



Concorde Investment Services, LLC

09/13/2017
Page No. 1

COMMISSION STATEMENT

September 15, 2017

DAVID KERN
4321 Flagstaff Cove

BROKER #: K123
BRANCH: DAVID KERN

Fort Wayne, IN 46815

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
08/28/2017	KERN, BENJAMIN	AMERITAS LOWLOAD VUL	17,014.91	1.41	0.00	1.41	90.0	1.27
09/01/2017	KERN, BRIAN	AMERITAS LOWLOAD VUL	897.71	0.07	0.00	0.07	90.0	0.06
09/05/2017	SCHENKEL, JOHN	AMERITAS LOWLOAD VUL	2,332.19	0.19	0.00	0.19	90.0	0.17
08/31/2017	KERN, DAVID	JNL ELITE ACCESS	17,467.70	3.64	0.00	3.64	90.0	3.28
08/31/2017	KERN, DAVID	JNL ELITE ACCESS	27,702.43	23.09	0.00	23.09	90.0	20.78
08/31/2017	KERN, BENJAMIN	JNL ELITE ACCESS	28,505.09	5.94	0.00	5.94	90.0	5.35
08/31/2017	KERN, BENJAMIN	JNL ELITE ACCESS	120,792.18	100.66	0.00	100.66	90.0	90.59
08/31/2017	LINDQUIST FAMILY TRUST, MICAH	JNL ELITE ACCESS	163,430.83	136.19	0.00	136.19	90.0	122.57
08/31/2017	BUTCHER, JACK	JNL ELITE ACCESS	798,414.65	665.35	0.00	665.35	90.0	598.82
08/31/2017	KERN, BRIAN	JNL ELITE ACCESS	45,478.49	37.90	0.00	37.90	90.0	34.11
08/31/2017	RIEBE, PATRICIA	JNL ELITE ACCESS	167,816.58	139.85	0.00	139.85	90.0	125.87
08/31/2017	SVOBODA, JOYCE	JNL ELITE ACCESS	35,945.80	29.95	0.00	29.95	90.0	26.96
08/31/2017	MILLER, LAVERN	JNL ELITE ACCESS	27,563.96	22.97	0.00	22.97	90.0	20.67
08/31/2017	MILLER, JEAN	JNL ELITE ACCESS	12,018.71	10.02	0.00	10.02	90.0	9.02
08/31/2017	BRIEGEL, WILLIAM	JNL ELITE ACCESS	16,755.36	13.96	0.00	13.96	90.0	12.56
08/31/2017	JOHNSON, JULIE	JNL ELITE ACCESS	15,915.62	13.26	0.00	13.26	90.0	11.93
08/31/2017	FORTNEY, ELIZABETH	JNL ELITE ACCESS	28,692.57	23.91	0.00	23.91	90.0	21.52
08/31/2017	JOHNSON, MARGAUX	JNL ELITE ACCESS	6,208.20	5.17	0.00	5.17	90.0	4.65
08/31/2017	SMITH, STEPHANIE	JNL ELITE ACCESS	19,596.35	16.33	0.00	16.33	90.0	14.70
08/31/2017	FREISTROFFER, HENRY	JNL ELITE ACCESS	7,409.82	6.17	0.00	6.17	90.0	5.55
08/31/2017	COLLENTINE, CARYL	JNL ELITE ACCESS	4,588.94	3.82	0.00	3.82	90.0	3.44
08/31/2017	COLLENTINE, SEAN	JNL ELITE ACCESS	4,599.70	3.83	0.00	3.83	90.0	3.45
08/31/2017	ROY, SHARI	JNL ELITE ACCESS	43,952.29	36.63	0.00	36.63	90.0	32.97
08/31/2017	KERN, LEESA	JNL ELITE ACCESS	39,131.37	32.61	0.00	32.61	90.0	29.35
08/31/2017	CONNER, ANDREW	JNL ELITE ACCESS	7,576.65	6.31	0.00	6.31	90.0	5.68
08/31/2017	CONNER, ANDREW	JNL ELITE ACCESS	9,171.88	7.64	0.00	7.64	90.0	6.88

