



Concorde Investment Services, LLC
COMMISSION STATEMENT
April 15, 2018

04/17/2018
Page No. 1

JOEL, W143 WOODS
1412 Blue Quail Run

BROKER #: W143
BRANCH: WOODS FINANCIAL

Crowley, TX 76036-

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: REIT</u>								
03/15/2018	PHIPPS, CHRISTEEN	CARTER VALIDUS MC REIT II CLASS T	0.00	12.52	0.00	12.52	92.0	11.52
03/15/2018	PHIPPS, LESLIE	CARTER VALIDUS MC REIT II CLASS T	0.00	26.61	0.00	26.61	92.0	24.48
03/15/2018	SHERRIEB, HAROLD	CARTER VALIDUS MC REIT II CLASS T	0.00	58.69	0.00	58.69	92.0	53.99
03/15/2018	MCELVAIN, TED	CARTER VALIDUS MC REIT II CLASS T	0.00	8.93	0.00	8.93	92.0	8.22
03/15/2018	HINCKLEY, CYNTHIA	CARTER VALIDUS MC REIT II CLASS T	0.00	2.33	0.00	2.33	92.0	2.14
03/15/2018	HINCKLEY, BRYAN	CARTER VALIDUS MC REIT II CLASS T	0.00	12.03	0.00	12.03	92.0	11.07
* REIT SUBTOTAL *			\$0.00	\$121.11	\$0.00	\$121.11		\$111.42
<u>PRODUCT CATEGORY: 529 PLANS</u>								
04/02/2018	GIBSON, TIMOTHY	AM FUNDS GROWTH FUND OF AMERICA 529	125.00	6.25	0.00	6.25	90.0	5.63
03/29/2018	GRAVES, BENJAMIN	COLLEGE 2033 FUND-529A	10.00	0.35	0.00	0.35	90.0	0.32
04/02/2018	ST JOHN, FINN	COLLEGE 2033 FUND-529A	100.00	3.50	0.00	3.50	90.0	3.15
04/02/2018	GRAVES, BENJAMIN	COLLEGE 2033 FUND-529A	10.00	0.35	0.00	0.35	90.0	0.32
/ /	AMOS, ALEXANDER	FA 529 COLLEGE PORT OLD CL A	0.00	16.56	0.00	16.56	90.0	14.90
/ /	AMOS, ALEXANDER	FA 529 COLLEGE PORT OLD CL A	0.00	17.76	0.00	17.76	90.0	15.98
* 529 PLANS SUBTOTAL *			\$245.00	\$44.77	\$0.00	\$44.77		\$40.30
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
04/02/2018	0015780, AC#	AM FUNDS CAPITAL WORLD GRTH & INC A	5,500.00	275.00	0.00	275.00	90.0	247.50
03/09/2018	HICKMAN, FRANCES	DELAWARE TAX FREE USA A	0.00	7.78	0.00	7.78	90.0	7.00
03/09/2018	MCELVAIN, TED	FIRST EAGLE GLOBAL FUND CL A	0.00	6.95	0.00	6.95	90.0	6.26
03/09/2018	TMICO TRUST CO	FIRST EAGLE GOLD FUND CLASS C	0.00	5.52	0.00	5.52	90.0	4.97
03/09/2018	HICKMAN, FRANCES	FRANKLIN FED TAX FREE INCOME A	0.00	11.14	0.00	11.14	90.0	10.03
03/09/2018	RICHTER, ROBERT	HARTFORD MIDCAP A	0.00	5.36	0.00	5.36	90.0	4.82
03/08/2018	THREADGILL, HEATHER	INVESCO BALANCED-RISK ALLOCATION-C	5,069.85	0.00	0.00	0.00	90.0	0.00
03/23/2018	MCELVAIN, TED	INVESCO BALANCED-RISK ALLOCATION-C	125.00	1.25	0.00	1.25	90.0	1.13
03/23/2018	MCELVAIN, TED	INVESCO BALANCED-RISK ALLOCATION-C	75.00	0.75	0.00	0.75	90.0	0.68

