

**COMMISSION STATEMENT****January 15, 2018**

THOMAS FANNING
29488 WOODWARD AVE
SUITE 337
Royal Oak, MI 48073

BROKER #: F119
BRANCH: THOMAS FANNING

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
12/29/2017	HANSEMAN, RENE	ALLIANZ VISION	218,083.20	545.21	0.00	545.21	90.0	490.69
12/29/2017	LUDOLPH, PAMELA	ALLIANZ VISION	185,028.04	462.57	0.00	462.57	90.0	416.31
12/29/2017	CHIUCHIARELLI, CHERYL	ALLIANZ VISION	111,056.89	277.64	0.00	277.64	90.0	249.88
12/29/2017	BERRES, SUSAN	ALLIANZ VISION	138,476.32	346.19	0.00	346.19	90.0	311.57
12/29/2017	BERRES, SUSAN	ALLIANZ VISION	13,002.74	32.51	0.00	32.51	90.0	29.26
12/29/2017	BERRES, SUSAN	ALLIANZ VISION	106,335.94	265.84	0.00	265.84	90.0	239.26
12/29/2017	STARKEL, JOHN	ALLIANZ VISION BASIC	494,111.73	617.64	0.00	617.64	90.0	555.88
12/31/2017	KIRCHER, LOIS	JNL PERSPECTIVE L	678,413.69	734.95	0.00	734.95	90.0	661.46
12/31/2017	STARKEL, JOHN	JNL PERSPECTIVE L	623,465.75	675.42	0.00	675.42	90.0	607.88
12/31/2017	STARKEL, JOHN	JOHN HANCOCK VENTURE	109,379.24	22.79	0.00	22.79	90.0	20.51
12/31/2017	SIMON, SUE	JOHN HANCOCK VENTURE	21,625.68	4.51	0.00	4.51	90.0	4.06
12/31/2017	LANE, JOAN	PRU AS ADVISOR PLAN II - 1996	31,763.82	19.85	0.00	19.85	90.0	17.87
12/31/2017	LANE, JOAN	PRU AS ADVISOR PLAN II - 1996	31,763.82	19.85	0.00	19.85	90.0	17.87
12/31/2017	STARKEL, JOHN	PRU AS ADVISOR PLAN II - 1996	120,015.66	75.01	0.00	75.01	90.0	67.51
12/31/2017	STARKEL, JOHN	PRU AS ADVISOR PLAN II - 1996	120,015.66	75.01	0.00	75.01	90.0	67.51
12/20/2017	ENGINEERED COMP PROD	PRU AS APEX II	500.00	0.00	0.00	0.00	90.0	0.00
12/31/2017	FLEMING, MARY	PRU AS APEX II	76,247.26	47.65	0.00	47.65	90.0	42.89
12/31/2017	FLEMING, MARY	PRU AS APEX II	76,247.26	190.62	0.00	190.62	90.0	171.56
12/31/2017	FLEMING, MARY	PRU AS APEX II	6,914.61	4.32	0.00	4.32	90.0	3.89
12/31/2017	FLEMING, MARY	PRU AS APEX II	6,914.61	17.29	0.00	17.29	90.0	15.56
12/31/2017	LANE, JOAN	PRU AS APEX II	111,737.08	69.84	0.00	69.84	90.0	62.86
12/31/2017	LANE, JOAN	PRU AS APEX II	111,737.08	279.34	0.00	279.34	90.0	251.41
12/31/2017	CHIUCHIARELLI, NINO	PRU AS APEX II	22,543.27	56.36	0.00	56.36	90.0	50.72
12/31/2017	CHIUCHIARELLI, NINO	PRU AS APEX II	22,543.27	14.09	0.00	14.09	90.0	12.68
12/31/2017	HANSEMAN, RENE	PRU AS APEX II	202,817.59	126.76	0.00	126.76	90.0	114.08
12/31/2017	HANSEMAN, RENE	PRU AS APEX II	202,817.59	507.04	0.00	507.04	90.0	456.34

