.00	2.50	0.00	2.50	92.0	2.30
01/03/2017	SCHMITT, SUSAN	AGGRESSIVE PORTFOLIO A	50.00	2.50	0.00	2.50	92.0	2.30
12/30/2016	KS/TOD	AM FUNDS AMERICAN BALANCED A	450.00	12.38	0.00	12.38	92.0	11.39
12/30/2016	LANDGREN, RICHARD	AM FUNDS AMERICAN BALANCED A	400.00	11.00	0.00	11.00	92.0	10.12
12/30/2016	LANDGREN, PAMELA	AM FUNDS AMERICAN BALANCED A	300.00	8.25	0.00	8.25	92.0	7.59
12/30/2016	DUSH, THERESA	AM FUNDS AMERICAN BALANCED A	50.00	1.88	0.00	1.88	92.0	1.73
12/27/2016	ROTHS, GLEN	AM FUNDS CAPITAL INCOME BUILDER A	100.00	3.75	0.00	3.75	92.0	3.45
12/27/2016	ROTHS, GLEN	AM FUNDS FUNDAMENTAL INVESTORS A	100.00	3.75	0.00	3.75	92.0	3.45
12/30/2016	LANDGREN, RICHARD	AM FUNDS FUNDAMENTAL INVESTORS A	400.00	11.00	0.00	11.00	92.0	10.12
12/30/2016	LANDGREN, PAMELA	AM FUNDS FUNDAMENTAL INVESTORS A	400.00	11.00	0.00	11.00	92.0	10.12
12/30/2016	KS/TOD	AM FUNDS FUNDAMENTAL INVESTORS A	400.00	11.00	0.00	11.00	92.0	10.12
12/27/2016	ROTHS, GLEN	AM FUNDS WASHINGTON MUTUAL INVESTOR	100.00	3.75	0.00	3.75	92.0	3.45
12/30/2016	LANDGREN, PAMELA	AM FUNDS WASHINGTON MUTUAL INVESTOR	300.00	8.25	0.00	8.25	92.0	7.59
12/30/2016	LANDGREN, RICHARD	AM FUNDS WASHINGTON MUTUAL INVESTOR	200.00	5.50	0.00	5.50	92.0	5.06
/ /	RAYMER, CHRISTOPHER	FIDELITY ADV HEALTH CARE T	0.00	1.24	0.00	1.24	92.0	1.14
/ /	CHRISTIAN TOD, ROBERT	FIDELITY ADV HEALTH CARE T	0.00	8.28	0.00	8.28	92.0	7.62
/ /	EVERETT, TRAVIS	FIDELITY ADV NEW INSIGHTS-CL A	0.00	1.60	0.00	1.60	92.0	1.47
/ /	LAGPACAN, RAYMUND	FIDELITY ADV OVERSEAS	0.00	2.40	0.00	2.40	92.0	2.21

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>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
/ /	LAGPACAN, RAYMUND	FIDELITY ADV OVERSEAS	0.00	1.49	0.00	1.49	92.0	1.37
/ /	LOTT TRUST, EDITH	FIDELITY ADV OVERSEAS	0.00	2.14	0.00	2.14	92.0	1.97
/ /	EVERETT, TRAVIS	FIDELITY ADV REAL ESTATE A	0.00	1.92	0.00	1.92	92.0	1.77
01/03/2017	EVERETT, TRAVIS	FIDELITY ADV REAL ESTATE A	100.00	2.75	0.00	2.75	92.0	2.53
/ /	EVERETT, TRAVIS	FIDELITY ADV STOCK SELECTOR ALLCAP	0.00	1.64	0.00	1.64	92.0	1.51
/ /	CHRISTIAN TOD, ROBERT	FIDELITY ADV STRATEGIC INCOME	0.00	8.88	0.00	8.88	92.0	8.17
/ /	KENNEDY, ROBERT	FIDELITY ADV VALUE STRATEGIES A	0.00	7.60	0.00	7.60	92.0	6.99
/ /	RIEMANN TRUST, ARVELLA	FIDELITY ADVISOR VALUE	0.00	8.66	0.00	8.66	92.0	7.97
/ /	RIEMANN TRUST, ARVELLA	FIDELITY BALANCED T	0.00	8.56	0.00	8.56	92.0	7.88
/ /	CROSS TRUST, ALLEN & CHARLA	FIDELITY BALANCED T	0.00	9.24	0.00	9.24	92.0	8.50
/ /	RIEMANN TRUST, ARVELLA	FIDELITY DIV GROWTH T	0.00	12.65	0.00	12.65	92.0	11.64
/ /	CHRISTIAN TOD, ROBERT	FIDELITY DIV GROWTH T	0.00	9.01	0.00	9.01	92.0	8.29
/ /	EVERETT, TRAVIS	FIDELITY DIVERSIFIED INTL A	0.00	0.47	0.00	0.47	92.0	0.43
/ /	EVERETT, TRAVIS	FIDELITY DIVERSIFIED STOCK A	0.00	1.49	0.00	1.49	92.0	1.37
