



Concorde Investment Services, LLC

10/11/2017

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COMMISSION STATEMENT**October 15, 2017**JOSEPH (TERRY) MANN
219 E. 31st StreetBROKER #: M132
BRANCH: JOSEPH "TERRY" MANN

Savannah, GA 31401

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
10/05/2017	HADAWAY, DEBORAH	AMERICAN HIGH-INCOME MUNI BOND FUND	100.00	1.00	0.00	1.00	91.0	0.91
09/30/2017	HEALEY, BRIAN	EATON VANCE NATL MUNI INCOME C	0.00	0.20	0.00	0.20	91.0	0.18
09/30/2017	HEALEY, BRIAN	EATON VANCE NATL MUNI INCOME C	0.00	0.61	0.00	0.61	91.0	0.56
/ /	MOORE, THOMAS	FIDELITY ADV MATERIALS C	0.00	2.80	0.00	2.80	91.0	2.55
09/20/2017	MOORE, THOMAS	FIDELITY ADV MATERIALS C	250.00	2.50	0.00	2.50	91.0	2.28
/ /	MOORE, THOMAS	FIDELITY ADV MEGA CAP STOCK	0.00	4.14	0.00	4.14	91.0	3.77
09/20/2017	MOORE, THOMAS	FIDELITY ADV MEGA CAP STOCK	250.00	2.50	0.00	2.50	91.0	2.28
/ /	ARCHER, THOMAS	OPPENHEIMER AMT MUNICIPALS C	0.00	17.48	0.00	17.48	91.0	15.91
/ /	GAMBRELL, PERRY	OPPENHEIMER DEVELOPING MARKETS C	0.00	12.17	0.00	12.17	91.0	11.07
/ /	WARSTADT, ELIZABETH	OPPENHEIMER DIC MID CAP GR FD R	0.00	0.17	0.00	0.17	91.0	0.15
/ /	GAMBRELL, PERRY	OPPENHEIMER DISCOVERY C	0.00	16.63	0.00	16.63	91.0	15.13
/ /	GAMBRELL, PERRY	OPPENHEIMER EQUITY INCOME C	0.00	0.01	0.00	0.01	91.0	0.01
/ /	ARCHER, THOMAS	OPPENHEIMER FUNDS GLOBAL VALUE FUND	0.00	18.85	0.00	18.85	91.0	17.15
/ /	WARSTADT, ELIZABETH	OPPENHEIMER GLBL OPP FUND R	0.00	0.52	0.00	0.52	91.0	0.47
/ /	GAMBRELL, PERRY	OPPENHEIMER GLOBAL OPPORTUNITIES C	0.00	13.33	0.00	13.33	91.0	12.13
/ /	SEELY, CHARLES	OPPENHEIMER GLOBAL STRATEGIC INC C	0.00	21.89	0.00	21.89	91.0	19.92
/ /	GAMBRELL, PERRY	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	3.05	0.00	3.05	91.0	2.78
/ /	GAMBRELL, PERRY	OPPENHEIMER INTL GROWTH C	0.00	9.79	0.00	9.79	91.0	8.91
/ /	ARCHER, THOMAS	OPPENHEIMER INTL GROWTH C	0.00	20.18	0.00	20.18	91.0	18.36
/ /	WARSTADT, ELIZABETH	OPPENHEIMER INTL SMALL COMPANY FD R	0.00	0.34	0.00	0.34	91.0	0.31
/ /	WARSTADT, ELIZABETH	OPPENHEIMER MAIN ST FUND R	0.00	1.02	0.00	1.02	91.0	0.93
/ /	WARSTADT, ELIZABETH	OPPENHEIMER MAIN ST SM & MID CAP FD	0.00	0.67	0.00	0.67	91.0	0.61
/ /	WARSTADT, ELIZABETH	OPPENHEIMER REAL ESTATE FUND R	0.00	0.33	0.00	0.33	91.0	0.30
/ /	GAMBRELL, PERRY	OPPENHEIMER SENIOR FLOATING RATE C	0.00	1.72	0.00	1.72	91.0	1.57
/ /	WARSTADT, ELIZABETH	OPPENHEIMER SENIOR FLOATING RATE FU	0.00	0.34	0.00	0.34	91.0	0.31
* MUTUAL FUNDS SUBTOTAL *			\$600.00	\$152.24	\$0.00	\$152.24		\$138.55