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

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
12/31/2017	COHEN, I WILLIAM	PRU AS APEX II	168,526.66	105.33	0.00	105.33	90.0	94.80
12/31/2017	COHEN, I WILLIAM	PRU AS APEX II	168,526.66	421.32	0.00	421.32	90.0	379.19
12/31/2017	KEERSMAEKERS, CHARLES	PRU AS APEX II	43,997.93	82.50	0.00	82.50	90.0	74.25
12/31/2017	KEERSMAEKERS, CHARLES	PRU AS APEX II	43,997.93	27.50	0.00	27.50	90.0	24.75
12/31/2017	BLANCKE, NOELLA	PRU AS APEX II	19,501.46	48.75	0.00	48.75	90.0	43.88
12/31/2017	BLANCKE, NOELLA	PRU AS APEX II	19,501.46	12.19	0.00	12.19	90.0	10.97
12/31/2017	KEERSMAEKERS, CHARLES	PRU AS APEX II	43,997.94	82.50	0.00	82.50	90.0	74.25
12/31/2017	KEERSMAEKERS, CHARLES	PRU AS APEX II	43,997.94	27.50	0.00	27.50	90.0	24.75
12/31/2017	SERVENTI, PIETRINA	PRU AS APEX II	119,337.46	74.59	0.00	74.59	90.0	67.13
12/31/2017	SERVENTI, PIETRINA	PRU AS APEX II	119,337.46	298.34	0.00	298.34	90.0	268.51
12/31/2017	SERVENTI, PIETRINA	PRU AS APEX II	352,415.10	220.26	0.00	220.26	90.0	198.23
12/31/2017	SERVENTI, PIETRINA	PRU AS APEX II	352,415.10	881.04	0.00	881.04	90.0	792.94
12/31/2017	CHIUCHIARELLI, CHERYL	PRU AS APEX II	347,532.50	217.21	0.00	217.21	90.0	195.49
12/31/2017	CHIUCHIARELLI, CHERYL	PRU AS APEX II	347,532.50	868.83	0.00	868.83	90.0	781.95
12/31/2017	GREKIN, STEVEN	PRU AS APEX II	144,761.09	90.48	0.00	90.48	90.0	81.43
12/31/2017	GREKIN, STEVEN	PRU AS APEX II	144,761.09	361.90	0.00	361.90	90.0	325.71
12/31/2017	ALEXANIAN, MISSAKA	PRU AS APEX II	132,318.87	330.80	0.00	330.80	90.0	297.72
12/31/2017	ALEXANIAN, MISSAKA	PRU AS APEX II	132,318.87	82.70	0.00	82.70	90.0	74.43
12/31/2017	MEDA, ELIZABETH	PRU AS APEX II	6,662.83	16.66	0.00	16.66	90.0	14.99
12/31/2017	MEDA, ELIZABETH	PRU AS APEX II	6,662.83	4.16	0.00	4.16	90.0	3.74
12/31/2017	LUDOLPH, PAMELA	PRU AS APEX II	1,133,250.98	2,833.13	0.00	2,833.13	90.0	2,549.82
12/31/2017	LUDOLPH, PAMELA	PRU AS APEX II	1,133,250.98	708.28	0.00	708.28	90.0	637.45
12/31/2017	GUTTMAN, JAY	PRU AS APEX II	58,916.66	36.82	0.00	36.82	90.0	33.14
12/31/2017	GUTTMAN, JAY	PRU AS APEX II	58,916.66	147.29	0.00	147.29	90.0	132.56
12/31/2017	SKIBA, ALLEN	PRU AS APEX II	41,280.71	25.80	0.00	25.80	90.0	23.22
12/31/2017	SKIBA, ALLEN	PRU AS APEX II	41,280.71	103.20	0.00	103.20	90.0	92.88
12/31/2017	ENGINEERED COMP PROD	PRU AS APEX II	103,557.56	64.72	0.00	64.72	90.0	58.25
12/31/2017	ENGINEERED COMP PROD	PRU AS APEX II	103,557.56	258.89	0.00	258.89	90.0	233.00
12/31/2017	GUTTMAN, JAY	PRU AS APEX II	68,995.63	172.49	0.00	172.49	90.0	155.24
12/31/2017	GUTTMAN, JAY	PRU AS APEX II	68,995.63	43.12	0.00	43.12	90.0	38.81
12/31/2017	KAPLANSKY, C	PRU AS APEX II	179,181.57	111.99	0.00	111.99	90.0	100.79
12/31/2017	KAPLANSKY, C	PRU AS APEX II	179,181.57	447.95	0.00	447.95	90.0	403.16
12/31/2017	KRESS, KAY	PRU PREMIER RETIREMENT L	395,011.97	987.53	0.00	987.53	90.0	888.78

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DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>ADJUSTMENTS</u>								
		* VARIABLE ANNUITIES SUBTOTAL *	\$10,167,039.67	\$15,684.07	\$0.00	\$15,684.07		\$14,115.72
		*** DIRECT TRANSACTIONS TOTAL ***	\$10,167,039.67	\$15,684.07	\$0.00	\$15,684.07		\$14,115.72

<u>ADJUSTMENTS</u>								
01/15/2018		*E & O INSURANCE: CURRENT MONTH INS	0.00					-300.00
01/15/2018		*TECHNOLOGY: CURRENT MONTH TECH	0.00					-275.00
		*** ADJUSTMENTS TOTAL ***	\$0.00	\$0.00	\$0.00	\$0.00		\$-575.00

<u>BROKER COMMISSION TOTALS</u>	
Broker Transactions	\$14,115.72
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$-575.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$13,540.72
Year-to-date Gross	\$15,684.07
Year-to-date Earnings	\$14,115.72

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