

**COMMISSION STATEMENT****December 15, 2017**

MARK-S141 REG SMITH

BROKER #: S141

BRANCH: WOODS FINANCIAL

, MI

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<u>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: INTERVAL FUNDS</u>								
11/20/2017	GODWIN, SANDRA	GRIFFIN INST'L ACCESS R E FUND C	8,000.00	80.00	0.00	80.00	0.0	0.00
		* INTERVAL FUNDS SUBTOTAL *	\$8,000.00	\$80.00	\$0.00	\$80.00		\$0.00
<u>PRODUCT CATEGORY: 529 PLANS</u>								
11/22/2017	STEPHENS, BRADLEY	AM FUNDS GROWTH FUND OF AMERICA 529	14,000.00	700.00	0.00	700.00	48.0	336.00
		* 529 PLANS SUBTOTAL *	\$14,000.00	\$700.00	\$0.00	\$700.00		\$336.00
<u>PRODUCT CATEGORY: MUTUAL FUNDS</u>								
11/09/2017	BOWLAND, BOBBY	AM FUNDS AMERICAN MUTUAL A	0.00	4.17	0.00	4.17	48.0	2.00
11/09/2017	CHAPMAN, KENNETH	AM FUNDS BOND FUND OF AMERICA A	0.00	0.08	0.00	0.08	48.0	0.04
11/09/2017	CHAPMAN, TERRYALIN	AM FUNDS BOND FUND OF AMERICA A	0.00	0.08	0.00	0.08	48.0	0.04
11/09/2017	BOWLAND, BOBBY	AM FUNDS CAPITAL INCOME BUILDER A	0.00	6.58	0.00	6.58	48.0	3.16
11/09/2017	BOWLAND, BOBBY	AM FUNDS CAPITAL WORLD GRTH & INC A	0.00	3.68	0.00	3.68	48.0	1.77
11/09/2017	BRIDGES, JANIS	AM FUNDS FUNDAMENTAL INVESTORS A	0.00	1.61	0.00	1.61	48.0	0.77
11/09/2017	BOWLAND, BOBBY	AM FUNDS ICA A	0.00	4.04	0.00	4.04	48.0	1.94
11/09/2017	CHAPMAN, KENNETH	AM FUNDS INCOME FUND OF AMERICA A	0.00	0.16	0.00	0.16	48.0	0.08
11/09/2017	CHAPMAN, TERRYALIN	AM FUNDS INCOME FUND OF AMERICA A	0.00	0.16	0.00	0.16	48.0	0.08
11/09/2017	BRIDGES, JANIS	AM FUNDS INCOME FUND OF AMERICA A	0.00	2.14	0.00	2.14	48.0	1.03
11/09/2017	BOWLAND, BOBBY	AM FUNDS INCOME FUND OF AMERICA A	0.00	3.48	0.00	3.48	48.0	1.67
11/09/2017	CHAPMAN, KENNETH	AM FUNDS INTERMEDIATE BOND FUND OF	0.00	0.07	0.00	0.07	48.0	0.03
11/09/2017	CHAPMAN, TERRYALIN	AM FUNDS INTERMEDIATE BOND FUND OF	0.00	0.07	0.00	0.07	48.0	0.03
11/09/2017	CHAPMAN, KENNETH	AM FUNDS NEW PERSPECTIVE A	0.00	0.21	0.00	0.21	48.0	0.10
11/09/2017	CHAPMAN, TERRYALIN	AM FUNDS NEW PERSPECTIVE A	0.00	0.21	0.00	0.21	48.0	0.10
11/06/2017	WARD, SHERRY	OPPENHEIMER MAIN STREET OPP A	1,500.00	0.00	0.00	0.00	48.0	0.00
11/09/2017	WARD, SHERRY	OPPENHEIMER MAIN STREET OPP A	0.00	1.04	0.00	1.04	48.0	0.50
11/09/2017	NICODIN, EARL	PUTNAM INVESTORS A	0.00	0.90	0.00	0.90	48.0	0.43
		* MUTUAL FUNDS SUBTOTAL *	\$1,500.00	\$28.68	\$0.00	\$28.68		\$13.77

