



Concorde Investment Services, LLC

06/15/2018

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## COMMISSION STATEMENT

June 15, 2018

DAVID, K123 KERN  
4321 Flagstaff Cove

BROKER #: K123  
BRANCH: DAVID KERN

Fort Wayne, IN 46815

| DATE   | CLIENT                        | INVESTMENT           | INVESTMENT<br>AMOUNT | GROSS<br>COMMISSION | CLEARING<br>CHARGE | NET<br>COMMISSION | RATE | BROKER<br>COMMISSION |
|--|-------------------------------|----------------------|----------------------|---------------------|--------------------|-------------------|------|----------------------|
| <b><u>DIRECT TRANSACTIONS</u></b>                  |                               |                      |                      |                     |                    |                   |      |                      |
| <b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b> |                               |                      |                      |                     |                    |                   |      |                      |
| 05/29/2018   | KERN, BENJAMIN                | AMERITAS LOWLOAD VUL | 15,439.74            | 1.28                | 0.00               | 1.28              | 90.0 | 1.15                 |
| 06/01/2018   | KERN, BRIAN                   | AMERITAS LOWLOAD VUL | 67.05                | 0.01                | 0.00               | 0.01              | 90.0 | 0.01                 |
| 06/04/2018   | SCHENKEL, JOHN                | AMERITAS LOWLOAD VUL | 4,025.16             | 0.33                | 0.00               | 0.33              | 90.0 | 0.30                 |
| 05/31/2018   | KERN, DAVID                   | JNL ELITE ACCESS     | 8,305.82             | 1.73                | 0.00               | 1.73              | 90.0 | 1.56                 |
| 05/31/2018   | KERN, DAVID                   | JNL ELITE ACCESS     | 46,873.22            | 39.06               | 0.00               | 39.06             | 90.0 | 35.15                |
| 05/31/2018   | KERN, BENJAMIN                | JNL ELITE ACCESS     | 30,544.99            | 6.36                | 0.00               | 6.36              | 90.0 | 5.72                 |
| 05/31/2018   | KERN, BENJAMIN                | JNL ELITE ACCESS     | 129,400.24           | 107.83              | 0.00               | 107.83            | 90.0 | 97.05                |
| 05/31/2018   | LINDQUIST FAMILY TRUST, MICAH | JNL ELITE ACCESS     | 175,077.41           | 145.90              | 0.00               | 145.90            | 90.0 | 131.31               |
| 05/31/2018   | BUTCHER, JACK                 | JNL ELITE ACCESS     | 842,735.31           | 702.28              | 0.00               | 702.28            | 90.0 | 632.05               |
| 05/31/2018   | KERN, BRIAN                   | JNL ELITE ACCESS     | 48,666.08            | 40.56               | 0.00               | 40.56             | 90.0 | 36.50                |
| 05/31/2018   | RIEBE, PATRICIA               | JNL ELITE ACCESS     | 177,132.22           | 147.61              | 0.00               | 147.61            | 90.0 | 132.85               |
| 05/31/2018   | SVOBODA, JOYCE                | JNL ELITE ACCESS     | 36,819.96            | 30.68               | 0.00               | 30.68             | 90.0 | 27.61                |
| 05/31/2018   | MILLER, LAVERN                | JNL ELITE ACCESS     | 27,933.25            | 23.28               | 0.00               | 23.28             | 90.0 | 20.95                |
| 05/31/2018   | MILLER, JEAN                  | JNL ELITE ACCESS     | 12,183.13            | 10.15               | 0.00               | 10.15             | 90.0 | 9.14                 |
| 05/31/2018   | BRIEGEL, WILLIAM              | JNL ELITE ACCESS     | 17,900.18            | 14.92               | 0.00               | 14.92             | 90.0 | 13.43                |
| 05/31/2018   | FORTNEY, ELIZABETH            | JNL ELITE ACCESS     | 36,503.85            | 30.42               | 0.00               | 30.42             | 90.0 | 27.38                |
| 05/31/2018   | JOHNSON, MARGAUX              | JNL ELITE ACCESS     | 6,600.53             | 5.50                | 0.00               | 5.50              | 90.0 | 4.95                 |
| 05/31/2018   | SMITH, STEPHANIE              | JNL ELITE ACCESS     | 20,942.77            | 17.45               | 0.00               | 17.45             | 90.0 | 15.71                |
| 05/31/2018   | COLLENTINE, CARYL             | JNL ELITE ACCESS     | 4,866.36             | 4.06                | 0.00               | 4.06              | 90.0 | 3.65                 |
| 05/31/2018   | COLLENTINE, SEAN              | JNL ELITE ACCESS     | 4,878.29             | 4.07                | 0.00               | 4.07              | 90.0 | 3.66                 |
| 05/31/2018   | ROY, SHARI                    | JNL ELITE ACCESS     | 47,034.83            | 39.20               | 0.00               | 39.20             | 90.0 | 35.28                |
| 05/31/2018   | KERN, LEESA                   | JNL ELITE ACCESS     | 41,869.25            | 34.89               | 0.00               | 34.89             | 90.0 | 31.40                |
| 05/31/2018   | CONNER, ANDREW                | JNL ELITE ACCESS     | 8,066.44             | 6.72                | 0.00               | 6.72              | 90.0 | 6.05                 |
| 05/31/2018   | HURLEY, JOHN                  | JNL ELITE ACCESS     | 18,460.69            | 15.38               | 0.00               | 15.38             | 90.0 | 13.84                |
| 05/31/2018   | DELLINGER, EMMA               | JNL ELITE ACCESS     | 158,793.35           | 132.33              | 0.00               | 132.33            | 90.0 | 119.10               |
| 05/31/2018   | OBERLIN, DOUGLAS              | JNL ELITE ACCESS     | 24,615.43            | 20.51               | 0.00               | 20.51             | 90.0 | 18.46                |

