



Concorde Investment Services, LLC

05/11/2018

Page No. 1

COMMISSION STATEMENT**May 15, 2018**DAVID, K123 KERN
4321 Flagstaff CoveBROKER #: K123
BRANCH: DAVID KERN

Fort Wayne, IN 46815

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
04/25/2018	KERN, DAVID	AMERITAS LOWLOAD VUL	10,032.50	0.83	0.00	0.83	90.0	0.75
04/27/2018	KERN, BENJAMIN	AMERITAS LOWLOAD VUL	15,767.60	1.31	0.00	1.31	90.0	1.18
05/01/2018	KERN, BRIAN	AMERITAS LOWLOAD VUL	164.35	0.01	0.00	0.01	90.0	0.01
05/01/2018	FORTNEY, ELIZABETH	JNL ELITE ACCESS	400.00	5.00	0.00	5.00	90.0	4.50
04/30/2018	BUTCHER, JACK	JOHN HANCOCK VISION	157,792.38	151.22	0.00	151.22	90.0	136.10
04/30/2018	WEST, JOLAN	JOHN HANCOCK VISION	120,346.64	115.33	0.00	115.33	90.0	103.80
/ /	MARATHON LABELS 401K	NWL FLEX ADVANTAGE	378,828.73	77.84	0.00	77.84	90.0	70.06
/ /	NEW HAVEN PRINT &	NWL FLEX ADVANTAGE	804,183.34	198.29	0.00	198.29	90.0	178.46
/ /	MARATHON LABELS 401K	NWL POOLED FXD	13,816.06	2.84	0.00	2.84	90.0	2.56
/ /	NEW HAVEN PRINT &	NWL POOLED FXD	3,363.65	0.83	0.00	0.83	90.0	0.75
04/20/2018	FREISTROFFER, HENRY	PRU PREMIER RETIREMENT L	50,000.00	1,000.00	0.00	1,000.00	90.0	900.00
* VARIABLE ANNUITIES SUBTOTAL *			\$1,554,695.25	\$1,553.50	\$0.00	\$1,553.50		\$1,398.17
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
/ /	PAYNE, MARTHA	GUGGENHEIM DIVERSIFIED INCOME C	0.00	2.94	0.00	2.94	90.0	2.65
/ /	PAYNE, MARTHA	GUGGENHEIM GOV'T LONG BOND 1.2X STG	0.00	2.96	0.00	2.96	90.0	2.66
/ /	PAYNE, MARTHA	GUGGENHEIM RBP LARGE CAP DEFENSIVE	0.00	1.15	0.00	1.15	90.0	1.04
/ /	PAYNE, MARTHA	LARGE CAP VALUE C	0.00	0.86	0.00	0.86	90.0	0.77
04/19/2018	HELMBERGER, GENNA	SAMMONS MF TRAILS	14,633.50	6.10	0.00	6.10	90.0	5.49
04/30/2018	KERN, BRIAN	SAMMONS MF TRAILS	29,446.41	12.27	0.00	12.27	90.0	11.04
* MUTUAL FUND 12B1 TRAILS SUBTOTAL *			\$44,079.91	\$26.28	\$0.00	\$26.28		\$23.65
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
04/30/2018	KERN, DAVID	JNL ELITE ACCESS	0.00	1.73	0.00	1.73	90.0	1.56
04/30/2018	KERN, DAVID	JNL ELITE ACCESS	0.00	38.95	0.00	38.95	90.0	35.06
04/30/2018	KERN, BENJAMIN	JNL ELITE ACCESS	0.00	6.35	0.00	6.35	90.0	5.72
04/30/2018	KERN, BENJAMIN	JNL ELITE ACCESS	0.00	107.53	0.00	107.53	90.0	96.78

