



Concorde Investment Services, LLC

05/11/2017  
Page No. 1

# COMMISSION STATEMENT May 15, 2017

STAN WEBB  
300 N. Main Street  
Suite 309  
Wichita, KS 67202

BROKER #: W121  
BRANCH: STAN WEBB

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<b><u>BROKER TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: MUTUAL FUNDS</u></b>								
05/01/2017	SCHMITT, SUSAN	AGGRESSIVE PORTFOLIO A	50.00	2.50	0.00	2.50	92.0	2.30
05/01/2017	SCHMITT, SUSAN	AGGRESSIVE PORTFOLIO A	50.00	2.50	0.00	2.50	92.0	2.30
04/28/2017	LANDGREN, PAMELA	AM FUNDS AMERICAN BALANCED A	150.00	4.13	0.00	4.13	92.0	3.80
04/28/2017	DUSH, THERESA	AM FUNDS AMERICAN BALANCED A	50.00	1.38	0.00	1.38	92.0	1.27
04/25/2017	ROTHS, GLEN	AM FUNDS CAPITAL INCOME BUILDER A	100.00	3.75	0.00	3.75	92.0	3.45
04/25/2017	ROTHS, GLEN	AM FUNDS FUNDAMENTAL INVESTORS A	100.00	3.75	0.00	3.75	92.0	3.45
04/28/2017	LANDGREN, PAMELA	AM FUNDS FUNDAMENTAL INVESTORS A	200.00	5.50	0.00	5.50	92.0	5.06
04/25/2017	ROTHS, GLEN	AM FUNDS WASHINGTON MUTUAL INVESTOR	100.00	3.75	0.00	3.75	92.0	3.45
04/28/2017	LANDGREN, PAMELA	AM FUNDS WASHINGTON MUTUAL INVESTOR	150.00	4.13	0.00	4.13	92.0	3.80
/ /	RAYMER, CHRISTOPHER	FIDELITY ADV HEALTH CARE T	0.00	1.35	0.00	1.35	92.0	1.24
/ /	CHRISTIAN TOD, ROBERT	FIDELITY ADV HEALTH CARE T	0.00	9.02	0.00	9.02	92.0	8.30
/ /	EVERETT, TRAVIS	FIDELITY ADV NEW INSIGHTS-CL A	0.00	1.68	0.00	1.68	92.0	1.55
/ /	LAGPACAN, RAYMUND	FIDELITY ADV OVERSEAS	0.00	2.58	0.00	2.58	92.0	2.37
/ /	LAGPACAN, RAYMUND	FIDELITY ADV OVERSEAS	0.00	1.61	0.00	1.61	92.0	1.48
/ /	LOTT TRUST, EDITH	FIDELITY ADV OVERSEAS	0.00	2.30	0.00	2.30	92.0	2.12
/ /	EVERETT, TRAVIS	FIDELITY ADV REAL ESTATE A	0.00	2.01	0.00	2.01	92.0	1.85
05/01/2017	EVERETT, TRAVIS	FIDELITY ADV REAL ESTATE A	100.00	2.75	0.00	2.75	92.0	2.53
/ /	EVERETT, TRAVIS	FIDELITY ADV STOCK SELECTOR ALLCAP	0.00	1.72	0.00	1.72	92.0	1.58
/ /	CHRISTIAN TOD, ROBERT	FIDELITY ADV STRATEGIC INCOME	0.00	3.54	0.00	3.54	92.0	3.26
/ /	KENNEDY, ROBERT	FIDELITY ADV VALUE STRATEGIES A	0.00	7.82	0.00	7.82	92.0	7.19
/ /	RIEMANN TRUST, ARVELLA	FIDELITY ADVISOR VALUE	0.00	8.77	0.00	8.77	92.0	8.07
/ /	RIEMANN TRUST, ARVELLA	FIDELITY BALANCED T	0.00	8.77	0.00	8.77	92.0	8.07
/ /	CROSS TRUST, ALLEN & CHARLA	FIDELITY BALANCED T	0.00	9.46	0.00	9.46	92.0	8.70
/ /	RIEMANN TRUST, ARVELLA	FIDELITY DIV GROWTH T	0.00	12.78	0.00	12.78	92.0	11.76