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<br>AMOUNT | GROSS<br>COMMISSION | CLEARING<br>CHARGE | NET<br>COMMISSION | RATE | BROKER<br>COMMISSION |
|--|---------------------|-------------------------------|----------------------|---------------------|--------------------|-------------------|------|----------------------|
| <b><u>DIRECT TRANSACTIONS</u></b>                  |                     |                               |                      |                     |                    |                   |      |                      |
| <b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b> |                     |                               |                      |                     |                    |                   |      |                      |
| 05/31/2018   | SIMS, SUSAN         | JNL ELITE ACCESS              | 4,745.63             | 3.95                | 0.00               | 3.95              | 90.0 | 3.56                 |
| 05/31/2018   | BLESSING, THOMAS    | JNL ELITE ACCESS              | 73,381.29            | 61.15               | 0.00               | 61.15             | 90.0 | 55.04                |
| 05/31/2018   | AKPABIO, UWEM       | JNL ELITE ACCESS              | 97,036.38            | 80.86               | 0.00               | 80.86             | 90.0 | 72.77                |
| 05/31/2018   | REBMAN, MONA        | JNL ELITE ACCESS              | 6,450.75             | 5.38                | 0.00               | 5.38              | 90.0 | 4.84                 |
| 05/31/2018   | FREISTROFFER, HENRY | JNL ELITE ACCESS              | 7,698.67             | 6.42                | 0.00               | 6.42              | 90.0 | 5.78                 |
| 05/31/2018   | ROGERS, JOHN        | JNL ELITE ACCESS              | 25,422.35            | 21.19               | 0.00               | 21.19             | 90.0 | 19.07                |
| 05/31/2018   | ROGERS, ADRIENNE    | JNL ELITE ACCESS              | 25,422.42            | 21.19               | 0.00               | 21.19             | 90.0 | 19.07                |
| 05/31/2018   | ROGERS, ADRIENNE    | JNL ELITE ACCESS              | 180,656.58           | 150.55              | 0.00               | 150.55            | 90.0 | 135.50               |
| 05/31/2018   | WHITELEATHER, TRACY | JNL ELITE ACCESS              | 119,620.60           | 99.68               | 0.00               | 99.68             | 90.0 | 89.71                |
| 05/31/2018   | WHITELEATHER, KEVIN | JNL ELITE ACCESS              | 21,766.12            | 18.14               | 0.00               | 18.14             | 90.0 | 16.33                |
| 05/31/2018   | KELTY, SANDRA       | JNL ELITE ACCESS              | 23,638.21            | 19.70               | 0.00               | 19.70             | 90.0 | 17.73                |
| 05/31/2018   | RIEBE, PATRICIA     | JNL ELITE ACCESS              | 6,930.28             | 5.78                | 0.00               | 5.78              | 90.0 | 5.20                 |
| 05/31/2018   | KELTY, SUSAN        | JNL ELITE ACCESS              | 433,187.12           | 360.99              | 0.00               | 360.99            | 90.0 | 324.89               |
| 05/31/2018   | HOVERMAN, ANDREA    | JNL ELITE ACCESS              | 14,287.33            | 11.91               | 0.00               | 11.91             | 90.0 | 10.72                |