NOTES: * - Indicates adjustment is not included in 1099 Earnings
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^Date - Split Trade - full Investment Amount & Gross Commission displayed

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
08/31/2017	HURLEY, JOHN	JNL ELITE ACCESS	17,279.35	14.40	0.00	14.40	90.0	12.96
08/31/2017	DELLINGER, EMMA	JNL ELITE ACCESS	148,229.98	123.52	0.00	123.52	90.0	111.17
08/31/2017	OBERLIN, DOUGLAS	JNL ELITE ACCESS	23,320.88	19.43	0.00	19.43	90.0	17.49
08/31/2017	SIMS, SUSAN	JNL ELITE ACCESS	4,608.64	3.84	0.00	3.84	90.0	3.46
08/31/2017	BLESSING, THOMAS	JNL ELITE ACCESS	68,499.78	57.08	0.00	57.08	90.0	51.37
08/31/2017	AKPABIO, UWEM	JNL ELITE ACCESS	90,946.88	75.79	0.00	75.79	90.0	68.21
08/31/2017	REBMAN, MONA	JNL ELITE ACCESS	6,038.21	5.03	0.00	5.03	90.0	4.53
08/31/2017	FREISTROFFER, HENRY	JNL ELITE ACCESS	7,117.07	5.93	0.00	5.93	90.0	5.34
08/31/2017	ROGERS, JOHN	JNL ELITE ACCESS	11,699.08	9.75	0.00	9.75	90.0	8.78
08/31/2017	ROGERS, ADRIENNE	JNL ELITE ACCESS	11,699.09	9.75	0.00	9.75	90.0	8.78
08/31/2017	ROGERS, ADRIENNE	JNL ELITE ACCESS	165,952.12	138.29	0.00	138.29	90.0	124.46
08/31/2017	WHITELEATHER, TRACY	JNL ELITE ACCESS	109,884.11	91.57	0.00	91.57	90.0	82.41
08/31/2017	WHITELEATHER, KEVIN	JNL ELITE ACCESS	13,841.20	11.53	0.00	11.53	90.0	10.38
08/31/2017	KELTY, SANDRA	JNL ELITE ACCESS	21,763.14	18.14	0.00	18.14	90.0	16.33
08/31/2017	RIEBE, PATRICIA	JNL ELITE ACCESS	6,614.49	5.51	0.00	5.51	90.0	4.96
08/31/2017	KELTY, SUSAN	JNL ELITE ACCESS	397,927.93	331.61	0.00	331.61	90.0	298.45
09/01/2017	FORTNEY, ELIZABETH	JNL ELITE ACCESS	400.00	5.00	0.00	5.00	90.0	4.50
08/31/2017	KERN, DAVID	JNL ELITE ACCESS W/ LIQUIDITY	37,633.18	31.36	0.00	31.36	90.0	28.22
08/31/2017	WOODHAMS, JACK	JNL ELITE ACCESS W/ LIQUIDITY	39,399.09	32.83	0.00	32.83	90.0	29.55
08/31/2017	JOHNSON, THEODORE	JNL ELITE ACCESS W/ LIQUIDITY	6,129.05	5.11	0.00	5.11	90.0	4.60
08/31/2017	ROY, RICHARD	JNL ELITE ACCESS W/ LIQUIDITY	25,111.92	20.93	0.00	20.93	90.0	18.84
08/31/2017	PAYNE, MARTHA	JNL ELITE ACCESS W/ LIQUIDITY	10,058.05	8.38	0.00	8.38	90.0	7.54
08/31/2017	COLE, NANCY	JNL ELITE ACCESS W/ LIQUIDITY	47,546.00	39.62	0.00	39.62	90.0	35.66
08/31/2017	DETER, MARY	JNL ELITE ACCESS W/ LIQUIDITY	2,470.07	2.06	0.00	2.06	90.0	1.85
08/31/2017	HESTER, LEEANNE	JNL ELITE ACCESS W/ LIQUIDITY	54,921.92	45.77	0.00	45.77	90.0	41.19
08/31/2017	THEXTON, BARBARA	JNL ELITE ACCESS W/ LIQUIDITY	12,768.03	10.64	0.00	10.64	90.0	9.58
08/31/2017	WEIS, KIMBERLY	JNL ELITE ACCESS W/ LIQUIDITY	87,434.95	72.86	0.00	72.86	90.0	65.57
08/31/2017	HURLEY, JOHN	JNL ELITE ACCESS W/ LIQUIDITY	87,434.94	72.86	0.00	72.86	90.0	65.57
08/31/2017	DAVIS, GARY	JNL PERSPECTIVE L	222,562.41	185.47	0.00	185.47	90.0	166.92
08/31/2017	KELTY, RICHARD	JNL PERSPECTIVE L	684,490.38	570.41	0.00	570.41	90.0	513.37
08/31/2017	GETTS, JUDITH	JNL PERSPECTIVE L	93,264.74	77.72	0.00	77.72	90.0	69.95
08/31/2017	SOLLOWAY, WILLIAM	JNL PERSPECTIVE L	126,998.60	105.83	0.00	105.83	90.0	95.25
08/31/2017	BUTCHER, JACK	JNL PERSPECTIVE L	358,341.70	298.62	0.00	298.62	90.0	268.76