/ /	CHRISTIAN TOD, ROBERT	FIDELITY DIV GROWTH T	0.00	9.10	0.00	9.10	92.0	8.37
/ /	EVERETT, TRAVIS	FIDELITY DIVERSIFIED INTL A	0.00	0.50	0.00	0.50	92.0	0.46

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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<b><u>BROKER TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: MUTUAL FUNDS</u></b>								
/ /	EVERETT, TRAVIS	FIDELITY DIVERSIFIED STOCK A	0.00	1.51	0.00	1.51	92.0	1.39
/ /	EVERETT, TRAVIS	FIDELITY DIVIDEND GROWTH A	0.00	2.01	0.00	2.01	92.0	1.85
/ /	EVERETT, TRAVIS	FIDELITY DIVIDEND GROWTH A	0.00	3.61	0.00	3.61	92.0	3.32
05/01/2017	EVERETT, TRAVIS	FIDELITY DIVIDEND GROWTH A	100.00	2.75	0.00	2.75	92.0	2.53
/ /	KENNEDY, ROBERT	FIDELITY EMERGING MARKET A	0.00	0.67	0.00	0.67	92.0	0.62
/ /	EVERETT, TRAVIS	FIDELITY EMERGING MARKETS A	0.00	0.36	0.00	0.36	92.0	0.33
/ /	EVERETT, TRAVIS	FIDELITY EMERGING MARKETS A	0.00	2.80	0.00	2.80	92.0	2.58
05/01/2017	EVERETT, TRAVIS	FIDELITY EMERGING MARKETS A	100.00	2.75	0.00	2.75	92.0	2.53
/ /	RANCILIO, KENNETH	FIDELITY EQUITY GROWTH A	0.00	0.73	0.00	0.73	92.0	0.67
/ /	LAGPACAN, RAYMUND	FIDELITY EQUITY GROWTH T	0.00	7.39	0.00	7.39	92.0	6.80
/ /	LAGPACAN, RAYMUND	FIDELITY EQUITY GROWTH T	0.00	4.96	0.00	4.96	92.0	4.56
/ /	RIEMANN TRUST, ARVELLA	FIDELITY EQUITY GROWTH T	0.00	23.63	0.00	23.63	92.0	21.74
/ /	HAYES, BEN	FIDELITY EQUITY GROWTH T	0.00	26.62	0.00	26.62	92.0	24.49
/ /	HEARD, DAVID	FIDELITY EQUITY GROWTH T	0.00	0.88	0.00	0.88	92.0	0.81
/ /	LOTT TRUST, EDITH	FIDELITY EQUITY GROWTH T	0.00	20.09	0.00	20.09	92.0	18.48
04/17/2017	HAYES, BEN	FIDELITY EQUITY GROWTH T	150.00	3.75	0.00	3.75	92.0	3.45
/ /	LAGPACAN, RAYMUND	FIDELITY EQUITY INCOME	0.00	7.75	0.00	7.75	92.0	7.13
/ /	LAGPACAN, RAYMUND	FIDELITY EQUITY INCOME	0.00	7.78	0.00	7.78	92.0	7.16
/ /	RIEMANN TRUST, ARVELLA	FIDELITY EQUITY INCOME	0.00	29.56	0.00	29.56	92.0	27.20
/ /	LOTT TRUST, EDITH	FIDELITY EQUITY INCOME	0.00	34.11	0.00	34.11	92.0	31.38
/ /	HAYES, MARTHA	FIDELITY EQUITY INCOME A	0.00	0.49	0.00	0.49	92.0	0.45
/ /	HAYES, BEN	FIDELITY EQUITY INCOME A	0.00	0.50	0.00	0.50	92.0	0.46
/ /	EVERETT, TRAVIS	FIDELITY FINANCIAL SERVICES A	0.00	0.63	0.00	0.63	92.0	0.58
/ /	EVERETT, TRAVIS	FIDELITY FINANCIAL SERVICES A	0.00	2.91	0.00	2.91	92.0	2.68
/ /	EVERETT, TRAVIS	FIDELITY GOV'T MMKT DAILY MONEY C	0.00	3.01	0.00	3.01	92.0	2.77
