



Concorde Investment Services, LLC

08/14/2018

Page No. 1

COMMISSION STATEMENT**August 15, 2018**DAVID, K123 KERN
4321 Flagstaff CoveBROKER #: K123
BRANCH: DAVID KERN

Fort Wayne, IN 46815

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
08/06/2018	RIEBE, PATRICIA	JNL ELITE ACCESS	11,105.16	138.81	0.00	138.81	90.0	124.93
* VARIABLE ANNUITIES SUBTOTAL *			\$11,105.16	\$138.81	\$0.00	\$138.81		\$124.93
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
/ /	PAYNE, MARTHA	GUGGENHEIM DIVERSIFIED INCOME C	0.00	3.07	0.00	3.07	90.0	2.76
/ /	PAYNE, MARTHA	GUGGENHEIM RBP LARGE CAP DEFENSIVE	0.00	1.24	0.00	1.24	90.0	1.12
/ /	PAYNE, MARTHA	LARGE CAP VALUE C	0.00	0.91	0.00	0.91	90.0	0.82
07/19/2018	HELMBERGER, GENNA	SAMMONS MF TRAILS	14,239.27	5.93	0.00	5.93	90.0	5.34
07/30/2018	KERN, BRIAN	SAMMONS MF TRAILS	29,252.06	12.20	0.00	12.20	90.0	10.98
* MUTUAL FUND 12B1 TRAILS SUBTOTAL *			\$43,491.33	\$23.35	\$0.00	\$23.35		\$21.02
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
07/25/2018	KERN, DAVID	AMERITAS LOWLOAD VUL	0.00	0.86	0.00	0.86	90.0	0.77
07/27/2018	KERN, BENJAMIN	AMERITAS LOWLOAD VUL	0.00	1.28	0.00	1.28	90.0	1.15
08/01/2018	KERN, BRIAN	AMERITAS LOWLOAD VUL	0.00	0.07	0.00	0.07	90.0	0.06
07/31/2018	KERN, DAVID	JNL ELITE ACCESS	0.00	1.73	0.00	1.73	90.0	1.56
07/31/2018	KERN, DAVID	JNL ELITE ACCESS	0.00	39.06	0.00	39.06	90.0	35.15
07/31/2018	KERN, BENJAMIN	JNL ELITE ACCESS	0.00	6.36	0.00	6.36	90.0	5.72
07/31/2018	KERN, BENJAMIN	JNL ELITE ACCESS	0.00	107.83	0.00	107.83	90.0	97.05
07/31/2018	LINDQUIST FAMILY TRUST, MICAH	JNL ELITE ACCESS	0.00	145.89	0.00	145.89	90.0	131.30
07/31/2018	BUTCHER, JACK	JNL ELITE ACCESS	0.00	706.93	0.00	706.93	90.0	636.24
07/31/2018	KERN, BRIAN	JNL ELITE ACCESS	0.00	40.55	0.00	40.55	90.0	36.50
07/31/2018	RIEBE, PATRICIA	JNL ELITE ACCESS	0.00	148.59	0.00	148.59	90.0	133.73
07/31/2018	SVOBODA, JOYCE	JNL ELITE ACCESS	0.00	30.89	0.00	30.89	90.0	27.80
07/31/2018	MILLER, LAVERN	JNL ELITE ACCESS	0.00	23.43	0.00	23.43	90.0	21.09
07/31/2018	MILLER, JEAN	JNL ELITE ACCESS	0.00	10.22	0.00	10.22	90.0	9.20
07/31/2018	BRIEGEL, WILLIAM	JNL ELITE ACCESS	0.00	14.92	0.00	14.92	90.0	13.43

