



Concorde Investment Services, LLC

07/27/2017
Page No. 1

COMMISSION STATEMENT

July 31, 2017

JEFFREY KAUFMAN
801 Gray Oak Drive

BROKER #: K119
BRANCH: JEFFREY KAUFMAN

Columbia, MO 65201

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
07/10/2017	ZELLMER, AMY	AM FUNDS 2040 TARGET DATE-A	91.07	0.91	0.00	0.91	90.0	0.82
07/10/2017	ZELLMER, AMY	AM FUNDS 2040 TARGET DATE-A	91.07	0.91	0.00	0.91	90.0	0.82
07/10/2017	NOWLIN, STACEY	AM FUNDS 2040 TARGET DATE-A	40.79	0.41	0.00	0.41	90.0	0.37
07/10/2017	NOWLIN, STACEY	AM FUNDS 2040 TARGET DATE-A	40.79	0.41	0.00	0.41	90.0	0.37
07/10/2017	MCKENZIE, JADA	AM FUNDS 2040 TARGET DATE-A	43.15	0.43	0.00	0.43	90.0	0.39
07/10/2017	MCKENZIE, JADA	AM FUNDS 2040 TARGET DATE-A	57.54	0.58	0.00	0.58	90.0	0.52
07/10/2017	HILL, KALIA	AM FUNDS 2045 TARGET DATE-A	54.31	0.54	0.00	0.54	90.0	0.49
07/10/2017	HILL, KALIA	AM FUNDS 2045 TARGET DATE-A	54.31	0.54	0.00	0.54	90.0	0.49
07/10/2017	CRANE, MISTY	AM FUNDS 2045 TARGET DATE-A	30.51	0.31	0.00	0.31	90.0	0.28
07/10/2017	CRANE, MISTY	AM FUNDS 2045 TARGET DATE-A	30.51	0.31	0.00	0.31	90.0	0.28
07/10/2017	PATTY, MINDI	AM FUNDS 2045 TARGET DATE-A	16.50	0.17	0.00	0.17	90.0	0.15
07/10/2017	PATTY, MINDI	AM FUNDS 2045 TARGET DATE-A	16.50	0.17	0.00	0.17	90.0	0.15
07/10/2017	WESTBROOK, AMANDA	AM FUNDS 2055 TARGET DATE-A	40.20	0.40	0.00	0.40	90.0	0.36
07/10/2017	WESTBROOK, AMANDA	AM FUNDS 2055 TARGET DATE-A	40.20	0.40	0.00	0.40	90.0	0.36
07/10/2017	WHEAT, KATHLEEN	AM FUNDS AMERICAN BALANCED A	134.83	1.35	0.00	1.35	90.0	1.22
07/10/2017	WHEAT, KATHLEEN	AM FUNDS AMERICAN BALANCED A	314.60	3.15	0.00	3.15	90.0	2.84
07/10/2017	WIBBENMEYER, BRITTANY	AM FUNDS AMERICAN BALANCED A	62.22	0.62	0.00	0.62	90.0	0.56
07/10/2017	WIBBENMEYER, BRITTANY	AM FUNDS AMERICAN BALANCED A	62.22	0.62	0.00	0.62	90.0	0.56
07/10/2017	CLASSENS, KRYSTA	AM FUNDS AMERICAN MUTUAL A	24.00	0.24	0.00	0.24	90.0	0.22
07/10/2017	CLASSENS, KRYSTA	AM FUNDS AMERICAN MUTUAL A	64.00	0.64	0.00	0.64	90.0	0.58
07/10/2017	MANGUS, DANIEL	AM FUNDS BALANCED PORT A	180.06	1.80	0.00	1.80	90.0	1.62
07/10/2017	MANGUS, DANIEL	AM FUNDS BALANCED PORT A	180.06	1.80	0.00	1.80	90.0	1.62
07/10/2017	KEATON, LINDSY	AM FUNDS BALANCED PORT A	34.61	0.35	0.00	0.35	90.0	0.32
07/10/2017	KEATON, LINDSY	AM FUNDS BALANCED PORT A	34.61	0.35	0.00	0.35	90.0	0.32
07/10/2017	GODAR, LOUISE	AM FUNDS BALANCED PORT A	37.18	0.37	0.00	0.37	90.0	0.33
07/10/2017	GODAR, LOUISE	AM FUNDS BALANCED PORT A	37.18	0.37	0.00	0.37	90.0	0.33