/ /	EVERETT, TRAVIS	FIDELITY DIVIDEND GROWTH A	0.00	1.98	0.00	1.98	92.0	1.82
/ /	EVERETT, TRAVIS	FIDELITY DIVIDEND GROWTH A	0.00	3.49	0.00	3.49	92.0	3.21
01/03/2017	EVERETT, TRAVIS	FIDELITY DIVIDEND GROWTH A	100.00	2.75	0.00	2.75	92.0	2.53
/ /	KENNEDY, ROBERT	FIDELITY EMERGING MARKET A	0.00	0.64	0.00	0.64	92.0	0.59
/ /	EVERETT, TRAVIS	FIDELITY EMERGING MARKETS A	0.00	0.32	0.00	0.32	92.0	0.29
/ /	EVERETT, TRAVIS	FIDELITY EMERGING MARKETS A	0.00	2.42	0.00	2.42	92.0	2.23
01/03/2017	EVERETT, TRAVIS	FIDELITY EMERGING MARKETS A	100.00	2.75	0.00	2.75	92.0	2.53
/ /	RANCILIO, KENNETH	FIDELITY EQUITY GROWTH A	0.00	0.68	0.00	0.68	92.0	0.63
/ /	LAGPACAN, RAYMUND	FIDELITY EQUITY GROWTH T	0.00	6.81	0.00	6.81	92.0	6.27
/ /	LAGPACAN, RAYMUND	FIDELITY EQUITY GROWTH T	0.00	4.57	0.00	4.57	92.0	4.20
/ /	RIEMANN TRUST, ARVELLA	FIDELITY EQUITY GROWTH T	0.00	21.78	0.00	21.78	92.0	20.04
/ /	HAYES, BEN	FIDELITY EQUITY GROWTH T	0.00	24.31	0.00	24.31	92.0	22.37
/ /	HEARD, DAVID	FIDELITY EQUITY GROWTH T	0.00	0.81	0.00	0.81	92.0	0.75
/ /	LOTT TRUST, EDITH	FIDELITY EQUITY GROWTH T	0.00	18.51	0.00	18.51	92.0	17.03
/ /	LAGPACAN, RAYMUND	FIDELITY EQUITY INCOME	0.00	7.83	0.00	7.83	92.0	7.20
/ /	LAGPACAN, RAYMUND	FIDELITY EQUITY INCOME	0.00	7.87	0.00	7.87	92.0	7.24
/ /	RIEMANN TRUST, ARVELLA	FIDELITY EQUITY INCOME	0.00	29.89	0.00	29.89	92.0	27.50
/ /	LOTT TRUST, EDITH	FIDELITY EQUITY INCOME	0.00	34.49	0.00	34.49	92.0	31.73
/ /	HAYES, MARTHA	FIDELITY EQUITY INCOME A	0.00	0.50	0.00	0.50	92.0	0.46

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
/ /	HAYES, BEN	FIDELITY EQUITY INCOME A	0.00	0.51	0.00	0.51	92.0	0.47
/ /	EVERETT, TRAVIS	FIDELITY FINANCIAL SERVICES A	0.00	0.64	0.00	0.64	92.0	0.59
/ /	EVERETT, TRAVIS	FIDELITY FINANCIAL SERVICES A	0.00	2.99	0.00	2.99	92.0	2.75
/ /	EVERETT, TRAVIS	FIDELITY GOV'T MMKT DAILY MONEY C	0.00	0.99	0.00	0.99	92.0	0.91
/ /	LOTT TRUST, EDITH	FIDELITY GOV'T MMKT DAILY MONEY C	0.00	0.25	0.00	0.25	92.0	0.23
/ /	EVERETT, TRAVIS	FIDELITY GOV'T MMKT DAILY MONEY C	0.00	1.02	0.00	1.02	92.0	0.94
/ /	CHRISTIAN TOD, ROBERT	FIDELITY GOV'T MMKT DAILY MONEY C	0.00	0.15	0.00	0.15	92.0	0.14
/ /	KENNEDY, ROBERT	FIDELITY GROWTH & INCOME A	0.00	3.44	0.00	3.44	92.0	3.16
/ /	EVERETT, TRAVIS	FIDELITY GROWTH & INCOME A	0.00	1.52	0.00	1.52	92.0	1.40
/ /	EVERETT, TRAVIS	FIDELITY HIGH INCOME A	0.00	0.50	0.00	0.50	92.0	0.46
/ /	KENNEDY, ROBERT	FIDELITY HIGH INCOME ADVANTAGE A	0.00	0.93	0.00	0.93	92.0	0.86
/ /	EVERETT, TRAVIS	FIDELITY HIGH INCOME ADVANTAGE A	0.00	1.74	0.00	1.74	92.0	1.60
/ /	RIEMANN TRUST, ARVELLA	FIDELITY HIGH INCOME T	0.00	3.30	0.00	3.30	92.0	3.04
/ /	LOTT TRUST, EDITH	FIDELITY HIGH INCOME T	0.00	2.81	0.00	2.81	92.0	2.59