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

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<u>DIRECT TRANSACTIONS</u>								
PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS								
07/31/2018	FORTNEY, ELIZABETH	JNL ELITE ACCESS	0.00	31.15	0.00	31.15	90.0	28.04
07/31/2018	JOHNSON, MARGAUX	JNL ELITE ACCESS	0.00	5.50	0.00	5.50	90.0	4.95
07/31/2018	SMITH, STEPHANIE	JNL ELITE ACCESS	0.00	17.45	0.00	17.45	90.0	15.71
07/31/2018	COLLENTINE, CARYL	JNL ELITE ACCESS	0.00	4.06	0.00	4.06	90.0	3.65
07/31/2018	COLLENTINE, SEAN	JNL ELITE ACCESS	0.00	4.07	0.00	4.07	90.0	3.66
07/31/2018	ROY, SHARI	JNL ELITE ACCESS	0.00	39.19	0.00	39.19	90.0	35.27
07/31/2018	KERN, LEESA	JNL ELITE ACCESS	0.00	34.89	0.00	34.89	90.0	31.40
07/31/2018	HURLEY, JOHN	JNL ELITE ACCESS	0.00	15.38	0.00	15.38	90.0	13.84
07/31/2018	DELLINGER, EMMA	JNL ELITE ACCESS	0.00	132.32	0.00	132.32	90.0	119.09
07/31/2018	OBERLIN, DOUGLAS	JNL ELITE ACCESS	0.00	20.61	0.00	20.61	90.0	18.55
07/31/2018	SIMS, SUSAN	JNL ELITE ACCESS	0.00	3.99	0.00	3.99	90.0	3.59
07/31/2018	BLESSING, THOMAS	JNL ELITE ACCESS	0.00	61.15	0.00	61.15	90.0	55.04
07/31/2018	AKPABIO, UWEM	JNL ELITE ACCESS	0.00	81.33	0.00	81.33	90.0	73.20
07/31/2018	REBMAN, MONA	JNL ELITE ACCESS	0.00	5.40	0.00	5.40	90.0	4.86
07/31/2018	FREISTROFFER, HENRY	JNL ELITE ACCESS	0.00	6.45	0.00	6.45	90.0	5.81
07/31/2018	ROGERS, JOHN	JNL ELITE ACCESS	0.00	21.31	0.00	21.31	90.0	19.18
07/31/2018	ROGERS, ADRIENNE	JNL ELITE ACCESS	0.00	21.31	0.00	21.31	90.0	19.18
07/31/2018	ROGERS, ADRIENNE	JNL ELITE ACCESS	0.00	151.42	0.00	151.42	90.0	136.28
07/31/2018	WHITELEATHER, TRACY	JNL ELITE ACCESS	0.00	100.55	0.00	100.55	90.0	90.50
07/31/2018	WHITELEATHER, KEVIN	JNL ELITE ACCESS	0.00	18.24	0.00	18.24	90.0	16.42
07/31/2018	KELTY, SANDRA	JNL ELITE ACCESS	0.00	19.81	0.00	19.81	90.0	17.83
07/31/2018	RIEBE, PATRICIA	JNL ELITE ACCESS	0.00	5.81	0.00	5.81	90.0	5.23
07/31/2018	KELTY, SUSAN	JNL ELITE ACCESS	0.00	363.09	0.00	363.09	90.0	326.78
07/31/2018	HOVERMAN, ANDREA	JNL ELITE ACCESS	0.00	11.98	0.00	11.98	90.0	10.78
07/31/2018	HOVERMAN, BRYAN	JNL ELITE ACCESS	0.00	13.42	0.00	13.42	90.0	12.08
07/31/2018	FORTNEY, ELIZABETH	JNL ELITE ACCESS	0.00	7.35	0.00	7.35	90.0	6.62
07/31/2018	KERN, DAVID	JNL ELITE ACCESS W/ LIQUIDITY	0.00	34.22	0.00	34.22	90.0	30.80
07/31/2018	FORTNEY, DAVID	JNL ELITE ACCESS W/ LIQUIDITY	0.00	25.02	0.00	25.02	90.0	22.52
07/31/2018	JOHNSON, THEODORE	JNL ELITE ACCESS W/ LIQUIDITY	0.00	5.42	0.00	5.42	90.0	4.88
07/31/2018	ROY, RICHARD	JNL ELITE ACCESS W/ LIQUIDITY	0.00	22.32	0.00	22.32	90.0	20.09
07/31/2018	PAYNE, MARTHA	JNL ELITE ACCESS W/ LIQUIDITY	0.00	8.75	0.00	8.75	90.0	7.88
07/31/2018	COLE, NANCY	JNL ELITE ACCESS W/ LIQUIDITY	0.00	39.69	0.00	39.69	90.0	35.72
07/31/2018	DETER, MARY	JNL ELITE ACCESS W/ LIQUIDITY	0.00	1.71	0.00	1.71	90.0	1.54

