



Concorde Investment Services, LLC

04/12/2017
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COMMISSION STATEMENT

April 15, 2017

DAVID KERN
4321 Flagstaff Cove

BROKER #: K123
BRANCH: DAVID KERN

Fort Wayne, IN 46815

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
/ /	NICHOLS, CAROLYN	HARTFORD HIGH YIELD A	0.00	0.96	0.00	0.96	90.0	0.86
/ /	DAVIS, GARY	OPPENHEIMER AMT MUNICIPALS A	0.00	17.73	0.00	17.73	90.0	15.96
/ /	HORNBERGER, CARL	OPPENHEIMER AMT MUNICIPALS A	0.00	12.78	0.00	12.78	90.0	11.50
/ /	HELMBERGER, GENEVIEVE	OPPENHEIMER AMT MUNICIPALS A	0.00	61.71	0.00	61.71	90.0	55.54
/ /	TEUBNER, KATHERINE	OPPENHEIMER AMT MUNICIPALS A	0.00	22.63	0.00	22.63	90.0	20.37
/ /	WEIRICK, KENT	OPPENHEIMER AMT MUNICIPALS A	0.00	2.58	0.00	2.58	90.0	2.32
/ /	HIPPENSTEEL, TERRY	OPPENHEIMER AMT MUNICIPALS C	0.00	255.17	0.00	255.17	90.0	229.65
/ /	CROWLEY, HELEN	OPPENHEIMER AMT MUNICIPALS C	0.00	25.10	0.00	25.10	90.0	22.59
/ /	SOLLOWAY, SHARON	OPPENHEIMER AMT MUNICIPALS C	0.00	26.12	0.00	26.12	90.0	23.51
/ /	ANDERSON II, ROBERT	OPPENHEIMER AMT MUNICIPALS C	0.00	227.23	0.00	227.23	90.0	204.51
/ /	AKPABIO, UWEM	OPPENHEIMER AMT MUNICIPALS C	0.00	50.10	0.00	50.10	90.0	45.09
/ /	VAN DRUNEN, CATHERINE	OPPENHEIMER AMT MUNICIPALS C	0.00	20.18	0.00	20.18	90.0	18.16
/ /	RIEBE, ALAN	OPPENHEIMER AMT MUNICIPALS C	0.00	239.50	0.00	239.50	90.0	215.55
03/28/2017	RIEBE, ALAN	OPPENHEIMER AMT MUNICIPALS C	15,000.00	150.00	0.00	150.00	90.0	135.00
/ /	COLE, RANDY	OPPENHEIMER CAPITAL APPRECIATION A	0.00	5.82	0.00	5.82	90.0	5.24
/ /	ARCHER, DEBORAH	OPPENHEIMER CORE BOND FUND C	0.00	96.23	0.00	96.23	90.0	86.61
/ /	HURLEY, JOHN	OPPENHEIMER EQUITY INCOME A	0.00	2.10	0.00	2.10	90.0	1.89
/ /	BONE, SAGE	OPPENHEIMER EQUITY INCOME C	0.00	28.37	0.00	28.37	90.0	25.53
/ /	AKPABIO, UWEM	OPPENHEIMER EQUITY INCOME C	0.00	26.40	0.00	26.40	90.0	23.76
/ /	FREISTROFFER, HENRY	OPPENHEIMER EQUITY INCOME C	0.00	17.45	0.00	17.45	90.0	15.71
/ /	DEWITT, PAMELA	OPPENHEIMER GLOBAL ALLOCATION A	0.00	1.10	0.00	1.10	90.0	0.99
/ /	COLE, RANDY	OPPENHEIMER GLOBAL OPPORTUNITIES A	0.00	14.85	0.00	14.85	90.0	13.37
/ /	MILLER, WILLIAM	OPPENHEIMER GLOBAL OPPORTUNITIES A	0.00	2.13	0.00	2.13	90.0	1.92
/ /	MILLER, NOAH	OPPENHEIMER GLOBAL OPPORTUNITIES A	0.00	1.26	0.00	1.26	90.0	1.13
/ /	ARCHER, GARY	OPPENHEIMER GLOBAL STRATEGIC INC C	0.00	53.45	0.00	53.45	90.0	48.11
/ /	KERN, FORD	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	1.38	0.00	1.38	90.0	1.24

