



Concorde Insurance Agency

03/06/2017

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COMMISSION STATEMENT**February 28, 2017**JEFFREY KAUFMAN
801 Gray Oak DriveBROKER #: 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: LIFE INSURANCE</u>								
02/06/2017	GUIER, CLINT	PAC LIFE VUL	74.29	0.74	0.00	0.74	90.0	0.67
02/06/2017	GUIER, CLINT	PAC LIFE VUL	100.00	3.00	0.00	3.00	90.0	2.70
02/06/2017	BROCKSMITH, RACHEL	PAC LIFE VUL	100.00	2.00	0.00	2.00	90.0	1.80
02/06/2017	STEWART, CHAD	PAC LIFE VUL	140.39	2.81	0.00	2.81	90.0	2.53
02/06/2017	STEWART, CHAD	PAC LIFE VUL	279.61	5.59	0.00	5.59	90.0	5.03
02/06/2017	ELLIOTT, PATRICIA	PAC LIFE VUL	100.00	2.00	0.00	2.00	90.0	1.80
02/07/2017	DANIELS, BEVERLY	PAC LIFE VUL	100.00	1.00	0.00	1.00	90.0	0.90
02/07/2017	CALLIS, CHARLES	PAC LIFE VUL	416.67	8.33	0.00	8.33	90.0	7.50
02/07/2017	HILL, MIKE	PAC LIFE VUL	150.00	3.00	0.00	3.00	90.0	2.70
02/13/2017	ANDING, MARY DIANE	PAC LIFE VUL	1,400.00	28.00	0.00	28.00	90.0	25.20
02/13/2017	REGAN, WILLIAM	PAC LIFE VUL	58.04	0.87	0.00	0.87	90.0	0.78
02/13/2017	REGAN, WILLIAM	PAC LIFE VUL	91.96	0.92	0.00	0.92	90.0	0.83
02/13/2017	CALLIS, ANNIS	PAC LIFE VUL	48.56	1.46	0.00	1.46	90.0	1.31
02/13/2017	CALLIS, ANNIS	PAC LIFE VUL	151.44	4.54	0.00	4.54	90.0	4.09
02/13/2017	GRIFFIN, SHAWN	PAC LIFE VUL	6.45	0.13	0.00	0.13	90.0	0.12
02/13/2017	GRIFFIN, SHAWN	PAC LIFE VUL	143.55	2.87	0.00	2.87	90.0	2.58
02/14/2017	MURRAY, JEFFREY	PAC LIFE VUL	584.57	584.57	0.00	584.57	90.0	526.11
02/17/2017	MCNERNEY, DAVID	PAC LIFE VUL	1,000.00	20.00	0.00	20.00	90.0	18.00
* LIFE INSURANCE SUBTOTAL *			\$4,945.53	\$671.83	\$0.00	\$671.83		\$604.65
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
02/17/2017	CALHOUN, ALBERT	ING ESII	0.00	5.64	0.00	5.64	90.0	5.08
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *			\$0.00	\$5.64	\$0.00	\$5.64		\$5.08
*** BROKER TRANSACTIONS TOTAL ***			\$4,945.53	\$677.47	\$0.00	\$677.47		\$609.73

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

BROKER COMMISSION TOTALS

Broker Transactions	\$609.73
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

Check Amount	\$609.73
Year-to-date Gross	\$5.64
Year-to-date Earnings	\$1,393.02