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
03/23/2018	BURTS, TERRY	INVESCO BALANCED-RISK ALLOCATION-C	50.00	0.50	0.00	0.50	90.0	0.45
03/23/2018	BURTS, TERRY	INVESCO BALANCED-RISK ALLOCATION-C	50.00	0.50	0.00	0.50	90.0	0.45
03/26/2018	HAMPTON, JARROTT	INVESCO BALANCED-RISK ALLOCATION-C	50.00	0.50	0.00	0.50	90.0	0.45
03/09/2018	CONDRAY, GADA	OPPENHEIMER STEELPATH MLP ALPHA FD	0.00	3.65	0.00	3.65	90.0	3.29
03/09/2018	CONDRAY, GADA	TRANSAMERICA MLP & ENERGY INC - C	0.00	4.85	0.00	4.85	90.0	4.37
* MUTUAL FUNDS SUBTOTAL *			\$10,919.85	\$323.75	\$0.00	\$323.75		\$291.40
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
03/29/2018	WITKOWSKI, CHESTER	AXA ACCUM 07 (NQ)	40,827.36	25.52	0.00	25.52	90.0	22.97
03/29/2018	COMBS, RICHARD	AXA ACCUM 07 ELITE (RO IRA)	35,978.73	89.95	0.00	89.95	90.0	80.96
03/29/2018	DERMARDEROSIANSMITH, LAURA	AXA ACCUM 07 ELITE (RO IRA)	34,308.94	85.77	0.00	85.77	90.0	77.19
03/29/2018	THREADGILL, VICKY	AXA ACCUM 07 ELITE (RO IRA)	31,022.09	77.56	0.00	77.56	90.0	69.80
03/29/2018	GIBSON, STACEY	AXA REITREMENT CORNERSTONE 13 L	303,474.70	758.69	0.00	758.69	90.0	682.82
03/29/2018	SONES, MONICA	AXA RETIREMENT CORNERSTONE 13 B	20,787.10	12.99	0.00	12.99	90.0	11.69
04/02/2018	COKER-KLOESEL, CHRIS	AXA SABSHRSTRU CAPITAL ST B	12,000.00	600.00	0.00	600.00	90.0	540.00
03/29/2018	PROPST, MARGARETT	HARTFORD LEADERS OUTLOOK	15,226.26	38.07	0.00	38.07	90.0	34.26
03/29/2018	RICHTER, ROBERT	HARTFORD LEADERS OUTLOOK	6,611.20	16.53	0.00	16.53	90.0	14.88
03/29/2018	ARMOUR, DANA	HARTFORD PHCM V	58,197.41	58.20	0.00	58.20	90.0	52.38
03/31/2018	HENSLEE, CHARLES	JNL PERSPECTIVE	9,849.08	2.05	0.00	2.05	90.0	1.85
03/31/2018	GORDON, JEFFREY	JNL PERSPECTIVE II 04/14	100,564.46	41.90	0.00	41.90	90.0	37.71
04/09/2018	EUBANKS, RICKY	JNL PERSPECTIVE II 04/14	6,354.94	444.85	0.00	444.85	90.0	400.37
03/31/2018	CADY, KENDA	JNL PERSPECTIVE L	29,088.76	31.51	0.00	31.51	90.0	28.36
03/31/2018	HEIL, ROBERT	JNL PERSPECTIVE L	58,689.43	63.58	0.00	63.58	90.0	57.22
03/31/2018	PARKIN, DAVID	JNL PERSPECTIVE L	60,977.18	66.06	0.00	66.06	90.0	59.45
03/31/2018	TOMLINSON, HAROLD	JNL PERSPECTIVE L	107,564.51	116.53	0.00	116.53	90.0	104.88
03/31/2018	MARKS, FRANCES	JNL PERSPECTIVE L	42,073.04	45.58	0.00	45.58	90.0	41.02
03/31/2018	MARKS, RICHARD	JNL PERSPECTIVE L	42,206.32	45.72	0.00	45.72	90.0	41.15
03/31/2018	SENESE, CATHERINE	JNL PERSPECTIVE L	6,017.00	6.52	0.00	6.52	90.0	5.87
03/31/2018	HARVEY, HELEN	JNL PERSPECTIVE L	77,365.08	83.81	0.00	83.81	90.0	75.43
03/31/2018	SENESE, CARMEN	JNL PERSPECTIVE L	19,592.58	21.23	0.00	21.23	90.0	19.11
03/31/2018	HARVEY, JESSE	JNL PERSPECTIVE L	95,490.95	103.45	0.00	103.45	90.0	93.11
03/31/2018	IRBY, MALCOLM DON & E	JNL PERSPECTIVE L	18,714.56	20.27	0.00	20.27	90.0	18.24
03/31/2018	PERRY, JANINE	JNL PERSPECTIVE L	18,423.95	19.96	0.00	19.96	90.0	17.96
03/31/2018	LILES, ROBERT	JOHN HANCOCK VENTURE III	179,933.46	149.94	0.00	149.94	90.0	134.95