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

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
07/10/2017	GRIFFIN, AMANDA	AM FUNDS BOND FUND OF AMERICA A	20.56	0.21	0.00	0.21	90.0	0.19
07/10/2017	GRIFFIN, AMANDA	AM FUNDS BOND FUND OF AMERICA A	20.56	0.21	0.00	0.21	90.0	0.19
07/10/2017	CLASSENS, KRYSTA	AM FUNDS EUROPACIFIC GROWTH FUND A	18.00	0.18	0.00	0.18	90.0	0.16
07/10/2017	CLASSENS, KRYSTA	AM FUNDS EUROPACIFIC GROWTH FUND A	48.00	0.48	0.00	0.48	90.0	0.43
07/10/2017	MCNERNEY, DAN	AM FUNDS GROWTH AND INCOME A	321.00	3.21	0.00	3.21	90.0	2.89
07/10/2017	MCNERNEY, DAN	AM FUNDS GROWTH AND INCOME A	947.16	9.47	0.00	9.47	90.0	8.52
07/10/2017	BROCKSMITH, RACHEL	AM FUNDS GROWTH AND INCOME A	54.56	0.55	0.00	0.55	90.0	0.50
07/10/2017	BROCKSMITH, RACHEL	AM FUNDS GROWTH AND INCOME A	54.56	0.55	0.00	0.55	90.0	0.50
07/10/2017	BIETSCH, MATTHEW	AM FUNDS GROWTH AND INCOME A	61.90	0.62	0.00	0.62	90.0	0.56
07/10/2017	BIETSCH, MATTHEW	AM FUNDS GROWTH AND INCOME A	61.90	0.62	0.00	0.62	90.0	0.56
07/10/2017	AHERN, OLIVIA	AM FUNDS GROWTH AND INCOME A	60.33	0.60	0.00	0.60	90.0	0.54
07/10/2017	AHERN, OLIVIA	AM FUNDS GROWTH AND INCOME A	60.33	0.60	0.00	0.60	90.0	0.54
07/05/2017	MCNERNEY, DYLAN	AM FUNDS GROWTH FUND OF AMERICA A	-150.00	-7.50	0.00	-7.50	90.0	-6.75
07/10/2017	GUIER, CLINT	AM FUNDS GROWTH FUND OF AMERICA A	450.00	9.00	0.00	9.00	90.0	8.10
07/10/2017	GUIER, JENNIFER	AM FUNDS GROWTH FUND OF AMERICA A	450.00	9.00	0.00	9.00	90.0	8.10
07/10/2017	GRIFFIN, AMANDA	AM FUNDS GROWTH FUND OF AMERICA A	41.13	0.41	0.00	0.41	90.0	0.37
07/10/2017	GRIFFIN, AMANDA	AM FUNDS GROWTH FUND OF AMERICA A	41.13	0.41	0.00	0.41	90.0	0.37
07/10/2017	STALEY, JOSELYN	AM FUNDS GROWTH FUND OF AMERICA A	14.91	0.15	0.00	0.15	90.0	0.14
07/10/2017	STALEY, JOSELYN	AM FUNDS GROWTH FUND OF AMERICA A	44.75	0.45	0.00	0.45	90.0	0.41
07/10/2017	CLASSENS, KRYSTA	AM FUNDS GROWTH FUND OF AMERICA A	18.00	0.18	0.00	0.18	90.0	0.16
07/10/2017	CLASSENS, KRYSTA	AM FUNDS GROWTH FUND OF AMERICA A	48.00	0.48	0.00	0.48	90.0	0.43
07/10/2017	COOK, GREG	AM FUNDS GROWTH FUND OF AMERICA A	13.60	0.14	0.00	0.14	90.0	0.13
07/10/2017	COOK, GREG	AM FUNDS GROWTH FUND OF AMERICA A	13.60	0.14	0.00	0.14	90.0	0.13
07/10/2017	GATTORNA, MICHAEL	AM FUNDS GROWTH FUND OF AMERICA A	30.16	0.30	0.00	0.30	90.0	0.27
07/10/2017	GATTORNA, MICHAEL	AM FUNDS GROWTH FUND OF AMERICA A	30.16	0.30	0.00	0.30	90.0	0.27
07/10/2017	MULLENIX, AMANDA	AM FUNDS GROWTH FUND OF AMERICA A	41.89	0.42	0.00	0.42	90.0	0.38
07/10/2017	MULLENIX, AMANDA	AM FUNDS GROWTH FUND OF AMERICA A	41.89	0.42	0.00	0.42	90.0	0.38
07/10/2017	DAVIDSON, DANIELLE	AM FUNDS GROWTH FUND OF AMERICA A	19.02	0.19	0.00	0.19	90.0	0.17
07/10/2017	DAVIDSON, DANIELLE	AM FUNDS GROWTH FUND OF AMERICA A	19.02	0.19	0.00	0.19	90.0	0.17
07/10/2017	KISER, ANDREA	AM FUNDS GROWTH FUND OF AMERICA A	31.01	0.31	0.00	0.31	90.0	0.28
07/10/2017	KISER, ANDREA	AM FUNDS GROWTH FUND OF AMERICA A	31.01	0.31	0.00	0.31	90.0	0.28
07/17/2017	GRIFFIN, AMANDA	AM FUNDS GROWTH FUND OF AMERICA A	100.00	3.75	0.00	3.75	90.0	3.38
07/17/2017	GRIFFIN, SHAWN	AM FUNDS GROWTH FUND OF AMERICA A	50.00	1.88	0.00	1.88	90.0	1.69