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>DIRECT TRANSACTIONS</u>								
<u>PRODUCT CATEGORY: STOCKS</u>								
11/03/2017	LAHR, IVAN	PREFERRED APT CMNTYS INC COM	56,404.93	400.00	22.00	378.00	48.0	181.44
* STOCKS SUBTOTAL *			\$56,404.93	\$400.00	\$22.00	\$378.00		\$181.44
<u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u>								
11/27/2017	ALLISON, DIANNA	AM GEN POLARIS PLATINUM III	72,381.55	4,523.85	0.00	4,523.85	48.0	2,171.45
11/28/2017	JIMISON, HAROLD	AM GEN POLARIS PLATINUM III	161,950.89	10,121.93	0.00	10,121.93	48.0	4,858.53
11/28/2017	HARRIS, GENIVA	AM GEN POLARIS PLATINUM III	40,065.37	2,504.09	0.00	2,504.09	48.0	1,201.96
11/28/2017	HARRIS, GENIVA	AM GEN POLARIS PLATINUM III	17,669.63	1,104.35	0.00	1,104.35	48.0	530.09
11/30/2017	BRIDGES, JANIS	JNL ELITE ACCESS	105,624.72	88.02	0.00	88.02	48.0	42.25
11/30/2017	RHODES, VIRGINIA	JNL ELITE ACCESS	77,113.61	16.07	0.00	16.07	48.0	7.71
11/30/2017	CROWTHER, JOHN	JNL ELITE ACCESS	59,588.28	12.41	0.00	12.41	48.0	5.96
11/30/2017	NOBLES, VERLIE	JNL PERSPECTIVE L	30,916.18	33.49	0.00	33.49	48.0	16.08
11/30/2017	REEDER, WESLEY	JNL PERSPECTIVE L	17,966.13	19.46	0.00	19.46	48.0	9.34
11/30/2017	SPURGIN, BRENT	JNL PERSPECTIVE L	37,928.81	41.09	0.00	41.09	48.0	19.72
11/30/2017	WHISTLER, ROBERT M & LIND	JNL PERSPECTIVE L	52,491.69	43.74	0.00	43.74	48.0	21.00
11/30/2017	WHISTLER, ROBERT M & LIND	JNL PERSPECTIVE L	34,973.53	37.89	0.00	37.89	48.0	18.19
11/30/2017	WALLACE, DEBORREH	JNL PERSPECTIVE L	84,835.21	70.70	0.00	70.70	48.0	33.94
11/30/2017	NOBLES, VERLIE	JOHN HANCOCK VENTURE III	30,570.03	25.48	0.00	25.48	48.0	12.23
11/29/2017	BURNS, ANNE	SEC BEN 814121158	37,892.24	31.56	0.00	31.56	48.0	15.15
* VARIABLE ANNUITIES SUBTOTAL *			\$861,967.87	\$18,674.13	\$0.00	\$18,674.13		\$8,963.60
<u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u>								
12/01/2017	JOHNSON, FRANKLIN	AM FUNDS AMCAP A	0.00	1.56	0.00	1.56	48.0	0.75
12/01/2017	BONGIORNO, VALERIE	AM FUNDS AMCAP A	0.00	0.71	0.00	0.71	48.0	0.34
12/01/2017	BOWLAND, BOBBY	AM FUNDS AMERICAN BALANCED A	0.00	4.70	0.00	4.70	48.0	2.26
12/01/2017	BOWLAND, TERRI	AM FUNDS AMERICAN BALANCED A	0.00	7.23	0.00	7.23	48.0	3.47
12/01/2017	SCHONFELD, NANCY	AM FUNDS AMERICAN BALANCED A	0.00	4.56	0.00	4.56	48.0	2.19
12/01/2017	JOHNSON, FRANKLIN	AM FUNDS AMERICAN MUTUAL A	0.00	1.52	0.00	1.52	48.0	0.73
12/01/2017	CHAPMAN, KENNETH	AM FUNDS BOND FUND OF AMERICA A	0.00	1.21	0.00	1.21	48.0	0.58
12/01/2017	CHAPMAN, TERRYALIN	AM FUNDS BOND FUND OF AMERICA A	0.00	3.92	0.00	3.92	48.0	1.88
12/01/2017	SCHONFELD, NANCY	AM FUNDS CAPITAL INCOME BUILDER A	0.00	2.69	0.00	2.69	48.0	1.29
12/01/2017	BONGIORNO, VALERIE	AM FUNDS CAPITAL INCOME BUILDER A	0.00	0.67	0.00	0.67	48.0	0.32
12/01/2017	SCHONFELD, NANCY	AM FUNDS CAPITAL WORLD GRTH & INC A	0.00	3.23	0.00	3.23	48.0	1.55
12/01/2017	BONGIORNO, VALERIE	AM FUNDS CAPITAL WORLD GRTH & INC A	0.00	0.72	0.00	0.72	48.0	0.35