| 05/31/2018   | HOVERMAN, BRYAN     | JNL ELITE ACCESS              | 16,008.14            | 13.34               | 0.00               | 13.34             | 90.0 | 12.01                |
| 05/31/2018   | FORTNEY, ELIZABETH  | JNL ELITE ACCESS              | 7,914.13             | 6.60                | 0.00               | 6.60              | 90.0 | 5.94                 |
| 06/01/2018   | FORTNEY, ELIZABETH  | JNL ELITE ACCESS              | 400.00               | 5.00                | 0.00               | 5.00              | 90.0 | 4.50                 |
| 05/31/2018   | KERN, DAVID         | JNL ELITE ACCESS W/ LIQUIDITY | 40,841.53            | 34.03               | 0.00               | 34.03             | 90.0 | 30.63                |
| 05/31/2018   | WOODHAMS, JACK      | JNL ELITE ACCESS W/ LIQUIDITY | 30,035.03            | 25.03               | 0.00               | 25.03             | 90.0 | 22.53                |
| 05/31/2018   | JOHNSON, THEODORE   | JNL ELITE ACCESS W/ LIQUIDITY | 6,503.79             | 5.42                | 0.00               | 5.42              | 90.0 | 4.88                 |
| 05/31/2018   | ROY, RICHARD        | JNL ELITE ACCESS W/ LIQUIDITY | 26,801.66            | 22.33               | 0.00               | 22.33             | 90.0 | 20.10                |
| 05/31/2018   | PAYNE, MARTHA       | JNL ELITE ACCESS W/ LIQUIDITY | 10,401.57            | 8.67                | 0.00               | 8.67              | 90.0 | 7.80                 |
| 05/31/2018   | COLE, NANCY         | JNL ELITE ACCESS W/ LIQUIDITY | 47,250.24            | 39.38               | 0.00               | 39.38             | 90.0 | 35.44                |
| 05/31/2018   | DETER, MARY         | JNL ELITE ACCESS W/ LIQUIDITY | 2,566.66             | 2.14                | 0.00               | 2.14              | 90.0 | 1.93                 |
| 05/31/2018   | HESTER, LEEANNE     | JNL ELITE ACCESS W/ LIQUIDITY | 57,862.40            | 48.22               | 0.00               | 48.22             | 90.0 | 43.40                |
| 05/31/2018   | THEXTON, BARBARA    | JNL ELITE ACCESS W/ LIQUIDITY | 12,004.28            | 10.00               | 0.00               | 10.00             | 90.0 | 9.00                 |
| 05/31/2018   | WEIS, KIMBERLY      | JNL ELITE ACCESS W/ LIQUIDITY | 91,994.91            | 76.66               | 0.00               | 76.66             | 90.0 | 68.99                |
| 05/31/2018   | HURLEY, JOHN        | JNL ELITE ACCESS W/ LIQUIDITY | 91,981.23            | 76.65               | 0.00               | 76.65             | 90.0 | 68.99                |
| 06/06/2018   | FREISTROFFER, HENRY | JNL INVESTOR VUL              | 1,509.13             | 45.27               | 0.00               | 45.27             | 90.0 | 40.74                |
| 05/31/2018   | DAVIS, GARY         | JNL PERSPECTIVE L             | 213,059.98           | 177.55              | 0.00               | 177.55            | 90.0 | 159.80               |
| 05/31/2018   | KELTY, RICHARD      | JNL PERSPECTIVE L             | 714,018.79           | 595.02              | 0.00               | 595.02            | 90.0 | 535.52               |
| 05/31/2018   | SOLLOWAY, WILLIAM   | JNL PERSPECTIVE L             | 127,640.10           | 106.37              | 0.00               | 106.37            | 90.0 | 95.73                |
| 05/31/2018   | DETER, MARY         | JNL PERSPECTIVE L             | 48,144.37            | 40.12               | 0.00               | 40.12             | 90.0 | 36.11                |

