

COMMISSION STATEMENT

August 15, 2018

 RICHARD DURAND-D020
 9100 IH 10 West
 Suite 210
 San Antonio, TX 78230

 BROKER #: D020
 BRANCH: DMN

COMMISSION STATEMENT for RICHARD DURAND-D020

TRADE DATE	CLIENT	INVESTMENT	B/S	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>DIRECT TRANSACTIONS</u>									
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>									
07/27/2018 (None)	ZIMMERMAN, STEVEN	MF OPPENHEIMER	B	300.00	11.40	0.00	11.40	85.0	9.69
08/06/2018 00064992220	VELA, PATRICIA	MF THE GROWTH FUND OF AMERICA-A	B	125.00	5.31	0.00	5.31	85.0	4.51
08/01/2018 00067562789	PEREZ, GRACIELA	MF AMERICAN BALANCED FUND-A	B	138.62	5.20	0.00	5.20	85.0	4.42
08/01/2018 00068501235	GUTIERREZ, OTTO	MF THE BOND FUND OF AMERICA-A	B	190.70	5.24	0.00	5.24	85.0	4.45
08/08/2018 00073352550	SALINAS, MARICELA	MF THE INCOME FUND OF AMERICA-A	B	188.07	7.99	0.00	7.99	85.0	6.79
08/01/2018 00085713380	BENAVIDES, JOHN	MF CAPITAL WORLD GROWTH AND	B	105.00	3.94	0.00	3.94	85.0	3.35
08/01/2018 00085713380	BENAVIDES, JOHN	MF THE GROWTH FUND OF AMERICA-529A	B	105.00	3.94	0.00	3.94	85.0	3.35
* MUTUAL FUNDS SUBTOTAL *				\$1,152.39	\$43.02	\$0.00	\$43.02		\$36.56
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>									
07/31/2018 009066455A	STEPHENS, JUNE	VA PERSPECTIVE-RPL	B	41,962.07	8.74	0.00	8.74	85.0	7.43
07/31/2018 009066456A	STEPHENS, SHERMAN	VA PERSPECTIVE-RPL	B	31,258.01	6.51	0.00	6.51	85.0	5.53
07/31/2018 1016582030	BRANNIES,	VA PERSP II 04/14	B	333,506.24	138.96	0.00	138.96	85.0	118.12
08/06/2018 1021498013	HOWARD, GARY	VA PERSP II 01/16	B	325,332.93	16,266.65	0.00	16,266.65	85.0	13,826.65
* VARIABLE ANNUITIES SUBTOTAL *				\$732,059.25	\$16,420.86	\$0.00	\$16,420.86		\$13,957.73
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>									
07/31/2018 (None)	VARIOUS, DURAND	MFT HARTFORD MUTUAL FUIND	B	0.00	2.10	0.00	2.10	85.0	1.79
07/31/2018 000013015528446	LAMANA K	MFT FRANKLIN HIGH-YIELD TAX-FREE	B	0.00	23.60	0.00	23.60	85.0	20.06
07/31/2018 000070182172644	MARGARET B	MFT FRK UTIL FND - CL A	B	0.00	39.04	0.00	39.04	85.0	33.18
07/31/2018 000090210605781	JTTEN	MFT FRANKLIN INCOME FUND CLASS A	B	0.00	2.97	0.00	2.97	85.0	2.52
* MUTUAL FUND 12B1 TRAILS SUBTOTAL *				\$0.00	\$67.71	\$0.00	\$67.71		\$57.55
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>									
07/30/2018 (None)	KONRAD, WILFRED	VAT LINCOLN BENEFIT LIFE	B	0.00	72.51	0.00	72.51	85.0	61.63
08/07/2018 (None)	DOYLE, ROSEMARY	VAT TRANSAMERICA LIFE	B	0.00	225.78	0.00	225.78	85.0	191.91
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *				\$0.00	\$298.29	\$0.00	\$298.29		\$253.54
*** DIRECT TRANSACTIONS TOTAL ***				\$733,211.64	\$16,829.88	\$0.00	\$16,829.88		\$14,305.38

BROKER COMMISSION TOTALS

Broker Transactions	\$14,305.38
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

Net Commissions	\$14,305.38
Year-to-date Commissions	\$103,692.06