/ /	RIEMANN TRUST, ARVELLA	FIDELITY MIDCAP T	0.00	4.47	0.00	4.47	92.0	4.11
/ /	RAYMER, CHRISTOPHER	FIDELITY MIDCAP T	0.00	1.12	0.00	1.12	92.0	1.03
/ /	EVERETT, TRAVIS	FIDELITY TECHNOLOGY A	0.00	0.42	0.00	0.42	92.0	0.39
/ /	HAYES, BEN	FIDELITY TECHNOLOGY T	0.00	1.16	0.00	1.16	92.0	1.07
/ /	CHRISTIAN TOD, ROBERT	FIDELITY TECHNOLOGY T	0.00	4.32	0.00	4.32	92.0	3.97
12/20/2016	THOMAS, DAVID	FT FOUNDING FUNDS ALLOC A	150.00	7.50	0.00	7.50	92.0	6.90
/ /	RANCILIO, KENNETH	GUGGENHEIM DOW 2X STRATEGY A	0.00	3.82	0.00	3.82	92.0	3.51
/ /	FAIRLEY, MIKE	GUGGENHEIM TOTAL RETURN BOND - A	0.00	3.87	0.00	3.87	92.0	3.56
/ /	WALMANN, JEFFREY	GUGGENHEIM US LONG SHORT MOMENTUM A	0.00	0.51	0.00	0.51	92.0	0.47
12/19/2016	NELSON, JIM	INVESCO AMERICAN FRANCHISE A	100.00	3.00	0.00	3.00	92.0	2.76
12/19/2016	NELSON, DENE	INVESCO CHARTER FUND A	200.00	6.00	0.00	6.00	92.0	5.52
12/19/2016	NELSON, JIM	INVESCO CHARTER FUND A	250.00	7.50	0.00	7.50	92.0	6.90
12/19/2016	NELSON, JIM	INVESCO DEVELOPING MARKETS A	50.00	1.50	0.00	1.50	92.0	1.38
12/19/2016	NELSON, DENE	INVESCO GROWTH ALLOCATION A	100.00	3.00	0.00	3.00	92.0	2.76
12/19/2016	NELSON, JIM	INVESCO GROWTH ALLOCATION A	100.00	3.00	0.00	3.00	92.0	2.76
12/19/2016	NELSON, DENE	INVESCO MODERATE ALLOCATION A	200.00	6.00	0.00	6.00	92.0	5.52
12/30/2016	NELSON, ARIKA	INVESCO VALUE OPP A	200.00	6.00	0.00	6.00	92.0	5.52
/ /	SCHMITT, SUSAN	LQ ADVISOR DISCIPLINED GROWTH	0.00	0.86	0.00	0.86	92.0	0.79
/ /	SCHMITT, SUSAN	LQ ADVISOR INTERNATIONAL GROWTH	0.00	0.64	0.00	0.64	92.0	0.59

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
/ /	BROWNFIELD, DEAN	LQA AGGR TRACK: AGGRESS PORT A	0.00	0.14	0.00	0.14	92.0	0.13
/ /	WYSSMAN, AMBER	LQA AGGR TRACK: MODERATE PORT A	0.00	2.11	0.00	2.11	92.0	1.94
/ /	WYSSMAN, AMBER	LQA AGGR TRACK: MODERATE PORT A	0.00	1.22	0.00	1.22	92.0	1.12
/ /	SCHMITT, SUSAN	LQA MODERATE PORTFOLIO A	0.00	0.56	0.00	0.56	92.0	0.52
/ /	BROWNFIELD, DEAN	LQO AGGR TRACK: VERY AGGR PORT A	0.00	0.72	0.00	0.72	92.0	0.66
/ /	LOOK, RALPH	OPPENHEIMER CORE BOND A	0.00	31.07	0.00	31.07	92.0	28.58
/ /	LOOK, RALPH	OPPENHEIMER GLOBAL A	0.00	40.44	0.00	40.44	92.0	37.20
12/01/2016	HAMPTON, ANDRE	PIONEER BOND FUND A	75.00	3.00	0.00	3.00	92.0	2.76
12/15/2016	HAMPTON, ANDRE	PIONEER BOND FUND A	75.00	3.00	0.00	3.00	92.0	2.76
/ /	FRANZ, PJ	RYDEX ALPHA OPPORTUNITY A	0.00	0.50	0.00	0.50	92.0	0.46
/ /	THOMAS, MARY	RYDEX GUGG COMMODITIES STRATEGY A	0.00	0.22	0.00	0.22	92.0	0.20
/ /	LAWRENCE POLICE	RYDEX GUGG INVESTMENT GRADE BOND A	0.00	5.30	0.00	5.30	92.0	4.88
/ /	RANCILIO, KENNETH	RYDEX GUGG MANAGED FUTURES STRATEGY	0.00	1.21	0.00	1.21	92.0	1.11
/ /	THOMAS, MARY	RYDEX GUGG MANAGED FUTURES STRATEGY	0.00	0.12	0.00	0.12	92.0	0.11
/ /	RANCILIO, KENNETH	RYDEX GUGG S&P 500 PURE GROWTH A	0.00	2.53	0.00	2.53	92.0	2.33