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 AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
09/29/2017	PAI, YOGISH & ANITA	PAC LIFE PORTFOLIOS	0.00	74.04	0.00	74.04	91.0	67.38
09/30/2017	SAMPLES, FAY	PRU AS XTRA CREDIT SIX	28,011.48	17.51	0.00	17.51	91.0	15.93
09/30/2017	SAMPLES, FAY	PRU AS XTRA CREDIT SIX	28,011.48	17.51	0.00	17.51	91.0	15.93
09/30/2017	MCBRIDE, DOUGLAS	PRU AS XTRA CREDIT SIX	76,139.08	47.59	0.00	47.59	91.0	43.31
09/30/2017	MCBRIDE, DOUGLAS	PRU AS XTRA CREDIT SIX	76,139.08	47.59	0.00	47.59	91.0	43.31
09/30/2017	MANN, NANCY	PRU AS XTRA CREDIT SIX	148,351.20	92.72	0.00	92.72	91.0	84.38
09/30/2017	MANN, NANCY	PRU AS XTRA CREDIT SIX	148,351.20	92.72	0.00	92.72	91.0	84.38
09/30/2017	MANN, JOSEPH(TERRY)	PRU AS XTRA CREDIT SIX	39,271.41	24.54	0.00	24.54	91.0	22.33
09/30/2017	MANN, JOSEPH(TERRY)	PRU AS XTRA CREDIT SIX	39,271.41	24.54	0.00	24.54	91.0	22.33
09/30/2017	ZARAPKAR, AMUL	PRU AS XTRA CREDIT SIX	350,627.60	219.14	0.00	219.14	91.0	199.42
09/30/2017	ZARAPKAR, AMUL	PRU AS XTRA CREDIT SIX	350,627.60	219.14	0.00	219.14	91.0	199.42
09/30/2017	KRAUS, JOHN	PRU AS XTRA CREDIT SIX	382,687.57	239.18	0.00	239.18	91.0	217.65
09/30/2017	KRAUS, JOHN	PRU AS XTRA CREDIT SIX	382,687.57	239.18	0.00	239.18	91.0	217.65
09/30/2017	MCBRIDE, DOUGLAS	PRU AS XTRA CREDIT SIX	108,232.91	67.65	0.00	67.65	91.0	61.56
09/30/2017	MCBRIDE, DOUGLAS	PRU AS XTRA CREDIT SIX	108,232.91	67.65	0.00	67.65	91.0	61.56
09/30/2017	KOENIG, STEVEN	PRU AS XTRA CREDIT SIX	229,305.86	143.32	0.00	143.32	91.0	130.42
09/30/2017	KOENIG, STEVEN	PRU AS XTRA CREDIT SIX	229,305.86	143.32	0.00	143.32	91.0	130.42
09/30/2017	LONG, SUSAN	PRU AS XTRA CREDIT SIX	376,013.97	235.01	0.00	235.01	91.0	213.86
09/30/2017	LONG, SUSAN	PRU AS XTRA CREDIT SIX	376,013.97	235.01	0.00	235.01	91.0	213.86
09/30/2017	LEHMAN, LAVERN	PRU AS XTRA CREDIT SIX	116,886.84	73.05	0.00	73.05	91.0	66.48
09/30/2017	LEHMAN, LAVERN	PRU AS XTRA CREDIT SIX	116,886.84	73.05	0.00	73.05	91.0	66.48
09/30/2017	LEHMAN, HILDA	PRU AS XTRA CREDIT SIX	117,424.16	73.39	0.00	73.39	91.0	66.78
09/30/2017	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	58,129.32	36.33	0.00	36.33	91.0	33.06
09/30/2017	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	58,129.32	36.33	0.00	36.33	91.0	33.06
09/30/2017	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	39,271.00	24.54	0.00	24.54	91.0	22.33
09/30/2017	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	39,271.00	24.54	0.00	24.54	91.0	22.33
09/30/2017	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	185,146.81	115.72	0.00	115.72	91.0	105.31
09/30/2017	COLLINS, JAMES	PRU AS XTRA CREDIT SIX	185,146.81	115.72	0.00	115.72	91.0	105.31
09/30/2017	MANI, CHANDRAMOULI	PRU AS XTRA CREDIT SIX	48,594.01	30.37	0.00	30.37	91.0	27.64
09/30/2017	MANI, CHANDRAMOULI	PRU AS XTRA CREDIT SIX	48,594.01	30.37	0.00	30.37	91.0	27.64
09/30/2017	MANI, CHANDRAMOULI	PRU AS XTRA CREDIT SIX	152,716.16	95.45	0.00	95.45	91.0	86.86
09/30/2017	MANI, CHANDRAMOULI	PRU AS XTRA CREDIT SIX	152,716.16	95.45	0.00	95.45	91.0	86.86
09/30/2017	FOSTER, JOHN	PRU AS XTRA CREDIT SIX	199,997.69	125.00	0.00	125.00	91.0	113.75