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|--|----------------------|---------------------|----------------------|---------------------|--------------------|-------------------|------|----------------------|
| <b><u>DIRECT TRANSACTIONS</u></b>                  |                      |                     |                      |                     |                    |                   |      |                      |
| <b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b> |                      |                     |                      |                     |                    |                   |      |                      |
| 05/31/2018   | CROWLEY, HELEN       | JNL PERSPECTIVE L   | 41,301.60            | 34.42               | 0.00               | 34.42             | 90.0 | 30.98                |
| 05/31/2018   | FREISTROFFER, HENRY  | JNL PERSPECTIVE L   | 231,726.89           | 193.11              | 0.00               | 193.11            | 90.0 | 173.80               |
| 05/31/2018   | BOHNKE, LON          | JNL PERSPECTIVE L   | 58,638.74            | 48.87               | 0.00               | 48.87             | 90.0 | 43.98                |
| 05/31/2018   | ROGERS, ADRIENNE     | JNL PERSPECTIVE L   | 52,730.84            | 43.94               | 0.00               | 43.94             | 90.0 | 39.55                |
| 05/31/2018   | ROGERS, JOHN         | JNL PERSPECTIVE L   | 52,366.00            | 43.64               | 0.00               | 43.64             | 90.0 | 39.28                |
| 05/31/2018   | BUTCHER, JACK        | JOHN HANCOCK VISION | 157,830.67           | 151.25              | 0.00               | 151.25            | 90.0 | 136.13               |
| 05/31/2018   | WEST, JOLAN          | JOHN HANCOCK VISION | 120,545.11           | 115.52              | 0.00               | 115.52            | 90.0 | 103.97               |
| / /  | MARATHON LABELS 401K | NWL FLEX ADVANTAGE  | 387,873.00           | 85.01               | 0.00               | 85.01             | 90.0 | 76.51                |
| / /  | NEW HAVEN PRINT &    | NWL FLEX ADVANTAGE  | 820,607.29           | 215.83              | 0.00               | 215.83            | 90.0 | 194.25               |
| / /  | MARATHON LABELS 401K | NWL POOLED FXD      | 13,833.26            | 3.03                | 0.00               | 3.03              | 90.0 | 2.73                 |
| / /  | NEW HAVEN PRINT &    | NWL POOLED FXD      | 3,409.12             | 0.90                | 0.00               | 0.90              | 90.0 | 0.81                 |
| 04/30/2018   | RIEBE, ALAN          | PRU AS APEX II      | 126,187.62           | 26.29               | 0.00               | 26.29             | 90.0 | 23.66                |
| 04/30/2018   | RIEBE, ALAN          | PRU AS APEX II      | 126,187.62           | 78.87               | 0.00               | 78.87             | 90.0 | 70.98                |
| 04/30/2018   | SIMS, SUSAN          | PRU AS APEX II      | 70,362.63            | 14.66               | 0.00               | 14.66             | 90.0 | 13.19                |
| 04/30/2018   | SIMS, SUSAN          | PRU AS APEX II      | 70,362.63            | 43.98               | 0.00               | 43.98             | 90.0 | 39.58                |
| 04/30/2018   | ARCHER, GARY         | PRU AS APEX II      | 160,506.30           | 33.44               | 0.00               | 33.44             | 90.0 | 30.10                |
| 04/30/2018   | ARCHER, GARY         | PRU AS APEX II      | 160,506.30           | 100.32              | 0.00               | 100.32            | 90.0 | 90.29                |
| 04/30/2018   | HEY, BYARD           | PRU AS APEX II      | 79,357.05            | 16.53               | 0.00               | 16.53             | 90.0 | 14.88                |
| 04/30/2018   | HEY, BYARD           | PRU AS APEX II      | 79,357.05            | 49.60               | 0.00               | 49.60             | 90.0 | 44.64                |
| 04/30/2018   | WEST, STEVEN         | PRU AS APEX II      | 268,468.94           | 55.93               | 0.00               | 55.93             | 90.0 | 50.34                |
| 04/30/2018   | WEST, STEVEN         | PRU AS APEX II      | 268,468.94           | 167.79              | 0.00               | 167.79            | 90.0 | 151.01               |
| 04/30/2018   | BROWN, KENNETH       | PRU AS APEX II      | 105,203.61           | 21.92               | 0.00               | 21.92             | 90.0 | 19.73                |
| 04/30/2018   | BROWN, KENNETH       | PRU AS APEX II      | 105,203.61           | 65.75               | 0.00               | 65.75             | 90.0 | 59.18                |
| 05/31/2018   | RIEBE, ALAN          | PRU AS APEX II      | 126,686.32           | 26.39               | 0.00               | 26.39             | 90.0 | 23.75                |
| 05/31/2018   | RIEBE, ALAN          | PRU AS APEX II      | 126,686.32           | 79.18               | 0.00               | 79.18             | 90.0 | 71.26                |
| 05/31/2018   | SIMS, SUSAN          | PRU AS APEX II      | 70,591.40            | 14.71               | 0.00               | 14.71             | 90.0 | 13.24                |
| 05/31/2018   | SIMS, SUSAN          | PRU AS APEX II      | 70,591.40            | 44.12               | 0.00               | 44.12             | 90.0 | 39.71                |
| 05/31/2018   | ARCHER, GARY         | PRU AS APEX II      | 159,644.60           | 33.26               | 0.00               | 33.26             | 90.0 | 29.93                |
| 05/31/2018   | ARCHER, GARY         | PRU AS APEX II      | 159,644.60           | 99.78               | 0.00               | 99.78             | 90.0 | 89.80                |
| 05/31/2018   | HEY, BYARD           | PRU AS APEX II      | 78,060.23            | 16.26               | 0.00               | 16.26             | 90.0 | 14.63                |
| 05/31/2018   | HEY, BYARD           | PRU AS APEX II      | 78,060.23            | 48.79               | 0.00               | 48.79             | 90.0 | 43.91                |
| 05/31/2018   | WEST, STEVEN         | PRU AS APEX II      | 268,271.40           | 55.89               | 0.00               | 55.89             | 90.0 | 50.30                |
| 05/31/2018   | WEST, STEVEN         | PRU AS APEX II      | 268,271.40           | 167.67              | 0.00               | 167.67            | 90.0 | 150.90               |