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<u>DIRECT TRANSACTIONS</u>								
PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS								
12/01/2017	JOHNSON, FRANKLIN	AM FUNDS EUROPACIFIC GROWTH FUND A	0.00	1.35	0.00	1.35	48.0	0.65
12/01/2017	JOHNSON, FRANKLIN	AM FUNDS FUNDAMENTAL INVESTORS A	0.00	1.64	0.00	1.64	48.0	0.79
12/01/2017	STEPHENS, BRADLEY	AM FUNDS GROWTH FUND OF AMERICA 529	0.00	0.82	0.00	0.82	48.0	0.39
12/01/2017	BOWLAND, BOBBY	AM FUNDS GROWTH FUND OF AMERICA A	0.00	3.70	0.00	3.70	48.0	1.78
12/01/2017	BOWLAND, TERRI	AM FUNDS GROWTH FUND OF AMERICA A	0.00	5.68	0.00	5.68	48.0	2.73
12/01/2017	JOHNSON, FRANKLIN	AM FUNDS GROWTH FUND OF AMERICA A	0.00	1.72	0.00	1.72	48.0	0.83
12/01/2017	BONGIORNO, VALERIE	AM FUNDS GROWTH FUND OF AMERICA A	0.00	0.75	0.00	0.75	48.0	0.36
12/01/2017	STEPHENS, BRAZOS	AM FUNDS GROWTH PORT 529A	0.00	9.41	0.00	9.41	48.0	4.52
12/01/2017	UNTIL AGE 21, TX/UTMA	AM FUNDS GROWTH PORT A	0.00	6.23	0.00	6.23	48.0	2.99
12/01/2017	MOLINA, JEREMY	AM FUNDS ICA A	0.00	10.65	0.00	10.65	48.0	5.11
12/01/2017	MCGINNIS, KANDACE	AM FUNDS ICA A	0.00	7.52	0.00	7.52	48.0	3.61
12/01/2017	BOWLAND, BOBBY	AM FUNDS NEW PERSPECTIVE A	0.00	3.60	0.00	3.60	48.0	1.73
12/01/2017	BOWLAND, TERRI	AM FUNDS NEW PERSPECTIVE A	0.00	5.20	0.00	5.20	48.0	2.50
12/01/2017	MOLINA, JEREMY	AM FUNDS NEW PERSPECTIVE A	0.00	4.15	0.00	4.15	48.0	1.99
12/01/2017	MCGINNIS, KANDACE	AM FUNDS NEW PERSPECTIVE A	0.00	3.11	0.00	3.11	48.0	1.49
12/01/2017	VOORHEES, CLIFFORD	AM FUNDS PRESERVATION PORT A	0.00	12.25	0.00	12.25	48.0	5.88
12/01/2017	VOORHEES, CINDY	AM FUNDS PRESERVATION PORT A	0.00	12.26	0.00	12.26	48.0	5.88
12/01/2017	JOHNSON, FRANKLIN	AM FUNDS U.S. GOVERNMENT SECURITIES	0.00	0.83	0.00	0.83	48.0	0.40
12/01/2017	MOLINA, JEREMY	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	5.69	0.00	5.69	48.0	2.73
12/01/2017	MCGINNIS, KANDACE	AM FUNDS WASHINGTON MUTUAL INVESTOR	0.00	3.82	0.00	3.82	48.0	1.83
12/01/2017	WILLIAMS, JUANA	AMERICAN FUNDS US GOV'T SECURITIES	0.00	4.24	0.00	4.24	48.0	2.04
12/04/2017	RADEMAKERS, DAVID	TRANSAMERICA TACTICAL INCOME C	0.00	10.61	0.00	10.61	48.0	5.09
12/04/2017	HARRIS, GENIVA	TRANSAMERICA TACTICAL INCOME C	0.00	4.22	0.00	4.22	48.0	2.03
* MUTUAL FUND 12B1 TRAILS SUBTOTAL *			\$0.00	\$152.17	\$0.00	\$152.17		\$73.06
*** DIRECT TRANSACTIONS TOTAL ***			\$941,872.80	\$20,034.98	\$22.00	\$20,012.98		\$9,567.87

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<u>ADJUSTMENTS</u>								
12/15/2017		*AI INSIGHT: AI INSIGHT - CURRENT M	0.00					-7.00
12/15/2017		*EO INS: CURRENT MONTH INS	0.00					-300.00
12/15/2017		*LASER APP: LASER APP - CURRENT MON	0.00					-18.00
12/15/2017		*RBC: RBC CURRENT MONTH	0.00					-25.00
12/15/2017		*TECHNOLOGY: ADMIN - D INMAN	0.00					-130.00
12/15/2017		*TECHNOLOGY: CURRENT MONTH - BASIC	0.00					-180.00
*** ADJUSTMENTS TOTAL ***			\$0.00	\$0.00	\$0.00	\$0.00		\$-660.00

BROKER COMMISSION TOTALS

Broker Transactions	\$9,567.87
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$-660.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$8.46
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$8,916.33
Year-to-date Gross	\$63,342.88
Year-to-date Earnings	\$30,349.67

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