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

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
07/10/2017	DILLON, EMMA	AM FUNDS ICA A	21.60	0.22	0.00	0.22	90.0	0.20
07/10/2017	DILLON, EMMA	AM FUNDS ICA A	28.80	0.29	0.00	0.29	90.0	0.26
07/10/2017	OPPLAND, ZACHARY	AM FUNDS ICA A	53.40	0.53	0.00	0.53	90.0	0.48
07/10/2017	OPPLAND, ZACHARY	AM FUNDS ICA A	160.20	1.60	0.00	1.60	90.0	1.44
07/10/2017	REEDY, REBECCA	AM FUNDS INCOME PORTFOLIO A	37.20	0.37	0.00	0.37	90.0	0.33
07/10/2017	REEDY, REBECCA	AM FUNDS INCOME PORTFOLIO A	37.20	0.37	0.00	0.37	90.0	0.33
07/10/2017	STALEY, JOSELYN	AM FUNDS NEW ECONOMY A	14.48	0.14	0.00	0.14	90.0	0.13
07/10/2017	STALEY, JOSELYN	AM FUNDS NEW ECONOMY A	43.43	0.43	0.00	0.43	90.0	0.39
07/10/2017	NIELSEN, BRENDA	AM FUNDS NEW ECONOMY A	31.85	0.32	0.00	0.32	90.0	0.29
07/10/2017	NIELSEN, BRENDA	AM FUNDS NEW ECONOMY A	53.08	0.53	0.00	0.53	90.0	0.48
07/10/2017	GRIFFIN, AMANDA	AM FUNDS NEW PERSPECTIVE A	41.13	0.41	0.00	0.41	90.0	0.37
07/10/2017	GRIFFIN, AMANDA	AM FUNDS NEW PERSPECTIVE A	41.13	0.41	0.00	0.41	90.0	0.37
07/10/2017	STALEY, JOSELYN	AM FUNDS NEW PERSPECTIVE A	14.48	0.14	0.00	0.14	90.0	0.13
07/10/2017	STALEY, JOSELYN	AM FUNDS NEW PERSPECTIVE A	43.44	0.43	0.00	0.43	90.0	0.39
07/10/2017	COOK, GREG	AM FUNDS NEW PERSPECTIVE A	13.60	0.14	0.00	0.14	90.0	0.13
07/10/2017	COOK, GREG	AM FUNDS NEW PERSPECTIVE A	13.60	0.14	0.00	0.14	90.0	0.13
07/10/2017	GATTORNA, MICHAEL	AM FUNDS NEW PERSPECTIVE A	29.27	0.29	0.00	0.29	90.0	0.26
07/10/2017	GATTORNA, MICHAEL	AM FUNDS NEW PERSPECTIVE A	29.27	0.29	0.00	0.29	90.0	0.26
07/10/2017	STAES, SAMUEL	AM FUNDS NEW PERSPECTIVE A	16.80	0.17	0.00	0.17	90.0	0.15
07/10/2017	STAES, SAMUEL	AM FUNDS NEW PERSPECTIVE A	33.60	0.34	0.00	0.34	90.0	0.31
07/10/2017	GATTORNA, MICHAEL	AM FUNDS NEW WORLD A	29.27	0.29	0.00	0.29	90.0	0.26
07/10/2017	GATTORNA, MICHAEL	AM FUNDS NEW WORLD A	29.27	0.29	0.00	0.29	90.0	0.26
07/10/2017	REDDICK, RYAN	AM FUNDS SMALLCAP WORLD A	53.46	0.53	0.00	0.53	90.0	0.48
07/10/2017	REDDICK, RYAN	AM FUNDS SMALLCAP WORLD A	53.46	0.53	0.00	0.53	90.0	0.48
07/10/2017	COOK, GREG	AM FUNDS SMALLCAP WORLD A	18.14	0.18	0.00	0.18	90.0	0.16
07/10/2017	COOK, GREG	AM FUNDS SMALLCAP WORLD A	18.14	0.18	0.00	0.18	90.0	0.16
07/10/2017	DAVIDSON, DANIELLE	AM FUNDS SMALLCAP WORLD A	19.01	0.19	0.00	0.19	90.0	0.17
07/10/2017	DAVIDSON, DANIELLE	AM FUNDS SMALLCAP WORLD A	19.01	0.19	0.00	0.19	90.0	0.17
07/10/2017	STAES, SAMUEL	AM FUNDS SMALLCAP WORLD A	16.80	0.17	0.00	0.17	90.0	0.15
07/10/2017	STAES, SAMUEL	AM FUNDS SMALLCAP WORLD A	33.60	0.34	0.00	0.34	90.0	0.31
07/10/2017	GRIFFIN, AMANDA	AM FUNDS WASHINGTON MUTUAL INVESTOR	34.27	0.34	0.00	0.34	90.0	0.31
07/10/2017	GRIFFIN, AMANDA	AM FUNDS WASHINGTON MUTUAL INVESTOR	34.27	0.34	0.00	0.34	90.0	0.31
/ /	KAUFMAN, JEFFREY	FIDELITY ADV CANADA	0.00	0.81	0.00	0.81	90.0	0.73