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
03/31/2018	GRAVITT, ELIZABETH	JOHN HANCOCK VENTURE III	69,740.68	58.12	0.00	58.12	90.0	52.31
03/31/2018	HYDE, KATHY	PRU AS APEX II	43,609.27	109.02	0.00	109.02	90.0	98.12
03/31/2018	HYDE, KATHY	PRU AS APEX II	43,609.27	27.26	0.00	27.26	90.0	24.53
03/31/2018	HYDE, KATHY	PRU AS APEX II	10,066.84	6.29	0.00	6.29	90.0	5.66
03/31/2018	HYDE, KATHY	PRU AS APEX II	10,066.84	25.17	0.00	25.17	90.0	22.65
* VARIABLE ANNUITIES SUBTOTAL *			\$1,608,431.99	\$3,252.10	\$0.00	\$3,252.10		\$2,926.90
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
/ /	WESTMORELAND, SUSAN	FIDELITY ADV SHORT TERM BOND CL A	0.00	0.80	0.00	0.80	90.0	0.72
/ /	RECTOR, ABIGAIL	JH 529 PORT 2017-2020 A	0.00	1.49	0.00	1.49	90.0	1.34
/ /	RECTOR, MADELINE	JH 529 PORT 2017-2020 A	0.00	1.49	0.00	1.49	90.0	1.34
04/01/2018	THREADGILL, VICKY	MFS CORE EQUITY A	0.00	3.08	0.00	3.08	90.0	2.77
04/01/2018	THREADGILL, VICKY	MFS TOTAL RETURN A	0.00	5.58	0.00	5.58	90.0	5.02
04/02/2018	VECCHIO, SANDRA	PUTNAM GROWTH OPP A	0.00	1.79	0.00	1.79	90.0	1.61
04/03/2018	RADEMAKERS, DAVID	TRANSAMERICA MLP & ENERGY INC - C	0.00	4.34	0.00	4.34	90.0	3.91
04/03/2018	RADEMAKERS, DAVID	TRANSAMERICA MLP & ENERGY INC - C	0.00	16.11	0.00	16.11	90.0	14.50
04/03/2018	PERRY CHILD TRUST, RUDOLPH	TRANSAMERICA MLP & ENERGY INC - C	0.00	12.32	0.00	12.32	90.0	11.09
* MUTUAL FUND 12B1 TRAILS SUBTOTAL *			\$0.00	\$47.00	\$0.00	\$47.00		\$42.30
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
03/31/2018	JOHNSON, LONZO	LINCOLN BENEFIT TRAIL RENEWALS	40,298.57	100.75	0.00	100.75	90.0	90.68
03/31/2018	WOODS, VARIOUS	LINCOLN BENEFIT TRAIL RENEWALS	222,531.40	278.16	0.00	278.16	90.0	250.34
03/31/2018	THOMAS, BRENDA	LINCOLN BENEFIT TRAIL RENEWALS	42,482.10	106.21	0.00	106.21	90.0	95.59
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *			\$305,312.07	\$485.12	\$0.00	\$485.12		\$436.61
*** DIRECT TRANSACTIONS TOTAL ***			\$1,924,908.91	\$4,273.85	\$0.00	\$4,273.85		\$3,848.93