/ /	LAWRENCE POLICE	RYDEX GUGG STYLEPLUS LARGE CORE A	0.00	7.97	0.00	7.97	92.0	7.33
/ /	ROGERS, D	RYDEX GUGG U.S. LONG SHORT MOMENTUM	0.00	22.55	0.00	22.55	92.0	20.75
/ /	WALMANN, JEFFREY	RYDEX MULTI HEDGE STRATEGIES A	0.00	0.43	0.00	0.43	92.0	0.40
11/10/2016	ERKER REV TRUST, LAWRENCE &	SUNAMERICA SENIOR FLOATING RATE CL	0.00	39.64	0.00	39.64	92.0	36.47
01/04/2017	CHRISTIAN, ROBERT	TRANSAMERICA AA GROWTH A	0.00	2.28	0.00	2.28	92.0	2.10
01/04/2017	ATKINSON, MARSHA	TRANSAMERICA AA MOD GROWTH A	0.00	51.41	0.00	51.41	92.0	47.30
01/04/2017	MCADAM, JEANNETTE	TRANSAMERICA AA MOD GROWTH A	0.00	78.60	0.00	78.60	92.0	72.31
01/04/2017	SCHMITT, SUSAN	TRANSAMERICA AA MOD GROWTH A	0.00	7.83	0.00	7.83	92.0	7.20
01/04/2017	SMITH, SHARRILYN	TRANSAMERICA AA MOD GROWTH A	0.00	4.50	0.00	4.50	92.0	4.14
01/04/2017	SMITH, PHILLIP	TRANSAMERICA AA MOD GROWTH A	0.00	10.44	0.00	10.44	92.0	9.60
01/05/2017	MCADAM, JEANNETTE	TRANSAMERICA AA MOD GROWTH A	300.00	8.25	0.00	8.25	92.0	7.59
01/04/2017	ATKINSON, MARSHA	TRANSAMERICA AA MODERATE A	0.00	60.88	0.00	60.88	92.0	56.01
01/04/2017	DANDURAND, BEVERLY	TRANSAMERICA AA MODERATE A	0.00	15.16	0.00	15.16	92.0	13.95
01/04/2017	SMITH, SHARRILYN	TRANSAMERICA AA MODERATE A	0.00	2.25	0.00	2.25	92.0	2.07
01/04/2017	DANDURAND, BEVERLY	TRANSAMERICA CAPITAL GROWTH A	0.00	11.39	0.00	11.39	92.0	10.48
01/04/2017	SMITH, SHARRILYN	TRANSAMERICA CAPITAL GROWTH A	0.00	6.46	0.00	6.46	92.0	5.94
01/04/2017	ATKINSON, MARSHA	TRANSAMERICA DIVERSIFIED EQUITY A	0.00	19.82	0.00	19.82	92.0	18.23
01/04/2017	WELCH, FRANK	TRANSAMERICA DIVERSIFIED EQUITY A	0.00	8.45	0.00	8.45	92.0	7.77

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
01/04/2017	RHEA, JONNIE	TRANSAMERICA DIVERSIFIED EQUITY A	0.00	43.48	0.00	43.48	92.0	40.00
01/04/2017	DANDURAND, BEVERLY	TRANSAMERICA DIVERSIFIED EQUITY A	0.00	5.33	0.00	5.33	92.0	4.90
01/04/2017	DANDURAND, ROBERT	TRANSAMERICA DIVERSIFIED EQUITY A	0.00	2.50	0.00	2.50	92.0	2.30
01/04/2017	SMITH, SHARRILYN	TRANSAMERICA DIVERSIFIED EQUITY A	0.00	2.81	0.00	2.81	92.0	2.59
01/04/2017	DRESCHER-UPTON, MARY	TRANSAMERICA DIVERSIFIED EQUITY A	0.00	1.72	0.00	1.72	92.0	1.58
01/04/2017	DRESCHER-UPTON, MARY	TRANSAMERICA DIVERSIFIED EQUITY A	0.00	0.27	0.00	0.27	92.0	0.25
01/04/2017	SMITH, PHILLIP	TRANSAMERICA DIVERSIFIED EQUITY A	0.00	3.85	0.00	3.85	92.0	3.54
01/04/2017	FLATTERY, VICKI	TRANSAMERICA DIVERSIFIED EQUITY A	0.00	3.30	0.00	3.30	92.0	3.04
01/04/2017	OTTAWAY, DANNY	TRANSAMERICA DIVERSIFIED EQUITY A	0.00	3.30	0.00	3.30	92.0	3.04
01/04/2017	CHRISTIAN, ROBERT	TRANSAMERICA DIVERSIFIED EQUITY A	0.00	9.50	0.00	9.50	92.0	8.74
01/04/2017	CHRISTIAN, ROBERT	TRANSAMERICA DIVERSIFIED EQUITY A	0.00	10.59	0.00	10.59	92.0	9.74