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|--|--------------------|------------------------|----------------------|---------------------|--------------------|-------------------|------|----------------------|
| <b><u>DIRECT TRANSACTIONS</u></b>                  |                    |                        |                      |                     |                    |                   |      |                      |
| <b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b> |                    |                        |                      |                     |                    |                   |      |                      |
| 05/31/2018   | BROWN, KENNETH     | PRU AS APEX II         | 104,505.90           | 21.77               | 0.00               | 21.77             | 90.0 | 19.59                |
| 05/31/2018   | BROWN, KENNETH     | PRU AS APEX II         | 104,505.90           | 65.32               | 0.00               | 65.32             | 90.0 | 58.79                |
| 04/30/2018   | ZONAKIS, DELORES   | PRU AS LIFEVEST II     | 29,445.35            | 18.40               | 0.00               | 18.40             | 90.0 | 16.56                |
| 04/30/2018   | ZONAKIS, DELORES   | PRU AS LIFEVEST II     | 29,445.35            | 6.13                | 0.00               | 6.13              | 90.0 | 5.52                 |
| 04/30/2018   | ZONAKIS, DELORES   | PRU AS LIFEVEST II     | 41,980.39            | 26.24               | 0.00               | 26.24             | 90.0 | 23.62                |
| 04/30/2018   | ZONAKIS, DELORES   | PRU AS LIFEVEST II     | 41,980.39            | 8.75                | 0.00               | 8.75              | 90.0 | 7.88                 |
| 04/30/2018   | SVOBODA, JOYCE     | PRU AS LIFEVEST II     | 78,716.79            | 16.40               | 0.00               | 16.40             | 90.0 | 14.76                |
| 04/30/2018   | SVOBODA, JOYCE     | PRU AS LIFEVEST II     | 78,716.79            | 49.20               | 0.00               | 49.20             | 90.0 | 44.28                |
| 04/30/2018   | TEUBNER, KATHERINE | PRU AS LIFEVEST II     | 47,088.20            | 9.81                | 0.00               | 9.81              | 90.0 | 8.83                 |
| 04/30/2018   | TEUBNER, KATHERINE | PRU AS LIFEVEST II     | 47,088.20            | 29.43               | 0.00               | 29.43             | 90.0 | 26.49                |
| 04/30/2018   | TEUBNER, KATHERINE | PRU AS LIFEVEST II     | 41,101.61            | 8.56                | 0.00               | 8.56              | 90.0 | 7.70                 |
| 04/30/2018   | TEUBNER, KATHERINE | PRU AS LIFEVEST II     | 41,101.61            | 25.69               | 0.00               | 25.69             | 90.0 | 23.12                |
| 05/31/2018   | ZONAKIS, DELORES   | PRU AS LIFEVEST II     | 29,065.79            | 18.17               | 0.00               | 18.17             | 90.0 | 16.35                |
| 05/31/2018   | ZONAKIS, DELORES   | PRU AS LIFEVEST II     | 29,065.79            | 6.06                | 0.00               | 6.06              | 90.0 | 5.45                 |
| 05/31/2018   | ZONAKIS, DELORES   | PRU AS LIFEVEST II     | 41,279.83            | 25.80               | 0.00               | 25.80             | 90.0 | 23.22                |
| 05/31/2018   | ZONAKIS, DELORES   | PRU AS LIFEVEST II     | 41,279.83            | 8.60                | 0.00               | 8.60              | 90.0 | 7.74                 |
| 05/31/2018   | SVOBODA, JOYCE     | PRU AS LIFEVEST II     | 78,357.86            | 16.32               | 0.00               | 16.32             | 90.0 | 14.69                |
| 05/31/2018   | SVOBODA, JOYCE     | PRU AS LIFEVEST II     | 78,357.86            | 48.97               | 0.00               | 48.97             | 90.0 | 44.07                |
| 05/31/2018   | TEUBNER, KATHERINE | PRU AS LIFEVEST II     | 46,773.47            | 9.74                | 0.00               | 9.74              | 90.0 | 8.77                 |
| 05/31/2018   | TEUBNER, KATHERINE | PRU AS LIFEVEST II     | 46,773.47            | 29.23               | 0.00               | 29.23             | 90.0 | 26.31                |
| 05/31/2018   | TEUBNER, KATHERINE | PRU AS LIFEVEST II     | 40,800.70            | 8.50                | 0.00               | 8.50              | 90.0 | 7.65                 |
| 05/31/2018   | TEUBNER, KATHERINE | PRU AS LIFEVEST II     | 40,800.70            | 25.50               | 0.00               | 25.50             | 90.0 | 22.95                |
| 04/30/2018   | PICCIANO, DEAN     | PRU AS XTRA CREDIT SIX | 169,345.23           | 35.28               | 0.00               | 35.28             | 90.0 | 31.75                |
| 04/30/2018   | PICCIANO, DEAN     | PRU AS XTRA CREDIT SIX | 169,345.23           | 35.28               | 0.00               | 35.28             | 90.0 | 31.75                |
| 04/30/2018   | COLE, NANCY        | PRU AS XTRA CREDIT SIX | 513,966.60           | 107.08              | 0.00               | 107.08            | 90.0 | 96.37                |
| 04/30/2018   | FULBRIGHT, SHERRY  | PRU AS XTRA CREDIT SIX | 154,679.41           | 32.22               | 0.00               | 32.22             | 90.0 | 29.00                |
| 04/30/2018   | TEUBNER, KATHERINE | PRU AS XTRA CREDIT SIX | 73,380.98            | 15.29               | 0.00               | 15.29             | 90.0 | 13.76                |
| 04/30/2018   | TEUBNER, KATHERINE | PRU AS XTRA CREDIT SIX | 73,380.98            | 15.29               | 0.00               | 15.29             | 90.0 | 13.76                |
| 05/31/2018   | PICCIANO, DEAN     | PRU AS XTRA CREDIT SIX | 170,349.15           | 35.49               | 0.00               | 35.49             | 90.0 | 31.94                |
| 05/31/2018   | PICCIANO, DEAN     | PRU AS XTRA CREDIT SIX | 170,349.15           | 35.49               | 0.00               | 35.49             | 90.0 | 31.94                |
| 05/31/2018   | COLE, NANCY        | PRU AS XTRA CREDIT SIX | 516,583.63           | 107.62              | 0.00               | 107.62            | 90.0 | 96.86                |
| 05/31/2018   | FULBRIGHT, SHERRY  | PRU AS XTRA CREDIT SIX | 155,491.00           | 32.39               | 0.00               | 32.39             | 90.0 | 29.15                |
| 05/31/2018   | TEUBNER, KATHERINE | PRU AS XTRA CREDIT SIX | 72,879.24            | 15.18               | 0.00               | 15.18             | 90.0 | 13.66                |