/ /	LOTT TRUST, EDITH	FIDELITY GOV'T MMKT DAILY MONEY C	0.00	0.77	0.00	0.77	92.0	0.71
/ /	EVERETT, TRAVIS	FIDELITY GOV'T MMKT DAILY MONEY C	0.00	3.11	0.00	3.11	92.0	2.86
/ /	CHRISTIAN TOD, ROBERT	FIDELITY GOV'T MMKT DAILY MONEY C	0.00	4.96	0.00	4.96	92.0	4.56
/ /	KENNEDY, ROBERT	FIDELITY GROWTH & INCOME A	0.00	3.43	0.00	3.43	92.0	3.16
/ /	EVERETT, TRAVIS	FIDELITY GROWTH & INCOME A	0.00	1.51	0.00	1.51	92.0	1.39
/ /	EVERETT, TRAVIS	FIDELITY HIGH INCOME A	0.00	0.50	0.00	0.50	92.0	0.46
/ /	KENNEDY, ROBERT	FIDELITY HIGH INCOME ADVANTAGE A	0.00	0.94	0.00	0.94	92.0	0.86
/ /	EVERETT, TRAVIS	FIDELITY HIGH INCOME ADVANTAGE A	0.00	1.77	0.00	1.77	92.0	1.63

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<b><u>BROKER TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: MUTUAL FUNDS</u></b>								
/ /	RIEMANN TRUST, ARVELLA	FIDELITY HIGH INCOME T	0.00	3.36	0.00	3.36	92.0	3.09
/ /	LOTT TRUST, EDITH	FIDELITY HIGH INCOME T	0.00	2.86	0.00	2.86	92.0	2.63
/ /	RIEMANN TRUST, ARVELLA	FIDELITY MIDCAP T	0.00	4.61	0.00	4.61	92.0	4.24
/ /	RAYMER, CHRISTOPHER	FIDELITY MIDCAP T	0.00	1.15	0.00	1.15	92.0	1.06
/ /	EVERETT, TRAVIS	FIDELITY TECHNOLOGY A	0.00	0.48	0.00	0.48	92.0	0.44
/ /	HAYES, BEN	FIDELITY TECHNOLOGY T	0.00	1.32	0.00	1.32	92.0	1.21
/ /	CHRISTIAN TOD, ROBERT	FIDELITY TECHNOLOGY T	0.00	4.94	0.00	4.94	92.0	4.54
04/30/2017	MILLER, WARREN	FRANKLIN BALANCE SHEET INVST A	0.00	13.65	0.00	13.65	92.0	12.56
04/30/2017	LAWRENCE POLICE	FRANKLIN BALANCED A	0.00	3.81	0.00	3.81	92.0	3.51
04/30/2017	BELL, BRAYDEN	FRANKLIN BIOTECHNOLOGY DISCOVERY A	0.00	0.89	0.00	0.89	92.0	0.82
04/30/2017	WYSSMAN, JOHN	FRANKLIN COREFOLIO 529 PORT A	0.00	1.90	0.00	1.90	92.0	1.75
04/30/2017	BRIMER JR, ALBERT	FRANKLIN DYNATECH A	0.00	10.14	0.00	10.14	92.0	9.33
04/30/2017	ATKINSON, MARSHA	FRANKLIN DYNATECH A	0.00	1.91	0.00	1.91	92.0	1.76
04/30/2017	WEBB, STAN	FRANKLIN DYNATECH A	0.00	2.03	0.00	2.03	92.0	1.87
04/30/2017	HENDERSON, SUSAN	FRANKLIN DYNATECH A	0.00	8.45	0.00	8.45	92.0	7.77
04/30/2017	RHEA, JONNIE	FRANKLIN DYNATECH A	0.00	23.70	0.00	23.70	92.0	21.80
04/30/2017	ATKINSON, MARSHA	FRANKLIN DYNATECH A	0.00	1.05	0.00	1.05	92.0	0.97
04/30/2017	BELL, BRAYDEN	FRANKLIN GROWTH A	0.00	15.40	0.00	15.40	92.0	14.17
04/30/2017	MILLER, WARREN	FRANKLIN GROWTH A	0.00	25.31	0.00	25.31	92.0	23.29
04/30/2017	ATKINSON, MARSHA	FRANKLIN GROWTH A	0.00	7.22	0.00	7.22	92.0	6.64