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

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
/ /	KAUFMAN, JEFFREY	FIDELITY ADV EMERGING EMEA	0.00	0.84	0.00	0.84	90.0	0.76
/ /	CROWLEY, MICHA	FIDELITY ADV EVENT DRIVEN OPPS	0.00	3.30	0.00	3.30	90.0	2.97
/ /	KAUFMAN, JEFFREY	FIDELITY ADV GLOBAL CAP APP T	0.00	2.02	0.00	2.02	90.0	1.82
/ /	KAUFMAN, JEFFREY	FIDELITY ADV GLOBAL COMMODITY STK	0.00	0.77	0.00	0.77	90.0	0.69
/ /	CROWLEY, MICHA	FIDELITY ADV GLOBAL COMMODITY STOCK	0.00	0.90	0.00	0.90	90.0	0.81
/ /	KAUFMAN, JEFFREY	FIDELITY ADV GOLD	0.00	0.80	0.00	0.80	90.0	0.72
/ /	WILMSMEYER, CHRISTA	FIDELITY ADV GOLD C	0.00	0.66	0.00	0.66	90.0	0.59
/ /	GRIFFITH, CHERYL	FIDELITY ADV GOVERNMENT INC	0.00	0.10	0.00	0.10	90.0	0.09
/ /	HALL, ELLEN	FIDELITY ADV GROWTH OPP	0.00	9.73	0.00	9.73	90.0	8.76
/ /	ELLIOTT, TIMOTHY	FIDELITY ADV GROWTH OPP	0.00	1.17	0.00	1.17	90.0	1.05
/ /	KAUFMAN, JEFFREY	FIDELITY ADV GROWTH OPP	0.00	7.52	0.00	7.52	90.0	6.77
/ /	RICHARDSON, BOBBY	FIDELITY ADV HEALTH CARE T	0.00	2.47	0.00	2.47	90.0	2.22
/ /	CROWLEY, MICHA	FIDELITY ADV INT'L REAL ESTATE C	0.00	1.48	0.00	1.48	90.0	1.33
/ /	CROWLEY, MICHA	FIDELITY ADV INTERNATIONAL GROWTH C	0.00	4.03	0.00	4.03	90.0	3.63
/ /	GRIFFITH, CHERYL	FIDELITY ADV INTL SM CAP CL T	0.00	4.38	0.00	4.38	90.0	3.94
/ /	RICHARDSON, BOBBY	FIDELITY ADV INTL SM CAP CL T	0.00	1.24	0.00	1.24	90.0	1.12
/ /	GRIFFITH, CHERYL	FIDELITY ADV LARGE CAP	0.00	6.00	0.00	6.00	90.0	5.40
07/05/2017	GRIFFITH, CHERYL	FIDELITY ADV LARGE CAP	75.00	1.50	0.00	1.50	90.0	1.35
/ /	WILMSMEYER, CHRISTA	FIDELITY ADV LEVERAGED CO STOCK C	0.00	7.85	0.00	7.85	90.0	7.07
/ /	HALL, ELLEN	FIDELITY ADV LEVERAGED CO STOCK-CL	0.00	2.67	0.00	2.67	90.0	2.40
/ /	RICHARDSON, BOBBY	FIDELITY ADV LEVERAGED CO STOCK-CL	0.00	13.72	0.00	13.72	90.0	12.35
/ /	WILMSMEYER, CHRISTA	FIDELITY ADV MATERIALS C	0.00	4.28	0.00	4.28	90.0	3.85
/ /	GRIFFITH, CHERYL	FIDELITY ADV OVERSEAS	0.00	1.16	0.00	1.16	90.0	1.04
/ /	CROWLEY, MICHA	FIDELITY ADV REAL ESTATE C	0.00	2.75	0.00	2.75	90.0	2.48
/ /	RICHARDSON, BOBBY	FIDELITY ADV REAL ESTATE-CL T	0.00	6.16	0.00	6.16	90.0	5.54
/ /	GRIFFITH, CHERYL	FIDELITY ADV SMALL CAP	0.00	1.20	0.00	1.20	90.0	1.08
/ /	KAUFMAN, JEFFREY	FIDELITY ADV SMALL CAP GROWTH C	0.00	0.63	0.00	0.63	90.0	0.57
/ /	CROWLEY, MICHA	FIDELITY ADV SMALL CAP GROWTH C	0.00	5.26	0.00	5.26	90.0	4.73
/ /	GRIFFITH, CHERYL	FIDELITY ADV STOCK SELECTOR ALL CAP	0.00	10.28	0.00	10.28	90.0	9.25
/ /	KAUFMAN, JEFFREY	FIDELITY ADV STOCK SELECTOR ALL CAP	0.00	2.19	0.00	2.19	90.0	1.97
/ /	RICHARDSON, BOBBY	FIDELITY ADV TELECOMMUNICATIONS-CL	0.00	2.99	0.00	2.99	90.0	2.69
/ /	WILMSMEYER, CHRISTA	FIDELITY ADV UTILITIES C	0.00	9.23	0.00	9.23	90.0	8.31
/ /	RICHARDSON, BOBBY	FIDELITY ADV UTILITIES-CL T	0.00	1.31	0.00	1.31	90.0	1.18