NOTES: * - Indicates adjustment is not included in 1099 Earnings
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 ^Date - Split Trade - full Investment Amount & Gross Commission displayed

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
/ /	KERN, RYDER	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	1.43	0.00	1.43	90.0	1.29
/ /	KERN, WESTON	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	1.43	0.00	1.43	90.0	1.29
/ /	KERN, ADELINE	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	0.67	0.00	0.67	90.0	0.60
/ /	KERN, BRADEY	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	0.67	0.00	0.67	90.0	0.60
/ /	HORNBERGER, DEBORAH	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	3.67	0.00	3.67	90.0	3.30
/ /	FREISTROFFER, HENRY	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	1.11	0.00	1.11	90.0	1.00
/ /	FREISTROFFER, MERIDITH	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	2.67	0.00	2.67	90.0	2.40
/ /	HURLEY, JOHN	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	1.22	0.00	1.22	90.0	1.10
/ /	LANGELIER, STEPHANE	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	0.92	0.00	0.92	90.0	0.83
/ /	JOHNSON, MARGAUX	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	2.28	0.00	2.28	90.0	2.05
/ /	FREISTROFFER, HENRY	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	9.87	0.00	9.87	90.0	8.88
/ /	OBERLIN, DOUGLAS	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	7.62	0.00	7.62	90.0	6.86
/ /	AKPABIO, UWEM	OPPENHEIMER GOLD & SPECIAL MINERALS	0.00	13.06	0.00	13.06	90.0	11.75
/ /	FREISTROFFER, HOLDEN	OPPENHEIMER INTL GROWTH A	0.00	1.11	0.00	1.11	90.0	1.00
/ /	ANDERSON II, ROBERT	OPPENHEIMER PCHSTER INT TERM MUNI F	0.00	74.40	0.00	74.40	90.0	66.96
/ /	AKPABIO, UWEM	OPPENHEIMER PTF SERIES EQUITY INVES	0.00	26.00	0.00	26.00	90.0	23.40
/ /	AKPABIO, UWEM	OPPENHEIMER REAL ESTATE C	0.00	9.00	0.00	9.00	90.0	8.10
/ /	AKPABIO, UWEM	OPPENHEIMER RISING DIVIDENDS C	0.00	27.22	0.00	27.22	90.0	24.50
/ /	HELMBERGER, GENEVIEVE	OPPENHEIMER ROCHESTER INTERMEDIATE	0.00	17.54	0.00	17.54	90.0	15.79
/ /	FREISTROFFER, HENRY	OPPENHEIMER SMALL MID CAP VALUE A	0.00	1.96	0.00	1.96	90.0	1.76
/ /	FREISTROFFER, MERIDITH	OPPENHEIMER SMALL MID CAP VALUE A	0.00	4.67	0.00	4.67	90.0	4.20
/ /	HORNBERGER, DEBORAH	OPPENHEIMER SMALL MID CAP VALUE A	0.00	12.75	0.00	12.75	90.0	11.48
/ /	HURLEY, JOHN	OPPENHEIMER SMALL MID CAP VALUE A	0.00	3.55	0.00	3.55	90.0	3.20
/ /	JOHNSON, MARGAUX	OPPENHEIMER SMALL MID CAP VALUE A	0.00	3.99	0.00	3.99	90.0	3.59
/ /	KERN, ADELINE	OPPENHEIMER SMALL MID CAP VALUE A	0.00	0.87	0.00	0.87	90.0	0.78
/ /	KERN, BRADEY	OPPENHEIMER SMALL MID CAP VALUE A	0.00	0.87	0.00	0.87	90.0	0.78
/ /	KERN, FORD	OPPENHEIMER SMALL MID CAP VALUE A	0.00	1.78	0.00	1.78	90.0	1.60
/ /	KERN, RYDER	OPPENHEIMER SMALL MID CAP VALUE A	0.00	1.85	0.00	1.85	90.0	1.67
/ /	KERN, WESTON	OPPENHEIMER SMALL MID CAP VALUE A	0.00	1.85	0.00	1.85	90.0	1.67
/ /	LANGELIER, STEPHANE	OPPENHEIMER SMALL MID CAP VALUE A	0.00	1.62	0.00	1.62	90.0	1.46
/ /	RIEBE, ALAN	OPPENHEIMER SMALL MID CAP VALUE A	0.00	0.89	0.00	0.89	90.0	0.80
/ /	AKPABIO, UWEM	OPPENHEIMER SMALL MID CAP VALUE C	0.00	25.46	0.00	25.46	90.0	22.91
/ /	OBERLIN, DOUGLAS	OPPENHEIMER SMALL MID CAP VALUE C	0.00	12.73	0.00	12.73	90.0	11.46