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

\*\* - Indicates adjustment is not included in Totals or Commissions

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

| DATE  | CLIENT                | INVESTMENT                          | INVESTMENT<br>AMOUNT   | GROSS<br>COMMISSION | CLEARING<br>CHARGE | NET<br>COMMISSION | RATE | BROKER<br>COMMISSION |
|---|-----------------------|-------------------------------------|------------------------|---------------------|--------------------|-------------------|------|----------------------|
| <b><u>DIRECT TRANSACTIONS</u></b>                       |                       |                                     |                        |                     |                    |                   |      |                      |
| <b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b>      |                       |                                     |                        |                     |                    |                   |      |                      |
| 05/31/2018  | TEUBNER, KATHERINE    | PRU AS XTRA CREDIT SIX              | 72,879.24              | 15.18               | 0.00               | 15.18             | 90.0 | 13.66                |
| 04/30/2018  | RIEBE, ALAN           | PRU DEFINED INCOME                  | 161,942.16             | 134.95              | 0.00               | 134.95            | 90.0 | 121.46               |
| 05/31/2018  | RIEBE, ALAN           | PRU DEFINED INCOME                  | 159,421.18             | 132.85              | 0.00               | 132.85            | 90.0 | 119.57               |
| 04/30/2018  | BUTCHER, JACK         | PRU PREMIER INVT A                  | 69,755.73              | 17.44               | 0.00               | 17.44             | 90.0 | 15.70                |
| 05/31/2018  | BUTCHER, JACK         | PRU PREMIER INVT A                  | 69,841.29              | 17.46               | 0.00               | 17.46             | 90.0 | 15.71                |
| 04/30/2018  | SHAW, LORI            | PRU PREMIER RETIREMENT L            | 190,938.85             | 159.12              | 0.00               | 159.12            | 90.0 | 143.21               |
| 04/30/2018  | DOWNING, LYNETTE      | PRU PREMIER RETIREMENT L            | 156,528.03             | 130.44              | 0.00               | 130.44            | 90.0 | 117.40               |
| 04/30/2018  | KELTY, SANDRA         | PRU PREMIER RETIREMENT L            | 130,704.52             | 108.92              | 0.00               | 108.92            | 90.0 | 98.03                |
| 04/30/2018  | KELTY, RICHARD        | PRU PREMIER RETIREMENT L            | 289,919.59             | 241.60              | 0.00               | 241.60            | 90.0 | 217.44               |
| 04/30/2018  | FREISTROFFER, HENRY   | PRU PREMIER RETIREMENT L            | 79,455.90              | 66.21               | 0.00               | 66.21             | 90.0 | 59.59                |
| 04/30/2018  | WALKER-BLESSING, DAWN | PRU PREMIER RETIREMENT L            | 196,958.69             | 164.13              | 0.00               | 164.13            | 90.0 | 147.72               |
| 05/31/2018  | SHAW, LORI            | PRU PREMIER RETIREMENT L            | 192,161.56             | 160.13              | 0.00               | 160.13            | 90.0 | 144.12               |
| 05/31/2018  | DOWNING, LYNETTE      | PRU PREMIER RETIREMENT L            | 157,078.38             | 130.90              | 0.00               | 130.90            | 90.0 | 117.81               |