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

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
/ /	RICHARDSON, BOBBY	FIDELITY ADV VALUE LENDERS-CL T	0.00	2.45	0.00	2.45	90.0	2.21
/ /	GRIFFITH, CHERYL	FIDELITY ADVISOR EVENT DRIVEN OPPS	0.00	1.32	0.00	1.32	90.0	1.19
/ /	KAUFMAN, JEFFREY	FIDELITY ADVISOR EVENT DRIVEN OPPS	0.00	1.66	0.00	1.66	90.0	1.49
/ /	KAUFMAN, JEFFREY	FIDELITY ADVISOR MATERIALS FUND-CLA	0.00	1.02	0.00	1.02	90.0	0.92
/ /	WILMSMEYER, CHRISTA	FIDELITY ADVISORS 31618H424	0.00	5.97	0.00	5.97	90.0	5.37
/ /	HALL, ELLEN	FIDELITY ADVISORS 31618H440	0.00	1.25	0.00	1.25	90.0	1.13
/ /	GRIFFITH, CHERYL	FIDELITY BALANCED T	0.00	0.53	0.00	0.53	90.0	0.48
/ /	GRIFFITH, CHERYL	FIDELITY BALANCED T	0.00	14.02	0.00	14.02	90.0	12.62
/ /	HALL, ELLEN	FIDELITY COMM EQUIPMENT T	0.00	1.68	0.00	1.68	90.0	1.51
/ /	RICHARDSON, BOBBY	FIDELITY COMM EQUIPMENT T	0.00	5.52	0.00	5.52	90.0	4.97
/ /	RICHARDSON, BOBBY	FIDELITY EMERGING MKTS T	0.00	2.68	0.00	2.68	90.0	2.41
/ /	CROWLEY, MICHA	FIDELITY ENERGY C	0.00	0.82	0.00	0.82	90.0	0.74
/ /	RICHARDSON, BOBBY	FIDELITY ENERGY T	0.00	2.38	0.00	2.38	90.0	2.14
/ /	KAUFMAN, JEFFREY	FIDELITY ENERGY T	0.00	0.69	0.00	0.69	90.0	0.62
/ /	GRIFFITH, CHERYL	FIDELITY EQUITY VALUE	0.00	9.57	0.00	9.57	90.0	8.61
/ /	CROWLEY, MICHA	FIDELITY FINANCIAL SERVICES C	0.00	2.43	0.00	2.43	90.0	2.19
/ /	RICHARDSON, BOBBY	FIDELITY FINANCIAL SERVICES T	0.00	0.74	0.00	0.74	90.0	0.67
/ /	KAUFMAN, JEFFREY	FIDELITY FINANCIAL SERVICES T	0.00	0.83	0.00	0.83	90.0	0.75
/ /	CROWLEY, MICHA	FIDELITY LATIN AMERICA C	0.00	1.86	0.00	1.86	90.0	1.67
/ /	KAUFMAN, JEFFREY	FIDELITY MIDCAP C	0.00	0.49	0.00	0.49	90.0	0.44
/ /	GRIFFITH, CHERYL	FIDELITY MIDCAP T	0.00	8.51	0.00	8.51	90.0	7.66
/ /	CROWLEY, MICHA	FIDELITY STOCK SELECTOR ALLCAP C	0.00	6.05	0.00	6.05	90.0	5.45
/ /	KAUFMAN, JEFFREY	FIDLEITY ADV INTL REAL ESTATE	0.00	0.93	0.00	0.93	90.0	0.84
/ /	GRIFFITH, CHERYL	FIDLEITY ADVISOR LATIN AMERICA FUND	0.00	1.30	0.00	1.30	90.0	1.17
/ /	KAUFMAN, JEFFREY	FIDLEITY ADVISOR LATIN AMERICA FUND	0.00	1.99	0.00	1.99	90.0	1.79
/ /	RICHARDSON, BOBBY	FIDLEITY ADVISOR JAPAN-CL T	0.00	0.76	0.00	0.76	90.0	0.68
/ /	MCS DESIGN TEAM	HARTFORD BALANCED C	0.00	15.73	0.00	15.73	90.0	14.16
/ /	MCS DESIGN TEAM	HARTFORD DIVIDEND & GROWTH C	0.00	17.17	0.00	17.17	90.0	15.45
* MUTUAL FUNDS SUBTOTAL *			\$6,112.42	\$299.26	\$0.00	\$299.26		\$269.45