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
/ /	KERN, BRIAN	RYDEX GUGG PRECIOUS METALS C	0.00	0.27	0.00	0.27	90.0	0.24
		* MUTUAL FUNDS SUBTOTAL *	\$15,000.00	\$1,639.33	\$0.00	\$1,639.33		\$1,475.41
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
03/31/2017	KNUTSON, SUSAN	ALLIANZ VISION	151,690.09	379.23	0.00	379.23	90.0	341.31
03/31/2017	GAGNON, DONALD	ALLIANZ VISION	405,241.42	1,013.10	0.00	1,013.10	90.0	911.79
03/31/2017	THEXTON, BARBARA	ALLIANZ VISION	91,271.89	228.18	0.00	228.18	90.0	205.36
03/31/2017	WILKENING, DAVID	ALLIANZ VISION	72,971.54	182.43	0.00	182.43	90.0	164.19
03/31/2017	SIMS, STEPHEN	ALLIANZ VISION	520,326.25	1,300.82	0.00	1,300.82	90.0	1,170.74
03/31/2017	REBMAN, VICTOR	ALLIANZ VISION	120,426.79	301.07	0.00	301.07	90.0	270.96
03/31/2017	STANFORD, JEFF	ALLIANZ VISION	51,957.14	129.89	0.00	129.89	90.0	116.90
03/31/2017	SOLLOWAY, SHARON	ALLIANZ VISION	177,237.93	443.09	0.00	443.09	90.0	398.78
03/27/2017	KERN, DAVID	AMERITAS LOWLOAD VUL	9,516.49	0.79	0.00	0.79	90.0	0.71
03/27/2017	KERN, BENJAMIN	AMERITAS LOWLOAD VUL	17,686.19	1.47	0.00	1.47	90.0	1.32
04/03/2017	KERN, BRIAN	AMERITAS LOWLOAD VUL	1,283.31	0.11	0.00	0.11	90.0	0.10
04/04/2017	SCHENKEL, JOHN	AMERITAS LOWLOAD VUL	187.90	0.02	0.00	0.02	90.0	0.02
03/31/2017	KERN, DAVID	JNL ELITE ACCESS	44,111.87	9.19	0.00	9.19	90.0	8.27
03/31/2017	KERN, BENJAMIN	JNL ELITE ACCESS	145,799.55	30.37	0.00	30.37	90.0	27.33
03/31/2017	LINDQUIST FAMILY TRUST, MICAH	JNL ELITE ACCESS	159,601.93	33.25	0.00	33.25	90.0	29.93
03/31/2017	BUTCHER, JACK	JNL ELITE ACCESS	783,343.15	652.79	0.00	652.79	90.0	587.51
03/31/2017	KERN, BRIAN	JNL ELITE ACCESS	44,413.03	37.01	0.00	37.01	90.0	33.31
03/31/2017	RIEBE, PATRICIA	JNL ELITE ACCESS	164,648.76	137.21	0.00	137.21	90.0	123.49
03/31/2017	SVOBODA, JOYCE	JNL ELITE ACCESS	35,932.96	29.94	0.00	29.94	90.0	26.95
03/31/2017	MILLER, LAVERN	JNL ELITE ACCESS	27,043.65	22.54	0.00	22.54	90.0	20.29
03/31/2017	MILLER, JEAN	JNL ELITE ACCESS	11,791.83	9.83	0.00	9.83	90.0	8.85
03/31/2017	BRIEGEL, WILLIAM	JNL ELITE ACCESS	16,362.82	13.64	0.00	13.64	90.0	12.28
03/31/2017	JOHNSON, JULIE	JNL ELITE ACCESS	16,252.93	13.54	0.00	13.54	90.0	12.19
03/31/2017	FORTNEY, ELIZABETH	JNL ELITE ACCESS	25,997.96	21.66	0.00	21.66	90.0	19.49
03/31/2017	JOHNSON, MARGAUX	JNL ELITE ACCESS	6,062.74	5.05	0.00	5.05	90.0	4.55
03/31/2017	SMITH, STEPHANIE	JNL ELITE ACCESS	19,137.24	15.95	0.00	15.95	90.0	14.36
03/31/2017	FREISTROFFER, HENRY	JNL ELITE ACCESS	7,236.19	6.03	0.00	6.03	90.0	5.43
03/31/2017	COLLENTINE, CARYL	JNL ELITE ACCESS	4,481.43	3.73	0.00	3.73	90.0	3.36
03/31/2017	COLLENTINE, SEAN	JNL ELITE ACCESS	4,491.93	3.74	0.00	3.74	90.0	3.37
03/31/2017	ROY, SHARI	JNL ELITE ACCESS	42,922.56	35.77	0.00	35.77	90.0	32.19