| 05/31/2018  | KELTY, SANDRA         | PRU PREMIER RETIREMENT L            | 131,254.72             | 109.38              | 0.00               | 109.38            | 90.0 | 98.44                |
| 05/31/2018  | KELTY, RICHARD        | PRU PREMIER RETIREMENT L            | 291,705.33             | 243.09              | 0.00               | 243.09            | 90.0 | 218.78               |
| 05/31/2018  | FREISTROFFER, HENRY   | PRU PREMIER RETIREMENT L            | 100,958.49             | 84.13               | 0.00               | 84.13             | 90.0 | 75.72                |
| 05/31/2018  | WALKER-BLESSING, DAWN | PRU PREMIER RETIREMENT L            | 197,916.30             | 164.93              | 0.00               | 164.93            | 90.0 | 148.44               |
| <b>* VARIABLE ANNUITIES SUBTOTAL *</b>                  |                       |                                     | <b>\$15,547,862.28</b> | <b>\$9,013.91</b>   | <b>\$0.00</b>      | <b>\$9,013.91</b> |      | <b>\$8,112.59</b>    |
| <b><u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u></b> |                       |                                     |                        |                     |                    |                   |      |                      |
| 06/01/2018  | VAN DRUNEN, CATHERINE | AM FUNDS CAPITAL INCOME BUILDER C   | 0.00                   | 3.19                | 0.00               | 3.19              | 90.0 | 2.87                 |
| 06/01/2018  | VAN DRUNEN, CATHERINE | AM FUNDS CAPITAL WORLD GRTH & INC C | 0.00                   | 2.76                | 0.00               | 2.76              | 90.0 | 2.48                 |
| 06/01/2018  | VAN DRUNEN, CATHERINE | AM FUNDS EUROPACIFIC GROWTH FUND C  | 0.00                   | 2.48                | 0.00               | 2.48              | 90.0 | 2.23                 |
| 06/01/2018  | VAN DRUNEN, CATHERINE | AM FUNDS INCOME FUND OF AMERICA C   | 0.00                   | 1.76                | 0.00               | 1.76              | 90.0 | 1.58                 |
| 06/01/2018  | VAN DRUNEN, CATHERINE | AM FUNDS SHORT TERM BND FUND OF AM  | 0.00                   | 3.85                | 0.00               | 3.85              | 90.0 | 3.47                 |
| / /   | PAYNE, MARTHA         | GUGGENHEIM DIVERSIFIED INCOME C     | 0.00                   | 3.05                | 0.00               | 3.05              | 90.0 | 2.75                 |
| / /   | PAYNE, MARTHA         | GUGGENHEIM GOV'T LONG BOND 1.2X STG | 0.00                   | 1.36                | 0.00               | 1.36              | 90.0 | 1.22                 |
| / /   | PAYNE, MARTHA         | GUGGENHEIM RBP LARGE CAP DEFENSIVE  | 0.00                   | 1.19                | 0.00               | 1.19              | 90.0 | 1.07                 |
| / /   | PAYNE, MARTHA         | LARGE CAP VALUE C                   | 0.00                   | 0.90                | 0.00               | 0.90              | 90.0 | 0.81                 |
| 05/31/2018  | KERN, BRIAN           | SAMMONS MF TRAILS                   | 29,345.97              | 12.23               | 0.00               | 12.23             | 90.0 | 11.01                |
| 05/31/2018  | HELMBERGER, GENNA     | SAMMONS MF TRAILS                   | 14,375.72              | 6.00                | 0.00               | 6.00              | 90.0 | 5.40                 |
| <b>* MUTUAL FUND 12B1 TRAILS SUBTOTAL *</b>             |                       |                                     | <b>\$43,721.69</b>     | <b>\$38.77</b>      | <b>\$0.00</b>      | <b>\$38.77</b>    |      | <b>\$34.89</b>       |