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
04/30/2018	LINDQUIST FAMILY TRUST, MICAH	JNL ELITE ACCESS	0.00	145.49	0.00	145.49	90.0	130.94
04/30/2018	BUTCHER, JACK	JNL ELITE ACCESS	0.00	700.21	0.00	700.21	90.0	630.19
04/30/2018	KERN, BRIAN	JNL ELITE ACCESS	0.00	40.44	0.00	40.44	90.0	36.40
04/30/2018	RIEBE, PATRICIA	JNL ELITE ACCESS	0.00	147.17	0.00	147.17	90.0	132.45
04/30/2018	SVOBODA, JOYCE	JNL ELITE ACCESS	0.00	30.90	0.00	30.90	90.0	27.81
04/30/2018	MILLER, LAVERN	JNL ELITE ACCESS	0.00	23.21	0.00	23.21	90.0	20.89
04/30/2018	MILLER, JEAN	JNL ELITE ACCESS	0.00	10.12	0.00	10.12	90.0	9.11
04/30/2018	BRIEGEL, WILLIAM	JNL ELITE ACCESS	0.00	14.88	0.00	14.88	90.0	13.39
04/30/2018	FORTNEY, ELIZABETH	JNL ELITE ACCESS	0.00	29.99	0.00	29.99	90.0	26.99
04/30/2018	JOHNSON, MARGAUX	JNL ELITE ACCESS	0.00	5.49	0.00	5.49	90.0	4.94
04/30/2018	SMITH, STEPHANIE	JNL ELITE ACCESS	0.00	17.40	0.00	17.40	90.0	15.66
04/30/2018	COLLENTINE, CARYL	JNL ELITE ACCESS	0.00	4.04	0.00	4.04	90.0	3.64
04/30/2018	COLLENTINE, SEAN	JNL ELITE ACCESS	0.00	4.05	0.00	4.05	90.0	3.65
04/30/2018	ROY, SHARI	JNL ELITE ACCESS	0.00	39.09	0.00	39.09	90.0	35.18
04/30/2018	KERN, LEESA	JNL ELITE ACCESS	0.00	34.79	0.00	34.79	90.0	31.31
04/30/2018	CONNER, ANDREW	JNL ELITE ACCESS	0.00	6.70	0.00	6.70	90.0	6.03
04/30/2018	CONNER, ANDREW	JNL ELITE ACCESS	0.00	8.27	0.00	8.27	90.0	7.44
04/30/2018	HURLEY, JOHN	JNL ELITE ACCESS	0.00	15.34	0.00	15.34	90.0	13.81
04/30/2018	DELLINGER, EMMA	JNL ELITE ACCESS	0.00	131.96	0.00	131.96	90.0	118.76
04/30/2018	OBERLIN, DOUGLAS	JNL ELITE ACCESS	0.00	20.45	0.00	20.45	90.0	18.41
04/30/2018	SIMS, SUSAN	JNL ELITE ACCESS	0.00	3.95	0.00	3.95	90.0	3.56
04/30/2018	BLESSING, THOMAS	JNL ELITE ACCESS	0.00	60.98	0.00	60.98	90.0	54.88
04/30/2018	AKPABIO, UWEM	JNL ELITE ACCESS	0.00	80.80	0.00	80.80	90.0	72.72
04/30/2018	REBMAN, MONA	JNL ELITE ACCESS	0.00	5.36	0.00	5.36	90.0	4.82
04/30/2018	FREISTROFFER, HENRY	JNL ELITE ACCESS	0.00	6.41	0.00	6.41	90.0	5.77
04/30/2018	ROGERS, JOHN	JNL ELITE ACCESS	0.00	21.17	0.00	21.17	90.0	19.05
04/30/2018	ROGERS, ADRIENNE	JNL ELITE ACCESS	0.00	21.17	0.00	21.17	90.0	19.05
04/30/2018	ROGERS, ADRIENNE	JNL ELITE ACCESS	0.00	150.44	0.00	150.44	90.0	135.40
04/30/2018	WHITELEATHER, TRACY	JNL ELITE ACCESS	0.00	99.61	0.00	99.61	90.0	89.65
04/30/2018	WHITELEATHER, KEVIN	JNL ELITE ACCESS	0.00	18.12	0.00	18.12	90.0	16.31
04/30/2018	KELTY, SANDRA	JNL ELITE ACCESS	0.00	19.68	0.00	19.68	90.0	17.71
04/30/2018	RIEBE, PATRICIA	JNL ELITE ACCESS	0.00	5.76	0.00	5.76	90.0	5.18
04/30/2018	KELTY, SUSAN	JNL ELITE ACCESS	0.00	360.72	0.00	360.72	90.0	324.65