01/04/2017	SCHMITT, ILA	TRANSAMERICA FLEXIBLE INCOME A	0.00	2.77	0.00	2.77	92.0	2.55
01/04/2017	FLATTERY, VICKI	TRANSAMERICA HIGH YIELD BOND A	0.00	2.43	0.00	2.43	92.0	2.24
01/04/2017	OTTAWAY, DANNY	TRANSAMERICA HIGH YIELD BOND A	0.00	2.43	0.00	2.43	92.0	2.24
01/04/2017	SCHMITT, ILA	TRANSAMERICA MULTI-MANAGED BAL A	0.00	7.13	0.00	7.13	92.0	6.56
01/04/2017	MILLER, JANET	TRANSAMERICA MULTI-MANAGED BAL A	0.00	4.81	0.00	4.81	92.0	4.43
01/04/2017	SMITH, PHILLIP	TRANSAMERICA MULTI-MANAGED BAL A	0.00	7.09	0.00	7.09	92.0	6.52
01/04/2017	SMITH TRUST, PHILLIP	TRANSAMERICA SHORT-TERM BOND A	0.00	3.16	0.00	3.16	92.0	2.91
01/04/2017	SMITH, SHARRILYN	TRANSAMERICA SMALL/MID CAP VALUE A	0.00	7.83	0.00	7.83	92.0	7.20
* MUTUAL FUNDS SUBTOTAL *			\$5,400.00	\$1,040.80	\$0.00	\$1,040.80		\$957.55
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
12/30/2016	CARR, KATHRYN	ALLIANZ ALTERITY ENHANCED	18,363.61	45.91	0.00	45.91	92.0	42.24
12/30/2016	ROGERS, DEBRA	ALLIANZ ALTERITY ENHANCED	75,572.30	94.47	0.00	94.47	92.0	86.91
12/30/2016	HAMPTON, ANDRE	ALLIANZ REWARDS ENHANCED	9,846.08	12.31	0.00	12.31	92.0	11.33
12/30/2016	DENNY, MICHAEL	ALLIANZ REWARDS ENHANCED	30,847.95	38.56	0.00	38.56	92.0	35.48
12/30/2016	LANDGREN, RICHARD	HARTFORD LEADERS	90,208.17	56.38	0.00	56.38	92.0	51.87
12/31/2016	MCADAM, JEANNETTE	JNL ASCENDER PLUS SELECT 01/10	71,404.11	89.26	0.00	89.26	92.0	82.12
12/31/2016	SPRAGUE, KRISTY	JNL ELITE ACCESS	27,856.87	5.80	0.00	5.80	92.0	5.34
12/31/2016	BAZIL, RALPH	JNL ELITE ACCESS	53,248.66	11.09	0.00	11.09	92.0	10.20
12/31/2016	CLEARY, MICHAEL	JNL ELITE ACCESS	57,693.98	12.02	0.00	12.02	92.0	11.06
12/31/2016	ARVANITIS, MICHELLE	JNL PERSPECTIVE II 05/05	24,405.62	20.34	0.00	20.34	92.0	18.71
12/31/2016	STOCKHAM, THOMAS	JNL PERSPECTIVE II 05/05	27,868.58	11.61	0.00	11.61	92.0	10.68
12/31/2016	KELLEY, JAMES	JNL PERSPECTIVE II 05/05	216,646.03	90.27	0.00	90.27	92.0	83.05

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DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
12/31/2016	CARPENTER JR, ROBERT	JNL PERSPECTIVE II 05/05	37,454.99	15.61	0.00	15.61	92.0	14.36
12/31/2016	HOFFMAN, FRANCIS	JNL PERSPECTIVE II 05/05	121,921.22	50.80	0.00	50.80	92.0	46.74
12/31/2016	EVERETT, TRAVIS	JNL PERSPECTIVE II 05/05	96,001.09	40.00	0.00	40.00	92.0	36.80
12/31/2016	BRIMER JR, ALBERT	JNL PERSPECTIVE II 05/05	69,219.84	28.84	0.00	28.84	92.0	26.53
12/31/2016	GREENING, CHRISTOPHER	JNL PERSPECTIVE II 05/05	51,015.15	21.26	0.00	21.26	92.0	19.56
12/31/2016	RHEA, JONNIE	JNL PERSPECTIVE II 05/05	77,169.56	32.15	0.00	32.15	92.0	29.58
12/31/2016	PRACHT, MARK	JNL PERSPECTIVE II 05/05	113,757.48	47.40	0.00	47.40	92.0	43.61
12/31/2016	ENGEL, CALVIN	JNL PERSPECTIVE II 05/05	150,972.45	62.91	0.00	62.91	92.0	57.88