04/30/2017	VALANOS, ELENI	FRANKLIN GROWTH A	0.00	0.98	0.00	0.98	92.0	0.90
04/30/2017	ATKINSON, MARSHA	FRANKLIN GROWTH A	0.00	8.32	0.00	8.32	92.0	7.65
04/30/2017	WEBB, STAN	FRANKLIN GROWTH A	0.00	2.90	0.00	2.90	92.0	2.67
04/30/2017	HENDERSON, SUSAN	FRANKLIN GROWTH A	0.00	8.74	0.00	8.74	92.0	8.04
04/30/2017	ATKINSON, MARSHA	FRANKLIN GROWTH OPP A	0.00	2.47	0.00	2.47	92.0	2.27
04/30/2017	PETERSON, VICKIE	FRANKLIN HIGH INCOME A	0.00	1.56	0.00	1.56	92.0	1.44
04/30/2017	RHEA, JONNIE	FRANKLIN HIGH INCOME A	0.00	5.24	0.00	5.24	92.0	4.82
04/30/2017	ATKINSON, MARSHA	FRANKLIN HIGH INCOME A	0.00	1.26	0.00	1.26	92.0	1.16
04/30/2017	WEBB, STAN	FRANKLIN HIGH INCOME A	0.00	1.34	0.00	1.34	92.0	1.23
04/30/2017	HENDERSON, SUSAN	FRANKLIN HIGH INCOME A	0.00	4.11	0.00	4.11	92.0	3.78
04/30/2017	RHEA, JONNIE	FRANKLIN INCOME A	0.00	19.73	0.00	19.73	92.0	18.15
04/30/2017	SMITH, PHILLIP	FRANKLIN INCOME A	0.00	3.84	0.00	3.84	92.0	3.53
04/30/2017	CROSS, MAX	FRANKLIN INCOME A	0.00	47.46	0.00	47.46	92.0	43.66

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<b><u>BROKER TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: MUTUAL FUNDS</u></b>								
04/30/2017	LOZANO, RODOLFO	FRANKLIN INCOME A	0.00	3.90	0.00	3.90	92.0	3.59
04/30/2017	WEBB, STAN	FRANKLIN INCOME A	0.00	4.35	0.00	4.35	92.0	4.00
04/30/2017	ATKINSON, MARSHA	FRANKLIN INCOME A	0.00	4.03	0.00	4.03	92.0	3.71
04/30/2017	HENDERSON, SUSAN	FRANKLIN INCOME A	0.00	4.27	0.00	4.27	92.0	3.93
04/30/2017	LEIGHTON, CAROL	FRANKLIN INCOME A	0.00	27.36	0.00	27.36	92.0	25.17
04/30/2017	PETERSEN, RAYMOND	FRANKLIN INCOME A	0.00	1.36	0.00	1.36	92.0	1.25
04/30/2017	DUMBAULD, PATRICIA	FRANKLIN INCOME A	0.00	0.84	0.00	0.84	92.0	0.77
04/30/2017	STEPANEK TRUST, LEAH MAE	FRANKLIN INCOME A	0.00	6.44	0.00	6.44	92.0	5.92
04/30/2017	MILLER, WARREN	FRANKLIN MUTUAL FINANCIAL SERVICES	0.00	7.57	0.00	7.57	92.0	6.96
04/30/2017	ATKINSON, MARSHA	FRANKLIN MUTUAL FINANCIAL SERVICES	0.00	2.26	0.00	2.26	92.0	2.08
04/30/2017	BELL, BRAYDEN	FRANKLIN MUTUAL GLOBAL DISCOVERY A	0.00	5.22	0.00	5.22	92.0	4.80
04/30/2017	WEBB, STAN	FRANKLIN MUTUAL GLOBAL DISCOVERY A	0.00	3.23	0.00	3.23	92.0	2.97
04/30/2017	PETERSON, VICKIE	FRANKLIN MUTUAL SHARES A	0.00	6.09	0.00	6.09	92.0	5.60
04/30/2017	HIEGER, STEVEN	FRANKLIN MUTUAL SHARES A	0.00	6.84	0.00	6.84	92.0	6.29