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
03/31/2017	KERN, LEESA	JNL ELITE ACCESS	38,214.62	31.85	0.00	31.85	90.0	28.67
03/31/2017	CONNER, ANDREW	JNL ELITE ACCESS	7,449.14	6.21	0.00	6.21	90.0	5.59
03/31/2017	CONNER, ANDREW	JNL ELITE ACCESS	8,932.78	7.44	0.00	7.44	90.0	6.70
03/31/2017	HURLEY, JOHN	JNL ELITE ACCESS	16,924.51	14.10	0.00	14.10	90.0	12.69
03/31/2017	DELLINGER, EMMA	JNL ELITE ACCESS	144,757.27	120.63	0.00	120.63	90.0	108.57
03/31/2017	OBERLIN, DOUGLAS	JNL ELITE ACCESS	22,929.98	19.11	0.00	19.11	90.0	17.20
03/31/2017	SIMS, SUSAN	JNL ELITE ACCESS	4,529.83	3.77	0.00	3.77	90.0	3.39
03/31/2017	BLESSING, THOMAS	JNL ELITE ACCESS	66,894.95	55.75	0.00	55.75	90.0	50.18
03/31/2017	AKPABIO, UWEM	JNL ELITE ACCESS	88,080.57	73.40	0.00	73.40	90.0	66.06
03/31/2017	REBMAN, MONA	JNL ELITE ACCESS	6,078.87	5.07	0.00	5.07	90.0	4.56
03/31/2017	FREISTROFFER, HENRY	JNL ELITE ACCESS	6,892.79	5.74	0.00	5.74	90.0	5.17
03/31/2017	ROGERS, JOHN	JNL ELITE ACCESS	11,662.09	9.72	0.00	9.72	90.0	8.75
03/31/2017	ROGERS, ADRIENNE	JNL ELITE ACCESS	11,662.10	9.72	0.00	9.72	90.0	8.75
03/31/2017	ROGERS, ADRIENNE	JNL ELITE ACCESS	160,721.91	133.93	0.00	133.93	90.0	120.54
03/31/2017	WHITELEATHER, TRACY	JNL ELITE ACCESS	106,631.68	88.86	0.00	88.86	90.0	79.97
03/31/2017	WHITELEATHER, KEVIN	JNL ELITE ACCESS	13,405.02	11.17	0.00	11.17	90.0	10.05
03/31/2017	KELTY, SANDRA	JNL ELITE ACCESS	21,077.24	17.56	0.00	17.56	90.0	15.80
03/31/2017	RIEBE, PATRICIA	JNL ELITE ACCESS	6,489.64	5.41	0.00	5.41	90.0	4.87
04/03/2017	JOHNSON, JULIE	JNL ELITE ACCESS	6,500.00	81.25	0.00	81.25	90.0	73.13
04/03/2017	FORTNEY, ELIZABETH	JNL ELITE ACCESS	400.00	5.00	0.00	5.00	90.0	4.50
04/10/2017	ROGERS, JOHN	JNL ELITE ACCESS	5,500.00	68.75	0.00	68.75	90.0	61.88
04/10/2017	ROGERS, JOHN	JNL ELITE ACCESS	5,500.00	68.75	0.00	68.75	90.0	61.88
04/10/2017	ROGERS, ADRIENNE	JNL ELITE ACCESS	5,500.00	68.75	0.00	68.75	90.0	61.88
04/10/2017	ROGERS, ADRIENNE	JNL ELITE ACCESS	5,500.00	68.75	0.00	68.75	90.0	61.88
03/31/2017	KERN, DAVID	JNL ELITE ACCESS W/ LIQUIDITY	36,485.31	30.40	0.00	30.40	90.0	27.36
03/31/2017	WOODHAMS, JACK	JNL ELITE ACCESS W/ LIQUIDITY	38,516.39	32.10	0.00	32.10	90.0	28.89
03/31/2017	JOHNSON, THEODORE	JNL ELITE ACCESS W/ LIQUIDITY	5,991.74	4.99	0.00	4.99	90.0	4.49
03/31/2017	ROY, RICHARD	JNL ELITE ACCESS W/ LIQUIDITY	24,549.32	20.46	0.00	20.46	90.0	18.41
03/31/2017	PAYNE, MARTHA	JNL ELITE ACCESS W/ LIQUIDITY	9,946.03	8.29	0.00	8.29	90.0	7.46
03/31/2017	HURLEY, JOHN	JNL ELITE ACCESS W/ LIQUIDITY	131,492.94	109.58	0.00	109.58	90.0	98.62
03/31/2017	COLE, NANCY	JNL ELITE ACCESS W/ LIQUIDITY	46,831.31	39.03	0.00	39.03	90.0	35.13
03/31/2017	DETER, MARY	JNL ELITE ACCESS W/ LIQUIDITY	2,984.26	2.49	0.00	2.49	90.0	2.24
03/31/2017	HESTER, LEEANNE	JNL ELITE ACCESS W/ LIQUIDITY	53,941.67	44.95	0.00	44.95	90.0	40.46