12/31/2016	HESSE, RICHARD	JNL PERSPECTIVE II 05/05	44,426.37	18.51	0.00	18.51	92.0	17.03
12/31/2016	BROWN, MARY	JNL PERSPECTIVE L	17,477.80	18.93	0.00	18.93	92.0	17.42
12/31/2016	CRANE, BEVERLY	JNL PERSPECTIVE L	147,421.51	159.71	0.00	159.71	92.0	146.93
12/31/2016	DANDURAND, BEVERLY	JNL PERSPECTIVE L	148,259.66	160.61	0.00	160.61	92.0	147.76
12/31/2016	ROBINSON, DENNIS	JOHN HANCOCK VANTAGE	67,273.16	14.02	0.00	14.02	92.0	12.90
12/31/2016	KENNEDY, ROBERT	JOHN HANCOCK VENTURE	30,776.81	19.24	0.00	19.24	92.0	17.70
12/31/2016	HEARD, DAVID	JOHN HANCOCK VENTURE	12,534.80	7.83	0.00	7.83	92.0	7.20
12/31/2016	HEIMERMAN, JANET	JOHN HANCOCK VENTURE 2006	36,285.82	7.56	0.00	7.56	92.0	6.96
12/31/2016	ROBINSON, DENNIS	JOHN HANCOCK VENTURE III	108,861.05	90.72	0.00	90.72	92.0	83.46
12/31/2016	MINGEE, VIRGINIA	NATIONWIDE AM FUT II NOCDSC 24	9,679.10	24.20	0.00	24.20	92.0	22.26
12/31/2016	DANDURAND, ROBERT	NATIONWIDE BOA ACHIEVER 45	67,872.51	42.42	0.00	42.42	92.0	39.03
12/31/2016	KERSTING, LINDA	NATIONWIDE BOA ACHIEVER 45	91,585.15	57.24	0.00	57.24	92.0	52.66
12/31/2016	HART, JOHN	NATIONWIDE BOA FUTURE II 32	13,916.79	8.70	0.00	8.70	92.0	8.00
12/31/2016	DENNY, MICHAEL	NATIONWIDE BOA FUTURE II 32	16,482.29	30.90	0.00	30.90	92.0	28.43
12/31/2016	RARIDEN, RICHARD	NATIONWIDE BOA FUTURE II 32	18,996.22	11.87	0.00	11.87	92.0	10.92
12/31/2016	LOZANO, RODOLFO	NATIONWIDE BOA FUTURE II 32	36,505.13	91.26	0.00	91.26	92.0	83.96
12/31/2016	LEIGHTON, CAROL	NATIONWIDE BOA FUTURE II 32	122,201.63	305.50	0.00	305.50	92.0	281.06
12/31/2016	RUBENTHALER, RANDALL	NATIONWIDE BOA FUTURE II 32	74,729.14	46.71	0.00	46.71	92.0	42.97
12/31/2016	BENTCH, SANDRA	NATIONWIDE BOA FUTURE II 32	13,577.98	8.49	0.00	8.49	92.0	7.81
12/31/2016	CONRAD, TOBY	NATIONWIDE BOA IVB 01	552.34	0.35	0.00	0.35	92.0	0.32
12/31/2016	CRABTREE, MICHAEL	NATIONWIDE DESTINATION B 16	37,241.16	23.28	0.00	23.28	92.0	21.42
12/31/2016	ESCHENBRENNER, NICHOLAS	NATIONWIDE MARKETFLEX BB	12,289.52	30.72	0.00	30.72	92.0	28.26
12/31/2016	COOK, LLOYD	NATIONWIDE MARKETFLEX BB	899.12	0.56	0.00	0.56	92.0	0.52
12/31/2016	ATKINSON, MARSHA	NATIONWIDE MARKETFLEX BB	97,653.36	61.03	0.00	61.03	92.0	56.15
12/31/2016	BROWN, SHIRLEY	NATIONWIDE MARKETFLEX BB	109,417.39	218.83	0.00	218.83	92.0	201.32

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DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
PRODUCT CATEGORY: VARIABLE ANNUITIES								
12/31/2016	WIRTH, MARJORIE	NATIONWIDE MARKETFLEX BB	76,565.36	47.85	0.00	47.85	92.0	44.02
12/31/2016	WALTERS, CLARK	NATIONWIDE MARKETFLEX BB	27,747.07	34.68	0.00	34.68	92.0	31.91
12/31/2016	RAYMER, RICHARD	NATIONWIDE MARKETFLEX BB	80,497.21	100.62	0.00	100.62	92.0	92.57