PRODUCT CATEGORY: VARIABLE UNIVERSAL LIFE

07/03/2017	KAUFMAN, KIMBERLY	PAC LIFE VUL	75.00	1.50	0.00	1.50	90.0	1.35
07/03/2017	KAUFMAN, COOPER	PAC LIFE VUL	50.00	1.00	0.00	1.00	90.0	0.90
07/03/2017	KAUFMAN, ELLIE	PAC LIFE VUL	50.00	1.00	0.00	1.00	90.0	0.90

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

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE UNIVERSAL LIFE</u>								
07/03/2017	GUIER, GREGORY	PAC LIFE VUL	185.00	1.85	0.00	1.85	90.0	1.67
07/03/2017	STALEY, MICHAELA	PAC LIFE VUL	50.00	1.00	0.00	1.00	90.0	0.90
07/03/2017	ROBINSON, PHYLILS	PAC LIFE VUL	150.00	3.00	0.00	3.00	90.0	2.70
07/03/2017	REDDICK, RYAN	PAC LIFE VUL	50.00	1.00	0.00	1.00	90.0	0.90
07/03/2017	REDDICK, CRYSTAL	PAC LIFE VUL	45.76	1.37	0.00	1.37	90.0	1.23
07/03/2017	REDDICK, CRYSTAL	PAC LIFE VUL	4.24	0.13	0.00	0.13	90.0	0.12
07/03/2017	STALEY, JOSELYN	PAC LIFE VUL	150.00	3.00	0.00	3.00	90.0	2.70
07/03/2017	MCNERNEY, SUSAN	PAC LIFE VUL	1,000.00	30.00	0.00	30.00	90.0	27.00
07/03/2017	MCNERNEY, DASAN	PAC LIFE VUL	200.00	6.00	0.00	6.00	90.0	5.40
07/03/2017	MCNERNEY, ALYSSA	PAC LIFE VUL	86.63	2.60	0.00	2.60	90.0	2.34
07/03/2017	MCNERNEY, ALYSSA	PAC LIFE VUL	63.37	1.90	0.00	1.90	90.0	1.71
07/03/2017	MCNERNEY, DYLAN	PAC LIFE VUL	150.00	4.50	0.00	4.50	90.0	4.05
07/03/2017	KAUFMAN, JEFFREY	PAC LIFE VUL	200.00	4.00	0.00	4.00	90.0	3.60
07/05/2017	BROCKSMITH, RACHEL	PAC LIFE VUL	100.00	2.00	0.00	2.00	90.0	1.80
07/05/2017	STEWART, CHAD	PAC LIFE VUL	420.00	8.40	0.00	8.40	90.0	7.56
07/06/2017	LEE, ALICE	PAC LIFE VUL	1,100.00	22.00	0.00	22.00	90.0	19.80
07/06/2017	LEE, HOWARD	PAC LIFE VUL	1,933.00	57.99	0.00	57.99	90.0	52.19
07/06/2017	ELLIOTT, PATRICIA	PAC LIFE VUL	100.00	2.00	0.00	2.00	90.0	1.80
07/07/2017	LEE, ALICE	PAC LIFE VUL	0.00	46.41	0.00	46.41	90.0	41.77
07/07/2017	DANIELS, BEVERLY	PAC LIFE VUL	100.00	1.00	0.00	1.00	90.0	0.90
07/07/2017	CALLIS, CHARLES	PAC LIFE VUL	416.67	8.33	0.00	8.33	90.0	7.50
07/07/2017	HILL, MIKE	PAC LIFE VUL	150.00	3.00	0.00	3.00	90.0	2.70
07/10/2017	LEE, HOWARD	PAC LIFE VUL	0.00	18.40	0.00	18.40	90.0	16.56
07/10/2017	GUIER, CLINT	PAC LIFE VUL	74.29	0.74	0.00	0.74	90.0	0.67
07/10/2017	GUIER, CLINT	PAC LIFE VUL	100.00	3.00	0.00	3.00	90.0	2.70
07/12/2017	ANDING, MARY DIANE	PAC LIFE VUL	1,400.00	28.00	0.00	28.00	90.0	25.20
07/12/2017	REGAN, WILLIAM	PAC LIFE VUL	150.00	1.50	0.00	1.50	90.0	1.35
07/12/2017	GRIFFIN, SHAWN	PAC LIFE VUL	150.00	3.00	0.00	3.00	90.0	2.70
07/13/2017	CALLIS, ANNIS	PAC LIFE VUL	200.00	6.00	0.00	6.00	90.0	5.40
07/14/2017	MURRAY, JEFFREY	PAC LIFE VUL	584.57	11.69	0.00	11.69	90.0	10.52
* VARIABLE UNIVERSAL LIFE SUBTOTAL *			\$9,488.53	\$287.31	\$0.00	\$287.31		\$258.59
*** BROKER TRANSACTIONS TOTAL ***			\$15,600.95	\$586.57	\$0.00	\$586.57		\$528.04