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<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
03/31/2017	THEXTON, BARBARA	JNL ELITE ACCESS W/ LIQUIDITY	12,562.86	10.47	0.00	10.47	90.0	9.42
03/31/2017	DITTMAR, DONNA	JNL ELITE ACCESS W/ LIQUIDITY	7,042.90	5.87	0.00	5.87	90.0	5.28
03/31/2017	DITTMAR, CHARLES	JNL ELITE ACCESS W/ LIQUIDITY	28,492.90	23.74	0.00	23.74	90.0	21.37
03/31/2017	FREISTROFFER, HENRY	JNL INVESTOR VUL	6,621.48	2.48	0.00	2.48	90.0	2.23
03/31/2017	FREISTROFFER, MERIDITH	JNL INVESTOR VUL	6,423.18	2.41	0.00	2.41	90.0	2.17
03/31/2017	DAVIS, GARY	JNL PERSPECTIVE L	226,869.65	189.06	0.00	189.06	90.0	170.15
03/31/2017	HIPPENSTEEL, TERRY	JNL PERSPECTIVE L	99,805.56	83.17	0.00	83.17	90.0	74.85
03/31/2017	KELTY, RICHARD	JNL PERSPECTIVE L	665,364.38	554.47	0.00	554.47	90.0	499.02
03/31/2017	GETTS, JUDITH	JNL PERSPECTIVE L	98,927.27	82.44	0.00	82.44	90.0	74.20
03/31/2017	SOLLOWAY, WILLIAM	JNL PERSPECTIVE L	135,766.76	113.14	0.00	113.14	90.0	101.83
03/31/2017	BUTCHER, JACK	JNL PERSPECTIVE L	348,251.47	290.21	0.00	290.21	90.0	261.19
03/31/2017	DETER, MARY	JNL PERSPECTIVE L	52,039.31	43.37	0.00	43.37	90.0	39.03
03/31/2017	CROWLEY, HELEN	JNL PERSPECTIVE L	43,919.27	36.60	0.00	36.60	90.0	32.94
03/31/2017	FREISTROFFER, HENRY	JNL PERSPECTIVE L	175,462.63	146.22	0.00	146.22	90.0	131.60
03/31/2017	HIPPENSTEEL, PAMELA	JNL PERSPECTIVE L	71,196.25	59.33	0.00	59.33	90.0	53.40
03/31/2017	BOHNKE, LON	JNL PERSPECTIVE L	60,779.89	50.65	0.00	50.65	90.0	45.59
03/31/2017	ROGERS, ADRIENNE	JNL PERSPECTIVE L	49,239.23	41.03	0.00	41.03	90.0	36.93
03/31/2017	ROGERS, JOHN	JNL PERSPECTIVE L	48,904.04	40.75	0.00	40.75	90.0	36.68
03/31/2017	BUTCHER, JACK	JOHN HANCOCK VISION	163,190.51	156.39	0.00	156.39	90.0	140.75
03/31/2017	WEST, JOLAN	JOHN HANCOCK VISION	122,856.94	117.74	0.00	117.74	90.0	105.97
04/01/2017	PAYNE, MARTHA	NATIONWIDE MARKETFLEX BB	14,964.70	37.41	0.00	37.41	90.0	33.67
/ /	MARATHON LABELS 401K	NWL FLEX ADVANTAGE	252,400.02	55.32	0.00	55.32	90.0	49.79
/ /	NEW HAVEN PRINT &	NWL FLEX ADVANTAGE	782,699.20	205.86	0.00	205.86	90.0	185.27
/ /	MARATHON LABELS 401K	NWL POOLED FXD	51,563.91	11.30	0.00	11.30	90.0	10.17
/ /	NEW HAVEN PRINT &	NWL POOLED FXD	2,961.11	0.78	0.00	0.78	90.0	0.70
03/31/2017	WEST, STEVEN	PRU AS APEX II	250,309.94	156.44	0.00	156.44	90.0	140.80
03/31/2017	WEST, STEVEN	PRU AS APEX II	250,309.94	469.33	0.00	469.33	90.0	422.40
03/31/2017	HEY, BYARD	PRU AS APEX II	90,278.10	56.42	0.00	56.42	90.0	50.78
03/31/2017	HEY, BYARD	PRU AS APEX II	90,278.10	169.27	0.00	169.27	90.0	152.34
03/31/2017	BROWN, KENNETH	PRU AS APEX II	109,776.52	68.61	0.00	68.61	90.0	61.75
03/31/2017	BROWN, KENNETH	PRU AS APEX II	109,776.52	205.83	0.00	205.83	90.0	185.25
03/31/2017	RIEBE, ALAN	PRU AS APEX II	117,559.01	73.47	0.00	73.47	90.0	66.12
03/31/2017	RIEBE, ALAN	PRU AS APEX II	117,559.01	220.42	0.00	220.42	90.0	198.38