12/31/2016	STEKOLL, BERNARD	PRU AS ADVISOR PLAN II - 1996	105,338.82	65.84	0.00	65.84	92.0	60.57
12/31/2016	MCSPADDEN-STREIB, GLORIA	PRU AS APEX II	85,009.48	53.13	0.00	53.13	92.0	48.88
12/31/2016	MCSPADDEN-STREIB, GLORIA	PRU AS APEX II	85,009.48	212.52	0.00	212.52	92.0	195.52
12/29/2016	ROBINSON, VIRGINIA	SBL ADVISOR PROGRAM	57,881.46	12.06	0.00	12.06	92.0	11.10
12/29/2016	CRANE, JEANNE	SBL ADVISOR PROGRAM	251.60	0.17	0.00	0.17	92.0	0.16
12/29/2016	BROWN, MARSHALL	SBL ADVISOR PROGRAM	2,653.00	1.77	0.00	1.77	92.0	1.63
12/29/2016	BLUMENTHAL, JAY	SBL ADVISOR PROGRAM	28,165.76	18.78	0.00	18.78	92.0	17.28
12/29/2016	PERICA, NICK	SBL ADVISOR PROGRAM	20,409.00	13.61	0.00	13.61	92.0	12.52
12/29/2016	PERICA, NICK	SBL ADVISOR PROGRAM	20,640.00	4.30	0.00	4.30	92.0	3.96
12/29/2016	PRATT, DAN	SBL ADVISOR PROGRAM	63,194.26	42.12	0.00	42.12	92.0	38.75
12/29/2016	PRATT, DAN	SBL ADVISOR PROGRAM	9,296.56	6.19	0.00	6.19	92.0	5.69
12/29/2016	WILSON, MICHAEL	SBL ADVISOR PROGRAM	15,405.00	3.21	0.00	3.21	92.0	2.95
12/29/2016	SCOTT, MELANIE	SBL ADVISOR PROGRAM	18,418.92	12.28	0.00	12.28	92.0	11.30
12/29/2016	SPARTAN, STEPHEN	SBL ADVISOR PROGRAM	17,166.00	11.44	0.00	11.44	92.0	10.52
12/29/2016	HUGGINS, LINDA	SBL ADVISOR PROGRAM	25,282.00	16.85	0.00	16.85	92.0	15.50
12/29/2016	GREENFIELD, CHARLES	SBL ADVISOR PROGRAM	77.00	0.05	0.00	0.05	92.0	0.05
12/29/2016	CHENNAULT, WILLIAM	SBL ADVISOR PROGRAM	11,663.83	7.78	0.00	7.78	92.0	7.16
12/29/2016	ALEXANDER, DEBORAH	SBL ADVISOR PROGRAM	127.00	0.08	0.00	0.08	92.0	0.07
12/29/2016	SCHILLING, BARBARA	SBL ADVISOR PROGRAM	12,653.00	8.44	0.00	8.44	92.0	7.76
12/29/2016	SMITH, MAURICE	SBL ADVISOR PROGRAM	64.37	0.04	0.00	0.04	92.0	0.04
12/29/2016	HAYNES, VICKIE	SBL ADVISOR PROGRAM	10,994.00	7.33	0.00	7.33	92.0	6.74
12/29/2016	SANCHEZ, RICHARD	SBL ADVISOR PROGRAM	24,613.64	16.41	0.00	16.41	92.0	15.10
12/29/2016	SANCHEZ, RICHARD	SBL ADVISOR PROGRAM	7,686.80	5.13	0.00	5.13	92.0	4.72
12/29/2016	LEIGHTON, CAROL	SBL ADVISOR PROGRAM	12,428.78	8.30	0.00	8.30	92.0	7.64
12/29/2016	NOVAK, JAY	SBL ADVISOR PROGRAM	37,300.56	24.87	0.00	24.87	92.0	22.88
12/29/2016	LAHMANN, CYNTHIA	SBL ADVISOR PROGRAM	41,572.76	27.72	0.00	27.72	92.0	25.50
12/29/2016	HILL, MICHAEL	SBL ADVISOR PROGRAM	8,209.86	5.47	0.00	5.47	92.0	5.03
12/29/2016	MOREHOUSE, MARIA	SBL ADVISOR PROGRAM	5,247.64	3.50	0.00	3.50	92.0	3.22
12/29/2016	LAHMANN, JAMES	SBL ADVISOR PROGRAM	40,397.00	33.66	0.00	33.66	92.0	30.97
12/29/2016	NEFF, SHERRILL	SBL ADVISOR PROGRAM	17,854.56	11.90	0.00	11.90	92.0	10.95

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
12/29/2016	NEFF, SHERRILL	SBL ADVISOR PROGRAM	23,965.00	15.98	0.00	15.98	92.0	14.70
12/29/2016	CHASTAIN, ANDREA	SBL ADVISOR PROGRAM	35,851.30	23.90	0.00	23.90	92.0	21.99