04/30/2017	BRIMER JR, ALBERT	FRANKLIN MUTUAL SHARES A	0.00	7.79	0.00	7.79	92.0	7.17
04/30/2017	ATKINSON, MARSHA	FRANKLIN MUTUAL SHARES A	0.00	10.62	0.00	10.62	92.0	9.77
04/30/2017	VALANOS, ELENI	FRANKLIN MUTUAL SHARES A	0.00	3.62	0.00	3.62	92.0	3.33
04/30/2017	RHEA, JONNIE	FRANKLIN MUTUAL SHARES A	0.00	6.85	0.00	6.85	92.0	6.30
04/30/2017	LOZANO, RODOLFO	FRANKLIN MUTUAL SHARES A	0.00	6.24	0.00	6.24	92.0	5.74
04/30/2017	WEBB, STAN	FRANKLIN MUTUAL SHARES A	0.00	4.93	0.00	4.93	92.0	4.54
04/30/2017	ATKINSON, MARSHA	FRANKLIN MUTUAL SHARES A	0.00	6.01	0.00	6.01	92.0	5.53
04/30/2017	LEIGHTON, CAROL	FRANKLIN MUTUAL SHARES A	0.00	51.76	0.00	51.76	92.0	47.62
04/30/2017	WARRELL, MARK	FRANKLIN MUTUAL SHARES A	0.00	4.78	0.00	4.78	92.0	4.40
04/30/2017	PETERSEN, RAYMOND	FRANKLIN MUTUAL SHARES A	0.00	2.14	0.00	2.14	92.0	1.97
04/30/2017	RAYMER, RICHARD	FRANKLIN MUTUAL SHARES A	0.00	8.93	0.00	8.93	92.0	8.22
04/30/2017	BROWN, MARK	FRANKLIN MUTUAL SHARES A	0.00	0.93	0.00	0.93	92.0	0.86
04/30/2017	BROWN, MARK	FRANKLIN MUTUAL SHARES A	0.00	1.24	0.00	1.24	92.0	1.14
04/30/2017	MILLER, WARREN	FRANKLIN MUTUAL SHARES A	0.00	32.28	0.00	32.28	92.0	29.70
04/30/2017	PETERSEN, RAYMOND	FRANKLIN REAL RETURN A	0.00	1.49	0.00	1.49	92.0	1.37
04/30/2017	RHEA, JONNIE	FRANKLIN SMALL-MIDCAP GROWTH A	0.00	9.45	0.00	9.45	92.0	8.69
04/30/2017	MILLER, WARREN	FRANKLIN SMALL-MIDCAP GROWTH A	0.00	5.21	0.00	5.21	92.0	4.79
04/30/2017	BELL, BRAYDEN	FRANKLIN SMALL-MIDCAP GROWTH A	0.00	4.10	0.00	4.10	92.0	3.77
04/30/2017	HIEGER, STEVEN	FRANKLIN SMALL-MIDCAP GROWTH A	0.00	2.12	0.00	2.12	92.0	1.95

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<b><u>BROKER TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: MUTUAL FUNDS</u></b>								
04/30/2017	VALANOS, ELENI	FRANKLIN SMALL-MIDCAP GROWTH A	0.00	1.54	0.00	1.54	92.0	1.42
04/30/2017	PETERSON, VICKIE	FRANKLIN US GOVT SEC FUND A	0.00	0.97	0.00	0.97	92.0	0.89
04/30/2017	DUMBAULD, PATRICIA	FRANKLIN US GOVT SEC FUND A	0.00	0.83	0.00	0.83	92.0	0.76
04/30/2017	LAWRENCE POLICE	FRANKLIN UTILITIES A	0.00	45.96	0.00	45.96	92.0	42.28
04/30/2017	PACHANKIS, JOHANNE	FT FOUNDING FUNDS ALLOC A	0.00	1.12	0.00	1.12	92.0	1.03
04/30/2017	THOMAS, DAVID	FT FOUNDING FUNDS ALLOC A	0.00	1.94	0.00	1.94	92.0	1.78
04/30/2017	THOMAS, DAVID	FT FOUNDING FUNDS ALLOC A	0.00	8.55	0.00	8.55	92.0	7.87
04/30/2017	MILLER, WARREN	FT MUTUAL BEACON FUND A	0.00	6.42	0.00	6.42	92.0	5.91