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

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>SPLIT TRANSACTIONS</u>								
<u>BROKER: JEFF/JASON KAUFMAN/KEMBLE #349</u>								
07/12/2017	SUMNER, CASEY	AM FUNDS 2045 TARGET DATE-A	1,041.67	24.35	0.00	24.35	90.0	21.92
07/12/2017	SUMNER, CASEY	AM FUNDS 2045 TARGET DATE-A	33.84	0.79	0.00	0.79	90.0	0.71
07/10/2017	CARSON, MATTHEW	AM FUNDS 2055 TARGET DATE-A	43.76	0.24	0.00	0.24	90.0	0.22
07/10/2017	CARSON, MATTHEW	AM FUNDS 2055 TARGET DATE-A	43.76	0.24	0.00	0.24	90.0	0.22
07/10/2017	WAHLIG, KACEY	AM FUNDS AMERICAN BALANCED A	15.09	0.08	0.00	0.08	90.0	0.07
07/10/2017	WAHLIG, KACEY	AM FUNDS AMERICAN BALANCED A	15.09	0.08	0.00	0.08	90.0	0.07
07/11/2017	FIEDLER, MICHAEL	AM FUNDS AMERICAN BALANCED A	100,000.00	1,512.50	0.00	1,512.50	90.0	1,361.25
07/12/2017	BELLER, DONALD	AM FUNDS AMERICAN BALANCED A	21,224.51	583.68	0.00	583.68	90.0	525.31
07/14/2017	GATTORNA, CHRISTINE	AM FUNDS AMERICAN BALANCED A	6,128.00	126.39	0.00	126.39	90.0	113.75
07/10/2017	EISELE, HAMILTON	AM FUNDS GROWTH FUND OF AMERICA A	17.10	0.09	0.00	0.09	90.0	0.08
07/10/2017	EISELE, HAMILTON	AM FUNDS GROWTH FUND OF AMERICA A	22.80	0.13	0.00	0.13	90.0	0.12
07/10/2017	DOOLEY, BRUCE	AM FUNDS GROWTH FUND OF AMERICA A	41.59	0.23	0.00	0.23	90.0	0.21
07/10/2017	DOOLEY, BRUCE	AM FUNDS GROWTH FUND OF AMERICA A	41.59	0.23	0.00	0.23	90.0	0.21
07/10/2017	BONHAM, NICOLE	AM FUNDS GROWTH FUND OF AMERICA A	11.30	0.06	0.00	0.06	90.0	0.05
07/10/2017	BONHAM, NICOLE	AM FUNDS GROWTH FUND OF AMERICA A	11.30	0.06	0.00	0.06	90.0	0.05
07/10/2017	SPEIGLE, SARAH	AM FUNDS GROWTH FUND OF AMERICA A	39.87	0.22	0.00	0.22	90.0	0.20
07/10/2017	SPEIGLE, SARAH	AM FUNDS GROWTH FUND OF AMERICA A	39.87	0.22	0.00	0.22	90.0	0.20
07/10/2017	LUKIC, MIROSLAV	AM FUNDS GROWTH FUND OF AMERICA A	30.00	0.16	0.00	0.16	90.0	0.14
07/10/2017	LUKIC, MIROSLAV	AM FUNDS GROWTH FUND OF AMERICA A	30.00	0.16	0.00	0.16	90.0	0.14
07/12/2017	SUMNER, CALEB	AM FUNDS GROWTH FUND OF AMERICA A	833.34	19.48	0.00	19.48	90.0	17.53
07/12/2017	SUMNER, CALEB	AM FUNDS GROWTH FUND OF AMERICA A	136.61	3.20	0.00	3.20	90.0	2.88
07/17/2017	THOMPSON, TERRY	AM FUNDS GROWTH FUND OF AMERICA A	5,000.00	44.00	0.00	44.00	90.0	39.60
07/17/2017	MCNERNEY, DYLAN	AM FUNDS GROWTH FUND OF AMERICA A	100.00	2.75	0.00	2.75	90.0	2.48
07/17/2017	MCNERNEY, DASAN	AM FUNDS GROWTH FUND OF AMERICA A	100.00	2.75	0.00	2.75	90.0	2.48
07/21/2017	UNTIL AGE 21, MO/UTMA	AM FUNDS GROWTH FUND OF AMERICA A	50.00	1.37	0.00	1.37	90.0	1.23
07/10/2017	ZELLMER, RIANNON	AM FUNDS ICA A	12.76	0.07	0.00	0.07	90.0	0.06
07/10/2017	ZELLMER, RIANNON	AM FUNDS ICA A	12.76	0.07	0.00	0.07	90.0	0.06
07/10/2017	WAHLIG, KACEY	AM FUNDS ICA A	15.10	0.08	0.00	0.08	90.0	0.07
07/10/2017	WAHLIG, KACEY	AM FUNDS ICA A	15.10	0.08	0.00	0.08	90.0	0.07
07/10/2017	HELMANDOLLAR, OLIVIA	AM FUNDS ICA A	18.54	0.10	0.00	0.10	90.0	0.09
07/10/2017	HELMANDOLLAR, OLIVIA	AM FUNDS ICA A	18.54	0.10	0.00	0.10	90.0	0.09
07/21/2017	UNTIL AGE 21, MO/UTMA	AM FUNDS ICA A	50.00	1.37	0.00	1.37	90.0	1.23
07/17/2017	THOMPSON, TERRY	AM FUNDS NEW ECONOMY A	5,000.00	44.00	0.00	44.00	90.0	39.60