12/29/2016	JOHNSON, JUDY	SBL ADVISOR PROGRAM	56,287.85	37.53	0.00	37.53	92.0	34.53
12/29/2016	DARR, YVONNE	SBL ADVISOR PROGRAM	24,514.94	16.34	0.00	16.34	92.0	15.03
12/29/2016	COOPER, KATHERINE	SBL ADVISOR PROGRAM	3,661.00	2.44	0.00	2.44	92.0	2.24
12/29/2016	DAVIS, JOANNE	SBL ADVISOR PROGRAM	8,290.00	5.53	0.00	5.53	92.0	5.09
12/29/2016	YEAZEL, JOHN	SBL ADVISOR PROGRAM	50,187.18	33.46	0.00	33.46	92.0	30.78
12/29/2016	POWELL, MATTHEW	SBL ADVISOR PROGRAM	17,011.62	11.34	0.00	11.34	92.0	10.43
12/29/2016	MCDOWELL, DENISE	SBL ADVISOR PROGRAM	17,348.73	11.57	0.00	11.57	92.0	10.64
12/29/2016	SUTTON, LINDA	SBL ADVISOR PROGRAM	45,856.68	30.57	0.00	30.57	92.0	28.12
12/29/2016	DUFFENDACK, PAULA	SBL SECUREDESIGNS VA	22,026.37	8.27	0.00	8.27	92.0	7.61
12/29/2016	BENNETT, CARA	SBL SECUREDESIGNS VA	10,274.55	2.16	0.00	2.16	92.0	1.99
12/29/2016	RHEA, JONNIE	SBL SECUREDESIGNS VA	91,557.30	19.04	0.00	19.04	92.0	17.52
12/29/2016	MCADAM, DANIEL	SBL SECUREDESIGNS VA	87,692.94	18.24	0.00	18.24	92.0	16.78
12/29/2016	WAGGONER, JOAN	SBL SECUREDESIGNS VA	132,640.52	71.86	0.00	71.86	92.0	66.11
01/05/2017	WINN, VALDENIA	SBL VARIFLEX VA	150.00	7.50	0.00	7.50	92.0	6.90
01/05/2017	BENNETT, TERESA	SBL VARIFLEX VA	40.00	2.00	0.00	2.00	92.0	1.84
12/03/2016	OTTAWAY, SANDRA	TRANSAMERICA FREEDOM	1,630.46	1.36	0.00	1.36	92.0	1.25
12/04/2016	OTTAWAY, SANDRA	TRANSAMERICA FREEDOM	5,794.22	4.83	0.00	4.83	92.0	4.44
12/24/2016	HOSS, JODENE	TRANSAMERICA PRINCIPIUM	253,797.85	105.75	0.00	105.75	92.0	97.29
* VARIABLE ANNUITIES SUBTOTAL *			\$4,616,789.84	\$3,493.95	\$0.00	\$3,493.95		\$3,214.44
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
12/31/2016	WEBB, VARIOUS	ING RELIASTAR	0.00	18.98	0.00	18.98	92.0	17.46
12/31/2016	KIDWELL, ROGER	INTEGRITY LIFE TRAILS	0.00	83.17	0.00	83.17	92.0	76.52
12/31/2016	WERNER, WANDA	INTEGRITY LIFE TRAILS	0.00	277.98	0.00	277.98	92.0	255.74
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *			\$0.00	\$380.13	\$0.00	\$380.13		\$349.72
*** BROKER TRANSACTIONS TOTAL ***			\$4,622,189.84	\$4,914.88	\$0.00	\$4,914.88		\$4,521.71

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DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>ADJUSTMENTS</u>								
01/17/2017		*E & O INSURANCE: CURRENT MONTH INS	0.00					-300.00
01/17/2017		*MARKETING LIBRARY: MARKETING LIBRA	0.00					-20.00
01/17/2017		*TECHNOLOGY: CURRENT MONTH TECH	0.00					-275.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$-595.00

BROKER COMMISSION TOTALS

Broker Transactions	\$4,521.71
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$-595.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$3,926.71
Year-to-date Gross	\$4,914.88
Year-to-date Earnings	\$4,521.71

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