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DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
03/31/2017	ARCHER, GARY	PRU AS APEX II	169,668.63	106.04	0.00	106.04	90.0	95.44
03/31/2017	ARCHER, GARY	PRU AS APEX II	169,668.63	318.13	0.00	318.13	90.0	286.32
03/31/2017	SIMS, SUSAN	PRU AS APEX II	66,214.08	41.38	0.00	41.38	90.0	37.24
03/31/2017	SIMS, SUSAN	PRU AS APEX II	66,214.08	124.15	0.00	124.15	90.0	111.74
03/31/2017	SVOBODA, JOYCE	PRU AS LIFEVEST II	82,056.58	51.29	0.00	51.29	90.0	46.16
03/31/2017	SVOBODA, JOYCE	PRU AS LIFEVEST II	82,056.58	153.86	0.00	153.86	90.0	138.47
03/31/2017	GETTS, JUDITH	PRU AS LIFEVEST II	50,656.72	31.66	0.00	31.66	90.0	28.49
03/31/2017	GETTS, JUDITH	PRU AS LIFEVEST II	50,656.72	94.98	0.00	94.98	90.0	85.48
03/31/2017	TEUBNER, KATHERINE	PRU AS LIFEVEST II	50,651.94	31.66	0.00	31.66	90.0	28.49
03/31/2017	TEUBNER, KATHERINE	PRU AS LIFEVEST II	50,651.94	94.97	0.00	94.97	90.0	85.47
03/31/2017	TEUBNER, KATHERINE	PRU AS LIFEVEST II	44,211.32	27.63	0.00	27.63	90.0	24.87
03/31/2017	TEUBNER, KATHERINE	PRU AS LIFEVEST II	44,211.32	82.90	0.00	82.90	90.0	74.61
03/31/2017	POORMAN, MAX	PRU AS LIFEVEST II	72,391.09	135.73	0.00	135.73	90.0	122.16
03/31/2017	POORMAN, MAX	PRU AS LIFEVEST II	72,391.09	45.24	0.00	45.24	90.0	40.72
03/31/2017	ZONAKIS, DELORES	PRU AS LIFEVEST II	31,897.33	59.81	0.00	59.81	90.0	53.83
03/31/2017	ZONAKIS, DELORES	PRU AS LIFEVEST II	31,897.33	19.94	0.00	19.94	90.0	17.95
03/31/2017	ZONAKIS, DELORES	PRU AS LIFEVEST II	46,798.98	87.75	0.00	87.75	90.0	78.98
03/31/2017	ZONAKIS, DELORES	PRU AS LIFEVEST II	46,798.98	29.25	0.00	29.25	90.0	26.33
03/31/2017	POORMAN, MAX	PRU AS LIFEVEST II	42,962.14	80.55	0.00	80.55	90.0	72.50
03/31/2017	POORMAN, MAX	PRU AS LIFEVEST II	42,962.14	26.85	0.00	26.85	90.0	24.17
03/31/2017	TEUBNER, KATHERINE	PRU AS XTRA CREDIT SIX	79,536.97	49.71	0.00	49.71	90.0	44.74
03/31/2017	TEUBNER, KATHERINE	PRU AS XTRA CREDIT SIX	79,536.97	49.71	0.00	49.71	90.0	44.74
03/31/2017	COLE, NANCY	PRU AS XTRA CREDIT SIX	528,192.13	330.12	0.00	330.12	90.0	297.11
03/31/2017	FULBRIGHT, SHERRY	PRU AS XTRA CREDIT SIX	144,750.36	90.47	0.00	90.47	90.0	81.42
03/31/2017	PICCIANO, DEAN	PRU AS XTRA CREDIT SIX	157,767.07	98.60	0.00	98.60	90.0	88.74
03/31/2017	PICCIANO, DEAN	PRU AS XTRA CREDIT SIX	157,767.07	98.60	0.00	98.60	90.0	88.74
03/31/2017	RIEBE, ALAN	PRU DEFINED INCOME	159,695.31	399.24	0.00	399.24	90.0	359.32
03/31/2017	BUTCHER, JACK	PRU PREMIER INVT A	71,979.34	53.98	0.00	53.98	90.0	48.58
03/31/2017	DOWNING, LYNETTE	PRU PREMIER RETIREMENT L	156,619.44	391.55	0.00	391.55	90.0	352.40
03/31/2017	SHAW, LORI	PRU PREMIER RETIREMENT L	177,923.08	444.81	0.00	444.81	90.0	400.33
03/31/2017	KELTY, RICHARD	PRU PREMIER RETIREMENT L	270,328.49	675.82	0.00	675.82	90.0	608.24
03/31/2017	KELTY, SANDRA	PRU PREMIER RETIREMENT L	121,662.22	304.16	0.00	304.16	90.0	273.74
03/31/2017	WALKER-BLESSING, DAWN	PRU PREMIER RETIREMENT L	183,535.74	458.84	0.00	458.84	90.0	412.96