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

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>SPLIT TRANSACTIONS</u>								
<u>BROKER: JEFF/JASON KAUFMAN/KEMBLE #349</u>								
07/14/2017	GATTORNA, CHRISTINE	AM FUNDS NEW PERSPECTIVE A	16,005.24	330.11	0.00	330.11	90.0	297.10
07/10/2017	EISELE, HAMILTON	AM FUNDS NEW WORLD A	17.10	0.09	0.00	0.09	90.0	0.08
07/10/2017	EISELE, HAMILTON	AM FUNDS NEW WORLD A	22.80	0.13	0.00	0.13	90.0	0.12
07/17/2017	THOMPSON, TERRY	AM FUNDS NEW WORLD A	5,000.00	44.00	0.00	44.00	90.0	39.60
07/10/2017	HELMANDOLLAR, OLIVIA	AM FUNDS SMALLCAP WORLD A	18.54	0.10	0.00	0.10	90.0	0.09
07/10/2017	HELMANDOLLAR, OLIVIA	AM FUNDS SMALLCAP WORLD A	18.54	0.10	0.00	0.10	90.0	0.09
07/10/2017	LUKIC, MIROSLAV	AM FUNDS SMALLCAP WORLD A	30.00	0.16	0.00	0.16	90.0	0.14
07/10/2017	LUKIC, MIROSLAV	AM FUNDS SMALLCAP WORLD A	30.00	0.16	0.00	0.16	90.0	0.14
07/17/2017	THOMPSON, TERRY	AM FUNDS SMALLCAP WORLD A	5,000.00	44.00	0.00	44.00	90.0	39.60
07/17/2017	DOOLEY, BRUCE	AM FUNDS SMALLCAP WORLD A	50.00	1.37	0.00	1.37	90.0	1.23
07/12/2017	SUMNER, CALEB	AM FUNDS WASHINGTON MUTUAL INVESTOR	208.33	4.87	0.00	4.87	90.0	4.38
07/12/2017	SUMNER, CALEB	AM FUNDS WASHINGTON MUTUAL INVESTOR	34.15	0.80	0.00	0.80	90.0	0.72
* JEFF/JASON KAUFMAN/KEMBLE SUBTOTAL *			\$166,628.59	\$2,795.22	\$0.00	\$2,795.22		\$2,515.68
<u>BROKER: JASON KEMBLE #394</u>								
07/10/2017	DANIELS, CLINTON	AM FUNDS GROWTH FUND OF AMERICA A	100.00	2.00	0.00	2.00	90.0	1.80
07/10/2017	DANIELS, CLINTON	AM FUNDS SMALLCAP WORLD A	100.00	2.00	0.00	2.00	90.0	1.80
* JASON KEMBLE SUBTOTAL *			\$200.00	\$4.00	\$0.00	\$4.00		\$3.60
*** SPLIT TRANSACTIONS TOTAL ***			\$166,828.59	\$2,799.22	\$0.00	\$2,799.22		\$2,519.28

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	\$528.04
Split Transactions	\$2,519.28
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

Check Amount	\$3,047.32
Year-to-date Gross	\$92,816.90
Year-to-date Earnings	\$92,569.16