04/30/2017	BELL, BRAYDEN	FT MUTUAL EUROPEAN FUND A	0.00	1.59	0.00	1.59	92.0	1.46
04/28/2017	NELSON, ARIKA	INVESCO VALUE OPP A	200.00	6.00	0.00	6.00	92.0	5.52
04/17/2017	HAMPTON, ANDRE	PIONEER BOND FUND A	75.00	3.00	0.00	3.00	92.0	2.76
04/30/2017	RAYMER, RICHARD	TEMPLETON CHINA WORLD FUND A	0.00	0.08	0.00	0.08	92.0	0.07
04/30/2017	MAIMER, MELISSA	TEMPLETON CHINA WORLD FUND A	0.00	0.17	0.00	0.17	92.0	0.16
04/30/2017	BRIMER JR, ALBERT	TEMPLETON DEVELOPING MKTS A	0.00	1.69	0.00	1.69	92.0	1.55
04/30/2017	RAYMER, RICHARD	TEMPLETON DEVELOPING MKTS A	0.00	0.06	0.00	0.06	92.0	0.06
04/30/2017	BAKER, CHARLES	TEMPLETON DEVELOPING MKTS A	0.00	0.08	0.00	0.08	92.0	0.07
04/30/2017	MILLER, WARREN	TEMPLETON DEVELOPING MKTS A	0.00	4.22	0.00	4.22	92.0	3.88
04/30/2017	BRIMER JR, ALBERT	TEMPLETON FOREIGN FUND A	0.00	10.57	0.00	10.57	92.0	9.72
04/30/2017	LEIGHTON, CAROL	TEMPLETON GLOBAL BOND A	0.00	4.93	0.00	4.93	92.0	4.54
04/30/2017	ATKINSON, MARSHA	TEMPLETON GLOBAL OPP A	0.00	1.80	0.00	1.80	92.0	1.66
04/30/2017	RAYMER, RICHARD	TEMPLETON GROWTH A	0.00	1.25	0.00	1.25	92.0	1.15
04/30/2017	BRIMER JR, ALBERT	TEMPLETON GROWTH A	0.00	8.64	0.00	8.64	92.0	7.95
04/30/2017	PETERSON, VICKIE	TEMPLETON GROWTH A	0.00	3.38	0.00	3.38	92.0	3.11
04/30/2017	HIEGER, STEVEN	TEMPLETON GROWTH A	0.00	3.49	0.00	3.49	92.0	3.21
04/30/2017	LAWRENCE POLICE	TEMPLETON GROWTH A	0.00	14.89	0.00	14.89	92.0	13.70
04/30/2017	VALANOS, ELENI	TEMPLETON GROWTH A	0.00	1.00	0.00	1.00	92.0	0.92
04/30/2017	BAKER, KRISTI	TEMPLETON GROWTH A	0.00	0.25	0.00	0.25	92.0	0.23
04/30/2017	ELMORE, DAVID	TEMPLETON GROWTH A	0.00	0.61	0.00	0.61	92.0	0.56
04/30/2017	LOZANO, RODOLFO	TEMPLETON GROWTH A	0.00	5.45	0.00	5.45	92.0	5.01
04/30/2017	WEBB, STAN	TEMPLETON GROWTH A	0.00	2.79	0.00	2.79	92.0	2.57
04/30/2017	LEIGHTON, CAROL	TEMPLETON GROWTH A	0.00	40.44	0.00	40.44	92.0	37.20
04/30/2017	WARRELL, MARK	TEMPLETON GROWTH A	0.00	4.20	0.00	4.20	92.0	3.86
04/30/2017	MILLER, WARREN	TEMPLETON GROWTH A	0.00	11.36	0.00	11.36	92.0	10.45

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DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<b><u>BROKER TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: MUTUAL FUNDS</u></b>								
04/30/2017	SMITH, PHILLIP	TEMPLETON GROWTH A	0.00	5.89	0.00	5.89	92.0	5.42
04/30/2017	VALANOS, ELENI	TEMPLETON GROWTH A	0.00	0.75	0.00	0.75	92.0	0.69