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<u> OVERRIDE TRANSACTIONS </u>								
<u>BROKER: MARK-S141 REG SMITH #367</u>								
04/02/2018	JOHNSON, FRANKLIN	AM FUNDS AMCAP A	50.00	2.50	0.00	2.50	48.0	1.05
04/02/2018	BONGIORNO, VALERIE	AM FUNDS AMCAP A	50.00	2.50	0.00	2.50	48.0	1.05
03/09/2018	BOWLAND, BOBBY	AM FUNDS AMERICAN MUTUAL A	0.00	3.95	0.00	3.95	48.0	1.66
04/02/2018	JOHNSON, FRANKLIN	AM FUNDS AMERICAN MUTUAL A	50.00	2.50	0.00	2.50	48.0	1.05
03/09/2018	CHAPMAN, KENNETH	AM FUNDS BOND FUND OF AMERICA A	0.00	0.07	0.00	0.07	48.0	0.03
03/09/2018	CHAPMAN, TERRYALIN	AM FUNDS BOND FUND OF AMERICA A	0.00	0.07	0.00	0.07	48.0	0.03
03/09/2018	BOWLAND, BOBBY	AM FUNDS CAPITAL INCOME BUILDER A	0.00	6.01	0.00	6.01	48.0	2.52
04/02/2018	BONGIORNO, VALERIE	AM FUNDS CAPITAL INCOME BUILDER A	50.00	2.50	0.00	2.50	48.0	1.05
03/09/2018	BOWLAND, BOBBY	AM FUNDS CAPITAL WORLD GRTH & INC A	0.00	3.36	0.00	3.36	48.0	1.41
03/09/2018	WITKOWSKI, CHET	AM FUNDS CAPITAL WORLD GRTH & INC A	0.00	0.52	0.00	0.52	48.0	0.22
04/02/2018	BONGIORNO, VALERIE	AM FUNDS CAPITAL WORLD GRTH & INC A	50.00	2.50	0.00	2.50	48.0	1.05
04/02/2018	JOHNSON, FRANKLIN	AM FUNDS EUROPACIFIC GROWTH FUND A	50.00	2.50	0.00	2.50	48.0	1.05
03/09/2018	BRIDGES, JANIS	AM FUNDS FUNDAMENTAL INVESTORS A	0.00	1.56	0.00	1.56	48.0	0.66
04/02/2018	JOHNSON, FRANKLIN	AM FUNDS FUNDAMENTAL INVESTORS A	50.00	2.50	0.00	2.50	48.0	1.05
03/09/2018	WITKOWSKI, CHET	AM FUNDS GROWTH FUND OF AMERICA A	0.00	0.52	0.00	0.52	48.0	0.22
04/02/2018	JOHNSON, FRANKLIN	AM FUNDS GROWTH FUND OF AMERICA A	50.00	2.50	0.00	2.50	48.0	1.05
