

**COMMISSION STATEMENT****August 15, 2018**JOSEPH (TERRY), M132 MANN
219 E. 31st StreetBROKER #: M132
BRANCH: JOSEPH "TERRY" MANN

Savannah, GA 31401

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
07/16/2018	WARSTADT, ELIZABETH	PRU PREMIER RETIREMENT B	2,000.00	140.00	0.00	140.00	91.0	127.40
* VARIABLE ANNUITIES SUBTOTAL *			\$2,000.00	\$140.00	\$0.00	\$140.00		\$127.40
<u>PRODUCT CATEGORY: VARIABLE UNIVERSAL LIFE</u>								
07/23/2018	BLACK, AMELIA	PAC LIFE VUL	175.60	1.76	0.00	1.76	91.0	1.60
07/23/2018	BLACK, RICHARD	PAC LIFE VUL	235.60	2.36	0.00	2.36	91.0	2.15
07/23/2018	DEWICK, JOANN	PAC LIFE VUL	17,301.30	34.60	0.00	34.60	91.0	31.49
07/23/2018	JARRETT, LAURIE	PAC LIFE VUL	67.50	1.35	0.00	1.35	91.0	1.23
07/24/2018	GODLESKI, KEVIN	PAC LIFE VUL	153.45	3.07	0.00	3.07	91.0	2.79
07/24/2018	GODLESKI, KEVIN	PAC LIFE VUL	14.55	0.29	0.00	0.29	91.0	0.26
07/24/2018	GODLESKI, KIRSTEN	PAC LIFE VUL	132.00	2.64	0.00	2.64	91.0	2.40
* VARIABLE UNIVERSAL LIFE SUBTOTAL *			\$18,080.00	\$46.07	\$0.00	\$46.07		\$41.92
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
/ /	MOORE, THOMAS	FIDELITY ADV MATERIALS C	0.00	5.56	0.00	5.56	91.0	5.06
/ /	MOORE, THOMAS	FIDELITY ADV MEGA CAP STOCK	0.00	6.94	0.00	6.94	91.0	6.32
* MUTUAL FUND 12B1 TRAILS SUBTOTAL *			\$0.00	\$12.50	\$0.00	\$12.50		\$11.38
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
07/16/2018	PAI, YOGISH & ANITA	PAC LIFE PORTFOLIOS	0.00	10.00	0.00	10.00	91.0	9.10
07/31/2018	STEPHENS, DEE	PRU AS XTRA CREDIT SIX	0.00	20.63	0.00	20.63	91.0	18.77
07/31/2018	STEPHENS, DEE	PRU AS XTRA CREDIT SIX	0.00	20.63	0.00	20.63	91.0	18.77
07/31/2018	STEPHENS, JAMES	PRU AS XTRA CREDIT SIX	0.00	29.05	0.00	29.05	91.0	26.44
07/31/2018	STEPHENS, JAMES	PRU AS XTRA CREDIT SIX	0.00	29.05	0.00	29.05	91.0	26.44
07/31/2018	JARRETT, LAURIE	PRU AS XTRA CREDIT SIX	0.00	19.87	0.00	19.87	91.0	18.08
07/31/2018	JARRETT, LAURIE	PRU AS XTRA CREDIT SIX	0.00	19.87	0.00	19.87	91.0	18.08
07/31/2018	SAMPLES, FAY	PRU AS XTRA CREDIT SIX	0.00	14.59	0.00	14.59	91.0	13.28
07/31/2018	SAMPLES, FAY	PRU AS XTRA CREDIT SIX	0.00	14.59	0.00	14.59	91.0	13.28