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<u>DIRECT TRANSACTIONS</u>								
PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS								
07/31/2018	HESTER, LEEANNE	JNL ELITE ACCESS W/ LIQUIDITY	0.00	48.52	0.00	48.52	90.0	43.67
07/31/2018	THEXTON, BARBARA	JNL ELITE ACCESS W/ LIQUIDITY	0.00	10.09	0.00	10.09	90.0	9.08
07/31/2018	WEIS, KIMBERLY	JNL ELITE ACCESS W/ LIQUIDITY	0.00	76.92	0.00	76.92	90.0	69.23
07/31/2018	HURLEY, JOHN	JNL ELITE ACCESS W/ LIQUIDITY	0.00	76.91	0.00	76.91	90.0	69.22
07/31/2018	DAVIS, GARY	JNL PERSPECTIVE L	0.00	175.76	0.00	175.76	90.0	158.18
07/31/2018	KELTY, RICHARD	JNL PERSPECTIVE L	0.00	599.70	0.00	599.70	90.0	539.73
07/31/2018	SOLLOWAY, WILLIAM	JNL PERSPECTIVE L	0.00	98.88	0.00	98.88	90.0	88.99
07/31/2018	DETER, MARY	JNL PERSPECTIVE L	0.00	39.91	0.00	39.91	90.0	35.92
07/31/2018	CROWLEY, HELEN	JNL PERSPECTIVE L	0.00	34.20	0.00	34.20	90.0	30.78
07/31/2018	FREISTROFFER, HENRY	JNL PERSPECTIVE L	0.00	282.94	0.00	282.94	90.0	254.65
07/31/2018	BOHNKE, LON	JNL PERSPECTIVE L	0.00	49.09	0.00	49.09	90.0	44.18
07/31/2018	ROGERS, ADRIENNE	JNL PERSPECTIVE L	0.00	44.27	0.00	44.27	90.0	39.84
07/31/2018	ROGERS, JOHN	JNL PERSPECTIVE L	0.00	43.97	0.00	43.97	90.0	39.57
07/31/2018	BUTCHER, JACK	JOHN HANCOCK VISION	0.00	151.11	0.00	151.11	90.0	136.00
07/31/2018	WEST, JOLAN	JOHN HANCOCK VISION	0.00	115.73	0.00	115.73	90.0	104.16
/ /	MARATHON LABELS 401K	NWL FLEX ADVANTAGE	0.00	87.26	0.00	87.26	90.0	78.53
/ /	NEW HAVEN PRINT &	NWL FLEX ADVANTAGE	0.00	219.91	0.00	219.91	90.0	197.92
/ /	MARATHON LABELS 401K	NWL POOLED FXD	0.00	3.04	0.00	3.04	90.0	2.74
/ /	NEW HAVEN PRINT &	NWL POOLED FXD	0.00	0.92	0.00	0.92	90.0	0.83
07/31/2018	WEST, STEVEN	PRU AS APEX II	0.00	55.43	0.00	55.43	90.0	49.89
07/31/2018	WEST, STEVEN	PRU AS APEX II	0.00	166.28	0.00	166.28	90.0	149.65
07/31/2018	BROWN, KENNETH	PRU AS APEX II	0.00	21.66	0.00	21.66	90.0	19.49
07/31/2018	BROWN, KENNETH	PRU AS APEX II	0.00	64.97	0.00	64.97	90.0	58.47
07/31/2018	HEY, BYARD	PRU AS APEX II	0.00	16.03	0.00	16.03	90.0	14.43
07/31/2018	HEY, BYARD	PRU AS APEX II	0.00	48.09	0.00	48.09	90.0	43.28
07/31/2018	RIEBE, ALAN	PRU AS APEX II	0.00	26.62	0.00	26.62	90.0	23.96
07/31/2018	RIEBE, ALAN	PRU AS APEX II	0.00	79.86	0.00	79.86	90.0	71.87
07/31/2018	ARCHER, GARY	PRU AS APEX II	0.00	32.99	0.00	32.99	90.0	29.69
07/31/2018	ARCHER, GARY	PRU AS APEX II	0.00	98.98	0.00	98.98	90.0	89.08
07/31/2018	SIMS, SUSAN	PRU AS APEX II	0.00	14.79	0.00	14.79	90.0	13.31
07/31/2018	SIMS, SUSAN	PRU AS APEX II	0.00	44.37	0.00	44.37	90.0	39.93
07/31/2018	SVOBODA, JOYCE	PRU AS LIFEVEST II	0.00	16.24	0.00	16.24	90.0	14.62
07/31/2018	SVOBODA, JOYCE	PRU AS LIFEVEST II	0.00	48.71	0.00	48.71	90.0	43.84