04/02/2018	BONGIORNO, VALERIE	AM FUNDS GROWTH FUND OF AMERICA A	50.00	2.50	0.00	2.50	48.0	1.05
03/09/2018	BOWLAND, BOBBY	AM FUNDS ICA A	0.00	3.91	0.00	3.91	48.0	1.64
03/09/2018	WITKOWSKI, CHET	AM FUNDS ICA A	0.00	0.51	0.00	0.51	48.0	0.21
03/09/2018	BOWLAND, BOBBY	AM FUNDS INCOME FUND OF AMERICA A	0.00	3.21	0.00	3.21	48.0	1.35
03/09/2018	WITKOWSKI, CHET	AM FUNDS INCOME FUND OF AMERICA A	0.00	0.50	0.00	0.50	48.0	0.21
03/09/2018	CHAPMAN, KENNETH	AM FUNDS INCOME FUND OF AMERICA A	0.00	0.14	0.00	0.14	48.0	0.06
03/09/2018	CHAPMAN, TERRYALIN	AM FUNDS INCOME FUND OF AMERICA A	0.00	0.14	0.00	0.14	48.0	0.06
03/09/2018	BRIDGES, JANIS	AM FUNDS INCOME FUND OF AMERICA A	0.00	1.98	0.00	1.98	48.0	0.83
03/09/2018	CHAPMAN, KENNETH	AM FUNDS INTERMEDIATE BOND FUND OF	0.00	0.06	0.00	0.06	48.0	0.03
03/09/2018	CHAPMAN, TERRYALIN	AM FUNDS INTERMEDIATE BOND FUND OF	0.00	0.06	0.00	0.06	48.0	0.03
03/09/2018	CHAPMAN, KENNETH	AM FUNDS NEW PERSPECTIVE A	0.00	0.20	0.00	0.20	48.0	0.08
03/09/2018	CHAPMAN, TERRYALIN	AM FUNDS NEW PERSPECTIVE A	0.00	0.20	0.00	0.20	48.0	0.08
03/27/2018	WALLACE, DEBORREH	AM GEN POLARIS PLATINUM III	85,361.05	5,335.07	0.00	5,335.07	48.0	2,240.73
03/29/2018	WU, PEILI	AXA 00246Q312	119,319.56	298.30	0.00	298.30	48.0	125.29
03/29/2018	WALRAVEN, VIRGINIA	AXA ACCUM 07 ELITE (RO IRA)	14,575.46	36.44	0.00	36.44	48.0	15.30
03/27/2018	SMITH, ROGER	AXA EQUITABLE 00248C626	21,653.16	1,299.19	0.00	1,299.19	48.0	545.66
03/27/2018	SMITH, ROGER	AXA EQUITABLE 00248C626	2,961.10	177.67	0.00	177.67	48.0	74.62