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
09/30/2017	FOSTER, JOHN	PRU AS XTRA CREDIT SIX	199,997.69	125.00	0.00	125.00	91.0	113.75
09/30/2017	KROUSE, DAWN	PRU AS XTRA CREDIT SIX	34,541.52	21.59	0.00	21.59	91.0	19.65
09/30/2017	KROUSE, DAWN	PRU AS XTRA CREDIT SIX	34,541.52	21.59	0.00	21.59	91.0	19.65
09/30/2017	FOSTER, MARGO	PRU AS XTRA CREDIT SIX	149,269.82	93.29	0.00	93.29	91.0	84.89
09/30/2017	FOSTER, MARGO	PRU AS XTRA CREDIT SIX	149,269.82	93.29	0.00	93.29	91.0	84.89
09/30/2017	STEPHENS, JAMES	PRU AS XTRA CREDIT SIX	138,611.20	86.63	0.00	86.63	91.0	78.83
09/30/2017	STEPHENS, JAMES	PRU AS XTRA CREDIT SIX	138,611.20	86.63	0.00	86.63	91.0	78.83
09/30/2017	STEPHENS, DEE	PRU AS XTRA CREDIT SIX	99,507.42	62.19	0.00	62.19	91.0	56.59
09/30/2017	STEPHENS, DEE	PRU AS XTRA CREDIT SIX	99,507.42	62.19	0.00	62.19	91.0	56.59
09/30/2017	SAMPLES, FAY	PRU AS XTRA CREDIT SIX	73,324.53	45.83	0.00	45.83	91.0	41.71
09/30/2017	SAMPLES, FAY	PRU AS XTRA CREDIT SIX	73,324.53	45.83	0.00	45.83	91.0	41.71
09/30/2017	JARRETT, LAURIE	PRU AS XTRA CREDIT SIX	98,468.83	61.54	0.00	61.54	91.0	56.00
09/30/2017	JARRETT, LAURIE	PRU AS XTRA CREDIT SIX	98,468.83	61.54	0.00	61.54	91.0	56.00
09/30/2017	TROWBRIDGE, JANE	PRU AS XTRA CREDIT SIX	74,471.75	46.54	0.00	46.54	91.0	42.35
09/30/2017	TROWBRIDGE, JANE	PRU AS XTRA CREDIT SIX	74,471.75	46.54	0.00	46.54	91.0	42.35
09/30/2017	GODLESKI, BARBARA	PRU PREMIER INVT VA C	631,631.83	1,579.08	0.00	1,579.08	91.0	1,436.96
09/21/2017	WARSTADT, ELIZABETH	PRU PREMIER RETIREMENT B	500.00	35.00	0.00	35.00	91.0	31.85
09/30/2017	VOGEL, ROBERT	PRU PREMIER RETIREMENT X	202,414.11	253.02	0.00	253.02	91.0	230.25
* VARIABLE ANNUITIES SUBTOTAL *			\$7,367,126.06	\$6,023.99	\$0.00	\$6,023.99		\$5,481.84
<u>PRODUCT CATEGORY: VARIABLE UNIVERSAL LIFE</u>								
09/18/2017	HOFFMAN, ADON	PAC LIFE VUL	170.00	3.40	0.00	3.40	91.0	3.09
09/19/2017	MANN, NANCY	PAC LIFE VUL	0.00	24.84	0.00	24.84	91.0	22.60
09/22/2017	BLACK, AMELIA	PAC LIFE VUL	175.60	1.76	0.00	1.76	91.0	1.60
09/22/2017	BLACK, RICHARD	PAC LIFE VUL	235.60	2.36	0.00	2.36	91.0	2.15
09/22/2017	DUNLAP, TONY	PAC LIFE VUL	0.00	9.80	0.00	9.80	91.0	8.92
09/22/2017	JARRETT, LAURIE	PAC LIFE VUL	67.50	1.35	0.00	1.35	91.0	1.23
09/25/2017	GODLESKI, KEVIN	PAC LIFE VUL	153.45	3.07	0.00	3.07	91.0	2.79
09/25/2017	GODLESKI, KEVIN	PAC LIFE VUL	14.55	0.29	0.00	0.29	91.0	0.26
09/25/2017	GODLESKI, KIRSTEN	PAC LIFE VUL	132.00	2.64	0.00	2.64	91.0	2.40
* VARIABLE UNIVERSAL LIFE SUBTOTAL *			\$948.70	\$49.51	\$0.00	\$49.51		\$45.04
*** BROKER TRANSACTIONS TOTAL ***			\$7,368,674.76	\$6,225.74	\$0.00	\$6,225.74		\$5,665.43

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<u>ADJUSTMENTS</u>								
10/15/2017		*DOCUSIGN: CURRENT MONTH	0.00					-18.00
10/15/2017		*EO INSURANCE: CURRENT MONTH INS	0.00					-300.00
10/15/2017		*LASER APP: CURRENT MONTH	0.00					-18.00
10/15/2017		*TECHNOLOGY: CURRENT MONTH BASIC	0.00					-180.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$-516.00

BROKER COMMISSION TOTALS

Broker Transactions	\$5,665.43
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$-516.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$5,149.43
Year-to-date Gross	\$50,895.23
Year-to-date Earnings	\$46,419.22

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