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<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
04/30/2018	HOVERMAN, ANDREA	JNL ELITE ACCESS	0.00	11.90	0.00	11.90	90.0	10.71
04/30/2018	HOVERMAN, BRYAN	JNL ELITE ACCESS	0.00	13.33	0.00	13.33	90.0	12.00
04/30/2018	FORTNEY, ELIZABETH	JNL ELITE ACCESS	0.00	6.24	0.00	6.24	90.0	5.62
04/30/2018	KERN, DAVID	JNL ELITE ACCESS W/ LIQUIDITY	0.00	34.02	0.00	34.02	90.0	30.62
04/30/2018	WOODHAMS, JACK	JNL ELITE ACCESS W/ LIQUIDITY	0.00	24.96	0.00	24.96	90.0	22.46
04/30/2018	JOHNSON, THEODORE	JNL ELITE ACCESS W/ LIQUIDITY	0.00	5.41	0.00	5.41	90.0	4.87
04/30/2018	ROY, RICHARD	JNL ELITE ACCESS W/ LIQUIDITY	0.00	22.28	0.00	22.28	90.0	20.05
04/30/2018	PAYNE, MARTHA	JNL ELITE ACCESS W/ LIQUIDITY	0.00	8.71	0.00	8.71	90.0	7.84
04/30/2018	COLE, NANCY	JNL ELITE ACCESS W/ LIQUIDITY	0.00	39.38	0.00	39.38	90.0	35.44
04/30/2018	DETER, MARY	JNL ELITE ACCESS W/ LIQUIDITY	0.00	2.14	0.00	2.14	90.0	1.93
04/30/2018	HESTER, LEEANNE	JNL ELITE ACCESS W/ LIQUIDITY	0.00	48.09	0.00	48.09	90.0	43.28
04/30/2018	THEXTON, BARBARA	JNL ELITE ACCESS W/ LIQUIDITY	0.00	10.00	0.00	10.00	90.0	9.00
04/30/2018	WEIS, KIMBERLY	JNL ELITE ACCESS W/ LIQUIDITY	0.00	78.17	0.00	78.17	90.0	70.35
04/30/2018	HURLEY, JOHN	JNL ELITE ACCESS W/ LIQUIDITY	0.00	78.17	0.00	78.17	90.0	70.35
04/30/2018	DAVIS, GARY	JNL PERSPECTIVE L	0.00	178.23	0.00	178.23	90.0	160.41
04/30/2018	KELTY, RICHARD	JNL PERSPECTIVE L	0.00	592.69	0.00	592.69	90.0	533.42
04/30/2018	SOLLOWAY, WILLIAM	JNL PERSPECTIVE L	0.00	106.11	0.00	106.11	90.0	95.50
04/30/2018	BUTCHER, JACK	JNL PERSPECTIVE L	0.00	162.92	0.00	162.92	90.0	146.63
04/30/2018	DETER, MARY	JNL PERSPECTIVE L	0.00	40.41	0.00	40.41	90.0	36.37
04/30/2018	CROWLEY, HELEN	JNL PERSPECTIVE L	0.00	34.52	0.00	34.52	90.0	31.07
04/30/2018	FREISTROFFER, HENRY	JNL PERSPECTIVE L	0.00	189.88	0.00	189.88	90.0	170.89
04/30/2018	BOHNKE, LON	JNL PERSPECTIVE L	0.00	48.75	0.00	48.75	90.0	43.88
04/30/2018	ROGERS, ADRIENNE	JNL PERSPECTIVE L	0.00	43.77	0.00	43.77	90.0	39.39
04/30/2018	ROGERS, JOHN	JNL PERSPECTIVE L	0.00	43.47	0.00	43.47	90.0	39.12
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *			\$0.00	\$4,262.27	\$0.00	\$4,262.27		\$3,836.07
*** DIRECT TRANSACTIONS TOTAL ***			\$1,598,775.16	\$5,842.05	\$0.00	\$5,842.05		\$5,257.89

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<u>ADJUSTMENTS</u>								
05/15/2018		*E & O INSURANCE: CURRENT MONTH INS	0.00					-300.00
05/15/2018		*MISC: NATIONWIDE INSURANCE RENEWAL	0.00					-45.00
05/15/2018		*TECHNOLOGY: ADMIN - LEESA KERN	0.00					-130.00
05/15/2018		*TECHNOLOGY: CURRENT MONTH BASIC	0.00					-180.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$-655.00

BROKER COMMISSION TOTALS

Broker Transactions	\$5,257.89
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$-655.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$4,602.89
Year-to-date Gross	\$52,165.03
Year-to-date Earnings	\$46,964.88

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