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

| DATE   | CLIENT         | INVESTMENT                     | INVESTMENT<br>AMOUNT   | GROSS<br>COMMISSION | CLEARING<br>CHARGE | NET<br>COMMISSION | RATE | BROKER<br>COMMISSION |
|--|----------------|--------------------------------|------------------------|---------------------|--------------------|-------------------|------|----------------------|
| <b><u>DIRECT TRANSACTIONS</u></b>                            |                |                                |                        |                     |                    |                   |      |                      |
| <b><u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u></b> |                |                                |                        |                     |                    |                   |      |                      |
| 05/25/2018   | KERN, DAVID    | AMERITAS LOWLOAD VUL           | 0.00                   | 0.84                | 0.00               | 0.84              | 90.0 | 0.76                 |
| 01/15/2018   | MILLER, ANGELA | LINCOLN BENEFIT TRAIL RENEWALS | 8,620.28               | 5.39                | 0.00               | 5.39              | 90.0 | 4.85                 |
| 04/15/2018   | MILLER, ANGELA | LINCOLN BENEFIT TRAIL RENEWALS | 8,478.46               | 5.30                | 0.00               | 5.30              | 90.0 | 4.77                 |
| <b>* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *</b>             |                |                                | <b>\$17,098.74</b>     | <b>\$11.53</b>      | <b>\$0.00</b>      | <b>\$11.53</b>    |      | <b>\$10.38</b>       |
| <b>*** DIRECT TRANSACTIONS TOTAL ***</b>                     |                |                                | <b>\$15,608,682.71</b> | <b>\$9,064.21</b>   | <b>\$0.00</b>      | <b>\$9,064.21</b> |      | <b>\$8,157.86</b>    |

**ADJUSTMENTS**

|                                  |                                     |      |               |               |               |               |  |                  |
|----------------------------------|-------------------------------------|------|---------------|---------------|---------------|---------------|--|------------------|
| 06/15/2018                       | *E & O INSURANCE: CURRENT MONTH INS | 0.00 |               |               |               |               |  | -300.00          |
| 06/15/2018                       | *TECHNOLOGY: ADMIN - LEESA KERN     | 0.00 |               |               |               |               |  | -130.00          |
| 06/15/2018                       | *TECHNOLOGY: CURRENT MONTH BASIC    | 0.00 |               |               |               |               |  | -180.00          |
| <b>*** ADJUSTMENTS TOTAL ***</b> |                                     |      | <b>\$0.00</b> | <b>\$0.00</b> | <b>\$0.00</b> | <b>\$0.00</b> |  | <b>\$-610.00</b> |

**BROKER COMMISSION TOTALS**

|                       |            |
|-----------------------|------------|
| Broker Transactions   | \$8,157.86 |
| Split Transactions    | \$0.00     |
| Override Transactions | \$0.00     |
| Adjustments           | \$-610.00  |
| Payroll Draw          | \$0.00     |
| Base Salary           | \$0.00     |
| Prior Period Balance  | \$0.00     |
| FINRA Assessment      | \$0.00     |
| SIPC Assessment       | \$0.00     |

|                              |                    |
|------------------------------|--------------------|
| <b>Check Amount</b>          | <b>\$7,547.86</b>  |
| <b>Year-to-date Gross</b>    | <b>\$62,279.05</b> |
| <b>Year-to-date Earnings</b> | <b>\$56,067.59</b> |

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