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<u> OVERRIDE TRANSACTIONS </u>								
<u>BROKER: MARK-S141 REG SMITH #367</u>								
03/29/2018	GODWIN, SANDRA	HARTFORD PHCM V	15,796.71	15.80	0.00	15.80	48.0	6.64
03/31/2018	BRIDGES, JANIS	JNL ELITE ACCESS	104,824.73	87.35	0.00	87.35	48.0	36.69
03/31/2018	RHODES, VIRGINIA	JNL ELITE ACCESS	76,120.07	63.43	0.00	63.43	48.0	26.64
03/31/2018	CROWTHER, JOHN	JNL ELITE ACCESS	58,820.54	12.25	0.00	12.25	48.0	5.15
03/31/2018	NOBLES, VERLIE	JNL PERSPECTIVE L	29,938.11	32.43	0.00	32.43	48.0	13.62
03/31/2018	REEDER, WESLEY	JNL PERSPECTIVE L	17,419.76	18.87	0.00	18.87	48.0	7.93
03/31/2018	SPURGIN, BRENT	JNL PERSPECTIVE L	35,859.73	38.85	0.00	38.85	48.0	16.32
03/31/2018	WHISTLER, ROBERT M & LIND	JNL PERSPECTIVE L	48,445.54	40.37	0.00	40.37	48.0	16.96
03/31/2018	WHISTLER, ROBERT M & LIND	JNL PERSPECTIVE L	36,762.34	39.83	0.00	39.83	48.0	16.73
03/31/2018	NOBLES, VERLIE	JOHN HANCOCK VENTURE III	30,352.75	25.29	0.00	25.29	48.0	10.62
03/31/2018	WISE, LUCILE	LINCOLN BENEFIT TRAIL RENEWALS	93,134.81	232.84	0.00	232.84	48.0	97.79
/ /	ORR, RICHARD	OPPENHEIMER GLOBAL STRATEGIC INC A	0.00	5.24	0.00	5.24	48.0	2.20
03/09/2018	WARD, SHERRY	OPPENHEIMER MAIN STREET OPP A	0.00	0.59	0.00	0.59	48.0	0.25
03/27/2018	PHILLIPS, GAY	PAC LIFE PACIFIC CHOICE	0.00	4,182.28	0.00	4,182.28	48.0	1,756.56
03/31/2018	JEFFERS, LARRY	PRU AS APEX II	122,356.41	305.89	0.00	305.89	48.0	128.47
03/31/2018	JEFFERS, LARRY	PRU AS APEX II	122,356.41	76.47	0.00	76.47	48.0	32.12
04/02/2018	HORNE, CHARLES	PUTNAM EQUITY INCOME A	0.00	3.39	0.00	3.39	48.0	1.42
04/02/2018	HORNE, CHARLES	PUTNAM GLOBAL HEALTH CARE A	0.00	3.20	0.00	3.20	48.0	1.34
04/02/2018	HORNE, CHARLES	PUTNAM HIGH YIELD ADVANTAGE A	0.00	2.34	0.00	2.34	48.0	0.98
03/09/2018	NICODIN, EARL	PUTNAM INVESTORS A	0.00	0.88	0.00	0.88	48.0	0.37
04/02/2018	HORNE, CHARLES	PUTNAM MULTI-CAP VALUE A	0.00	3.00	0.00	3.00	48.0	1.26
04/02/2018	AARY, HARLEY	PUTNAM SMALL CAP GROWTH-A	0.00	0.33	0.00	0.33	48.0	0.14
04/02/2018	HORNE, CHARLES	PUTNAM SMALL CAP VALUE A	0.00	1.03	0.00	1.03	48.0	0.43
04/02/2018	HORNE, CHARLES	PUTNAM U.S. GOVT INCOME TR-A	0.00	0.47	0.00	0.47	48.0	0.20
03/28/2018	BURNS, ANNE	SEC BEN 814121158	34,289.79	28.56	0.00	28.56	48.0	12.00
04/03/2018	RADEMAKERS, DAVID	TRANSAMERICA TACTICAL INCOME C	0.00	10.71	0.00	10.71	48.0	4.50
04/03/2018	HARRIS, GENIVA	TRANSAMERICA TACTICAL INCOME C	0.00	4.31	0.00	4.31	48.0	1.81
* MARK-S141 REG SMITH SUBTOTAL *			\$1,070,798.03	\$12,432.14	\$0.00	\$12,432.14		\$5,221.52
*** OVERRIDE TRANSACTIONS TOTAL ***			\$1,070,798.03	\$12,432.14	\$0.00	\$12,432.14		\$5,221.52

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<u>ADJUSTMENTS</u>								
04/15/2018		*AI INSIGHT: CURRENT MONTH	0.00					-7.00
04/15/2018		*EO INS: CURRENT MONTH INS	0.00					-300.00
04/15/2018		*LASER APP: CURRENT MONTH	0.00					-18.00
04/15/2018		*RBC: WEALTH STATION	0.00					-25.00
04/15/2018		*TECH: CURRENT MONTH BASIC	0.00					-180.00
04/15/2018		*TECHNOLOGY: ADMIN - CHRISTINA POOLE	0.00					-130.00
04/15/2018		*TECHNOLOGY: ADMIN - JAMIE CONDRAY	0.00					-130.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$-790.00

BROKER COMMISSION TOTALS

Broker Transactions	\$3,848.93
Split Transactions	\$0.00
Override Transactions	\$5,221.52
Adjustments	\$-790.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$8,280.45
Year-to-date Gross	\$43,314.15
Year-to-date Earnings	\$56,856.01

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