

**COMMISSION STATEMENT****December 31, 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 |
|---|--------------------|---|----------------------|---------------------|--------------------|-------------------|------|----------------------|
| <u>DIRECT TRANSACTIONS</u> | | | | | | | | |
| <u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u> | | | | | | | | |
| ^12/28/2017 | STEFFES, MARTIN | JNL REWARD 10 YR TERM | 32.61 | 0.16 | 0.00 | 0.16 | 95.0 | 0.00 |
| | | * VARIABLE ANNUITIES SUBTOTAL * | \$32.61 | \$0.16 | \$0.00 | \$0.16 | | \$0.00 |
| <u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u> | | | | | | | | |
| ^12/05/2017 | RIMKUS, MARILYN | WELLS FARGO ENTERPRISE A | 0.00 | 4.41 | 0.00 | 4.41 | 95.0 | 0.00 |
| ^12/05/2017 | ALEXANDER, JEAN | WELLS FARGO STRATEGIC MUNI A | 0.00 | 0.88 | 0.00 | 0.88 | 95.0 | 0.00 |
| ^12/05/2017 | EMMER, ILENE | WELLS FARGO TOTAL RETURN BOND A | 0.00 | 0.17 | 0.00 | 0.17 | 95.0 | 0.00 |
| ^12/05/2017 | DANIELS, KATHLEEN | WELLS FARGO TOTAL RETURN BOND A | 0.00 | 2.94 | 0.00 | 2.94 | 95.0 | 0.00 |
| ^12/05/2017 | SMOLBOSKI, BARBARA | WELLS FARGO TOTAL RETURN BOND A | 0.00 | 0.23 | 0.00 | 0.23 | 95.0 | 0.00 |
| | | * MUTUAL FUND 12B1 TRAILS SUBTOTAL * | \$0.00 | \$8.63 | \$0.00 | \$8.63 | | \$0.00 |
| | | *** DIRECT TRANSACTIONS TOTAL *** | \$32.61 | \$8.79 | \$0.00 | \$8.79 | | \$0.00 |

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

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

| | |
|------------------------------|---------------|
| Balance Forward | \$0.00 |
| Year-to-date Gross | \$0.00 |
| Year-to-date Earnings | \$0.00 |