

**COMMISSION STATEMENT****November 30, 2017****MARK KOSANKE**1120 E. Long Lake Rd.  
Suite 250  
Troy, MI 48085**BROKER #: 103**

BRANCH: CONCORDE FINANCIAL G

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>								
^11/07/2017	MCCLAIN, DOROTHY	GENWORTH CHOICE 03 (UNBUN GUAR 1.5)	97,525.36	81.27	0.00	81.27	95.0	0.00
^11/07/2017	EMBACH, KEVIN	GENWORTH CHOICE VA	79,420.36	66.18	0.00	66.18	95.0	0.00
^11/07/2017	EMBACH, JAMES	GENWORTH CHOICE VA	79,420.37	66.18	0.00	66.18	95.0	0.00
^11/07/2017	ZACK, MAUREEN	GENWORTH CHOICE VA	79,420.37	66.18	0.00	66.18	95.0	0.00
^11/07/2017	HARTOUNIAN, HAGOB	GENWORTH CHOICE VA	11,557.05	9.63	0.00	9.63	95.0	0.00
^11/07/2017	BYERS, SHARRON	GENWORTH COMMONWEALTH VA 1994 (NON-	107,917.07	17.99	0.00	17.99	95.0	0.00
^11/28/2017	STEFFES, MARTIN	JNL REWARD 10 YR TERM	32.61	0.16	0.00	0.16	95.0	0.00
<b>* VARIABLE ANNUITIES SUBTOTAL *</b>			<b>\$455,293.19</b>	<b>\$307.59</b>	<b>\$0.00</b>	<b>\$307.59</b>		<b>\$0.00</b>
<b><u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u></b>								
^11/03/2017	RIMKUS, MARILYN	WELLS FARGO ENTERPRISE A	0.00	4.48	0.00	4.48	95.0	0.00
^11/03/2017	ALEXANDER, JEAN	WELLS FARGO STRATEGIC MUNI A	0.00	0.91	0.00	0.91	95.0	0.00
^11/03/2017	EMMER, ILENE	WELLS FARGO TOTAL RETURN BOND A	0.00	0.18	0.00	0.18	95.0	0.00
^11/03/2017	DANIELS, KATHLEEN	WELLS FARGO TOTAL RETURN BOND A	0.00	3.03	0.00	3.03	95.0	0.00
^11/03/2017	SMOLBOSKI, BARBARA	WELLS FARGO TOTAL RETURN BOND A	0.00	0.23	0.00	0.23	95.0	0.00
<b>* MUTUAL FUND 12B1 TRAILS SUBTOTAL *</b>			<b>\$0.00</b>	<b>\$8.83</b>	<b>\$0.00</b>	<b>\$8.83</b>		<b>\$0.00</b>
<b>*** DIRECT TRANSACTIONS TOTAL ***</b>			<b>\$455,293.19</b>	<b>\$316.42</b>	<b>\$0.00</b>	<b>\$316.42</b>		<b>\$0.00</b>

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

**BROKER COMMISSION TOTALS**

Broker Transactions	\$0.00
Split Transactions	\$0.00
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

Please Retain for Your Records  
THERE WILL BE NO CHECK THIS PERIOD

<b>Balance Forward</b>	<b>\$0.00</b>
<b>Year-to-date Gross</b>	<b>\$0.00</b>
<b>Year-to-date Earnings</b>	<b>\$0.00</b>