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
07/31/2018	TEUBNER, KATHERINE	PRU AS LIFEVEST II	0.00	9.63	0.00	9.63	90.0	8.67
07/31/2018	TEUBNER, KATHERINE	PRU AS LIFEVEST II	0.00	28.89	0.00	28.89	90.0	26.00
07/31/2018	TEUBNER, KATHERINE	PRU AS LIFEVEST II	0.00	8.41	0.00	8.41	90.0	7.57
07/31/2018	TEUBNER, KATHERINE	PRU AS LIFEVEST II	0.00	25.23	0.00	25.23	90.0	22.71
07/31/2018	ZONAKIS, DELORES	PRU AS LIFEVEST II	0.00	17.98	0.00	17.98	90.0	16.18
07/31/2018	ZONAKIS, DELORES	PRU AS LIFEVEST II	0.00	5.99	0.00	5.99	90.0	5.39
07/31/2018	ZONAKIS, DELORES	PRU AS LIFEVEST II	0.00	25.49	0.00	25.49	90.0	22.94
07/31/2018	ZONAKIS, DELORES	PRU AS LIFEVEST II	0.00	8.50	0.00	8.50	90.0	7.65
07/31/2018	TEUBNER, KATHERINE	PRU AS XTRA CREDIT SIX	0.00	15.02	0.00	15.02	90.0	13.52
07/31/2018	TEUBNER, KATHERINE	PRU AS XTRA CREDIT SIX	0.00	15.02	0.00	15.02	90.0	13.52
07/31/2018	COLE, NANCY	PRU AS XTRA CREDIT SIX	0.00	108.36	0.00	108.36	90.0	97.52
07/31/2018	FULBRIGHT, SHERRY	PRU AS XTRA CREDIT SIX	0.00	32.59	0.00	32.59	90.0	29.33
07/31/2018	PICCIANO, DEAN	PRU AS XTRA CREDIT SIX	0.00	35.74	0.00	35.74	90.0	32.17
07/31/2018	PICCIANO, DEAN	PRU AS XTRA CREDIT SIX	0.00	35.74	0.00	35.74	90.0	32.17
07/31/2018	RIEBE, ALAN	PRU DEFINED INCOME	0.00	133.41	0.00	133.41	90.0	120.07
07/31/2018	BUTCHER, JACK	PRU PREMIER INVT A	0.00	17.62	0.00	17.62	90.0	15.86
07/31/2018	SHAW, LORI	PRU PREMIER RETIREMENT L	0.00	161.12	0.00	161.12	90.0	145.01
07/31/2018	DOWNING, LYNETTE	PRU PREMIER RETIREMENT L	0.00	127.39	0.00	127.39	90.0	114.65
07/31/2018	KELTY, RICHARD	PRU PREMIER RETIREMENT L	0.00	244.71	0.00	244.71	90.0	220.24
07/31/2018	KELTY, SANDRA	PRU PREMIER RETIREMENT L	0.00	110.27	0.00	110.27	90.0	99.24
07/31/2018	WALKER-BLESSING, DAWN	PRU PREMIER RETIREMENT L	0.00	166.18	0.00	166.18	90.0	149.56
07/31/2018	FREISTROFFER, HENRY	PRU PREMIER RETIREMENT L	0.00	84.82	0.00	84.82	90.0	76.34
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *			\$0.00	\$6,925.23	\$0.00	\$6,925.23		\$6,232.76
*** DIRECT TRANSACTIONS TOTAL ***			\$54,596.49	\$7,087.39	\$0.00	\$7,087.39		\$6,378.71

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<u>ADJUSTMENTS</u>								
08/15/2018		*E & O INSURANCE: CURRENT MONTH INS	0.00					-300.00
08/15/2018		*TECHNOLOGY: ADMIN - LEESA KERN	0.00					-130.00
08/15/2018		*TECHNOLOGY: CURRENT MONTH BASIC	0.00					-180.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$-610.00

BROKER COMMISSION TOTALS

Broker Transactions	\$6,378.71
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$-610.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$5,768.71
Year-to-date Gross	\$88,799.05
Year-to-date Earnings	\$79,935.79

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