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
08/31/2017	DETER, MARY	JNL PERSPECTIVE L	50,797.16	42.33	0.00	42.33	90.0	38.10
08/31/2017	CROWLEY, HELEN	JNL PERSPECTIVE L	43,232.08	36.03	0.00	36.03	90.0	32.43
08/31/2017	FREISTROFFER, HENRY	JNL PERSPECTIVE L	196,248.83	163.54	0.00	163.54	90.0	147.19
08/31/2017	HIPPENSTEEL, PAMELA	JNL PERSPECTIVE L	71,903.41	59.92	0.00	59.92	90.0	53.93
08/31/2017	BOHNKE, LON	JNL PERSPECTIVE L	61,099.80	50.92	0.00	50.92	90.0	45.83
08/31/2017	ROGERS, ADRIENNE	JNL PERSPECTIVE L	50,620.91	42.18	0.00	42.18	90.0	37.96
08/31/2017	ROGERS, JOHN	JNL PERSPECTIVE L	50,274.06	41.90	0.00	41.90	90.0	37.71
08/31/2017	BUTCHER, JACK	JOHN HANCOCK VISION	164,090.83	157.25	0.00	157.25	90.0	141.53
08/31/2017	WEST, JOLAN	JOHN HANCOCK VISION	123,489.74	118.34	0.00	118.34	90.0	106.51
/ /	MARATHON LABELS 401K	NWL FLEX ADVANTAGE	289,443.41	63.44	0.00	63.44	90.0	57.10
/ /	NEW HAVEN PRINT &	NWL FLEX ADVANTAGE	832,832.53	219.05	0.00	219.05	90.0	197.15
/ /	MARATHON LABELS 401K	NWL POOLED FXD	51,791.92	11.35	0.00	11.35	90.0	10.22
/ /	NEW HAVEN PRINT &	NWL POOLED FXD	3,110.22	0.82	0.00	0.82	90.0	0.74
* VARIABLE ANNUITIES SUBTOTAL *			\$6,660,301.86	\$4,860.58	\$0.00	\$4,860.58		\$4,374.60
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
08/21/2017	HELMBERGER, GENNA	SAMMONS	0.00	5.80	0.00	5.80	90.0	5.22
08/28/2017	KERN, BRIAN	SAMMONS	0.00	11.90	0.00	11.90	90.0	10.71
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *			\$0.00	\$17.70	\$0.00	\$17.70		\$15.93
*** BROKER TRANSACTIONS TOTAL ***			\$6,660,301.86	\$4,878.28	\$0.00	\$4,878.28		\$4,390.53
<u>ADJUSTMENTS</u>								
09/15/2017		*E & O INSURANCE: CURRENT MONTH INS	0.00					-300.00
09/15/2017		*TECHNOLOGY: ADMIN - LEESA KERN	0.00					-100.00
09/15/2017		*TECHNOLOGY: CURRENT MONTH TECH	0.00					-275.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$-675.00

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BROKER COMMISSION TOTALS

Broker Transactions	\$4,390.53
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$-675.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$3,715.53
Year-to-date Gross	\$80,275.87
Year-to-date Earnings	\$72,286.17