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DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>BROKER TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
03/31/2017	SCHNEPP, DAVID	PRU PREMIER RETIREMENT L	93,913.20	234.78	0.00	234.78	90.0	211.30
03/31/2017	FREISTROFFER, HENRY	PRU PREMIER RETIREMENT L	41,949.27	104.87	0.00	104.87	90.0	94.38
* VARIABLE ANNUITIES SUBTOTAL *			\$12,706,730.27	\$15,543.45	\$0.00	\$15,543.45		\$13,989.23
<u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u>								
03/20/2017	HELMBERGER, GENNA	SAMMONS	0.00	5.67	0.00	5.67	90.0	5.10
03/28/2017	KERN, BRIAN	SAMMONS	0.00	11.54	0.00	11.54	90.0	10.39
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *			\$0.00	\$17.21	\$0.00	\$17.21		\$15.49
*** BROKER TRANSACTIONS TOTAL ***			\$12,721,730.27	\$17,199.99	\$0.00	\$17,199.99		\$15,480.13
<u>ADJUSTMENTS</u>								
04/15/2017		*E & O INSURANCE: CURRENT MONTH INS	0.00					-300.00
04/15/2017		*TECHNOLOGY: ADMIN - LEESA KERN	0.00					-100.00
04/15/2017		*TECHNOLOGY: CURRENT MONTH TECH	0.00					-275.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$-675.00

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BROKER COMMISSION TOTALS

Broker Transactions	\$15,480.13
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$-675.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$14,805.13
Year-to-date Gross	\$43,107.34
Year-to-date Earnings	\$38,834.09