NOTES: * - Indicates adjustment is not included in 1099 Earnings

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

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
07/31/2018	MCBRIDE, DOUGLAS	PRU AS XTRA CREDIT SIX	0.00	14.85	0.00	14.85	91.0	13.51
07/31/2018	MCBRIDE, DOUGLAS	PRU AS XTRA CREDIT SIX	0.00	14.85	0.00	14.85	91.0	13.51
07/31/2018	SAMPLES, FAY	PRU AS XTRA CREDIT SIX	0.00	5.70	0.00	5.70	91.0	5.19
07/31/2018	SAMPLES, FAY	PRU AS XTRA CREDIT SIX	0.00	5.70	0.00	5.70	91.0	5.19
07/31/2018	TROWBRIDGE, JANE	PRU AS XTRA CREDIT SIX	0.00	16.45	0.00	16.45	91.0	14.97
07/31/2018	TROWBRIDGE, JANE	PRU AS XTRA CREDIT SIX	0.00	16.45	0.00	16.45	91.0	14.97
07/31/2018	FOSTER, MARGO	PRU AS XTRA CREDIT SIX	0.00	30.66	0.00	30.66	91.0	27.90
07/31/2018	FOSTER, MARGO	PRU AS XTRA CREDIT SIX	0.00	30.66	0.00	30.66	91.0	27.90
07/31/2018	KROUSE, DAWN	PRU AS XTRA CREDIT SIX	0.00	2.44	0.00	2.44	91.0	2.22
07/31/2018	KROUSE, DAWN	PRU AS XTRA CREDIT SIX	0.00	2.44	0.00	2.44	91.0	2.22
07/31/2018	MANI, CHANDRAMOULI	PRU AS XTRA CREDIT SIX	0.00	33.69	0.00	33.69	91.0	30.66
07/31/2018	MANI, CHANDRAMOULI	PRU AS XTRA CREDIT SIX	0.00	33.69	0.00	33.69	91.0	30.66
07/31/2018	MANI, CHANDRAMOULI	PRU AS XTRA CREDIT SIX	0.00	10.72	0.00	10.72	91.0	9.76
07/31/2018	MANI, CHANDRAMOULI	PRU AS XTRA CREDIT SIX	0.00	10.72	0.00	10.72	91.0	9.76
07/31/2018	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	0.00	40.90	0.00	40.90	91.0	37.22
07/31/2018	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	0.00	40.90	0.00	40.90	91.0	37.22
07/31/2018	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	0.00	8.67	0.00	8.67	91.0	7.89
07/31/2018	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	0.00	8.67	0.00	8.67	91.0	7.89
07/31/2018	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	0.00	12.84	0.00	12.84	91.0	11.68
07/31/2018	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	0.00	12.84	0.00	12.84	91.0	11.68
07/31/2018	FOSTER, JOHN	PRU AS XTRA CREDIT SIX	0.00	41.52	0.00	41.52	91.0	37.78
07/31/2018	FOSTER, JOHN	PRU AS XTRA CREDIT SIX	0.00	41.52	0.00	41.52	91.0	37.78
07/31/2018	LEHMAN, HILDA	PRU AS XTRA CREDIT SIX	0.00	23.95	0.00	23.95	91.0	21.79
07/31/2018	LEHMAN, LAVERN	PRU AS XTRA CREDIT SIX	0.00	23.91	0.00	23.91	91.0	21.76
07/31/2018	LEHMAN, LAVERN	PRU AS XTRA CREDIT SIX	0.00	23.91	0.00	23.91	91.0	21.76
07/31/2018	MANN, NANCY	PRU AS XTRA CREDIT SIX	0.00	27.38	0.00	27.38	91.0	24.92
07/31/2018	MANN, NANCY	PRU AS XTRA CREDIT SIX	0.00	27.38	0.00	27.38	91.0	24.92
07/31/2018	KOENIG, STEVEN	PRU AS XTRA CREDIT SIX	0.00	50.60	0.00	50.60	91.0	46.05
07/31/2018	LONG, SUSAN	PRU AS XTRA CREDIT SIX	0.00	82.64	0.00	82.64	91.0	75.20
07/31/2018	LONG, SUSAN	PRU AS XTRA CREDIT SIX	0.00	82.64	0.00	82.64	91.0	75.20
07/31/2018	KOENIG, STEVEN	PRU AS XTRA CREDIT SIX	0.00	50.60	0.00	50.60	91.0	46.05
07/31/2018	MCBRIDE, DOUGLAS	PRU AS XTRA CREDIT SIX	0.00	21.09	0.00	21.09	91.0	19.19
07/31/2018	MCBRIDE, DOUGLAS	PRU AS XTRA CREDIT SIX	0.00	21.09	0.00	21.09	91.0	19.19

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
07/31/2018	KRAUS, JOHN	PRU AS XTRA CREDIT SIX	0.00	90.75	0.00	90.75	91.0	82.58
07/31/2018	KRAUS, JOHN	PRU AS XTRA CREDIT SIX	0.00	90.75	0.00	90.75	91.0	82.58
07/31/2018	ZARAPKAR, AMUL	PRU AS XTRA CREDIT SIX	0.00	83.43	0.00	83.43	91.0	75.92
07/31/2018	ZARAPKAR, AMUL	PRU AS XTRA CREDIT SIX	0.00	83.43	0.00	83.43	91.0	75.92
07/31/2018	MANN, JOSEPH(TERRY)	PRU AS XTRA CREDIT SIX	0.00	7.30	0.00	7.30	91.0	6.64
07/31/2018	MANN, JOSEPH(TERRY)	PRU AS XTRA CREDIT SIX	0.00	7.30	0.00	7.30	91.0	6.64
07/31/2018	GODLESKI, BARBARA	PRU PREMIER INVT VA C	0.00	589.28	0.00	589.28	91.0	536.24
07/31/2018	VOGEL, ROBERT	PRU PREMIER RETIREMENT X	0.00	89.23	0.00	89.23	91.0	81.20
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *			\$0.00	\$2,091.82	\$0.00	\$2,091.82		\$1,903.55
*** DIRECT TRANSACTIONS TOTAL ***			\$20,080.00	\$2,290.39	\$0.00	\$2,290.39		\$2,084.25

ADJUSTMENTS

08/15/2018		*DOCUSIGN: CURRENT MONTH	0.00					-18.00
08/15/2018		*EO INSURANCE: CURRENT MONTH INS	0.00					-300.00
08/15/2018		*LASER APP: CURRENT MONTH	0.00					-18.00
08/15/2018		*TECHNOLOGY: CURRENT MONTH BASIC	0.00					-180.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$-516.00

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BROKER COMMISSION TOTALS

Broker Transactions	\$2,084.25
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$-516.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$1,568.25
Year-to-date Gross	\$39,273.43
Year-to-date Earnings	\$35,744.60