04/30/2017	NORTHRUP, DANIEL	TEMPLETON WORLD A	0.00	94.71	0.00	94.71	92.0	87.13
04/30/2017	NORTHROP, PATRICIA	TEMPLETON WORLD A	0.00	34.89	0.00	34.89	92.0	32.10
04/30/2017	NORTHRUP, DANIEL	TEMPLETON WORLD A	0.00	29.32	0.00	29.32	92.0	26.97
04/30/2017	NORTHRUP, DANIEL	TEMPLETON WORLD A	0.00	41.34	0.00	41.34	92.0	38.03
04/30/2017	BELL, BRAYDEN	TEMPLETON WORLD A	0.00	0.70	0.00	0.70	92.0	0.64
05/05/2017	MCADAM, JEANNETTE	TRANSAMERICA AA MOD GROWTH A	300.00	8.25	0.00	8.25	92.0	7.59
* MUTUAL FUNDS SUBTOTAL *			\$1,975.00	\$1,236.89	\$0.00	\$1,236.89		\$1,137.90
<b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b>								
04/30/2017	SCHMIDT, SYLVIA	ING RELIASTAR	300.00	12.00	0.00	12.00	92.0	11.04
04/30/2017	SCHMITT, SUSAN	ING RELIASTAR	200.00	8.00	0.00	8.00	92.0	7.36
04/30/2017	SPRAGUE, KRISTY	JNL ELITE ACCESS	29,656.49	6.18	0.00	6.18	92.0	5.69
04/30/2017	BAZIL, RALPH	JNL ELITE ACCESS	54,610.36	11.38	0.00	11.38	92.0	10.47
04/30/2017	CLEARY, MICHAEL	JNL ELITE ACCESS	60,556.37	12.62	0.00	12.62	92.0	11.61
04/30/2017	ARVANITIS, MICHELLE	JNL PERSPECTIVE II 05/05	25,205.88	21.00	0.00	21.00	92.0	19.32
04/30/2017	STOCKHAM, THOMAS	JNL PERSPECTIVE II 05/05	24,296.70	10.12	0.00	10.12	92.0	9.31
04/30/2017	KELLEY, JAMES	JNL PERSPECTIVE II 05/05	198,767.25	82.82	0.00	82.82	92.0	76.19
04/30/2017	CARPENTER JR, ROBERT	JNL PERSPECTIVE II 05/05	38,703.57	16.13	0.00	16.13	92.0	14.84
04/30/2017	HOFFMAN, FRANCIS	JNL PERSPECTIVE II 05/05	124,376.36	51.82	0.00	51.82	92.0	47.67
04/30/2017	EVERETT, TRAVIS	JNL PERSPECTIVE II 05/05	99,879.45	41.62	0.00	41.62	92.0	38.29
04/30/2017	BRIMER JR, ALBERT	JNL PERSPECTIVE II 05/05	71,405.00	29.75	0.00	29.75	92.0	27.37
04/30/2017	GREENING, CHRISTOPHER	JNL PERSPECTIVE II 05/05	52,282.95	21.78	0.00	21.78	92.0	20.04
04/30/2017	RHEA, JONNIE	JNL PERSPECTIVE II 05/05	77,195.17	32.16	0.00	32.16	92.0	29.59
04/30/2017	PRACHT, MARK	JNL PERSPECTIVE II 05/05	115,700.05	48.21	0.00	48.21	92.0	44.35
04/30/2017	ENGEL, CALVIN	JNL PERSPECTIVE II 05/05	154,326.39	64.30	0.00	64.30	92.0	59.16
04/30/2017	HESSE, RICHARD	JNL PERSPECTIVE II 05/05	45,593.98	19.00	0.00	19.00	92.0	17.48
04/30/2017	BROWN, MARY	JNL PERSPECTIVE L	18,102.42	19.61	0.00	19.61	92.0	18.04
04/30/2017	CRANE, BEVERLY	JNL PERSPECTIVE L	151,537.28	164.17	0.00	164.17	92.0	151.04
04/30/2017	DANDURAND, BEVERLY	JNL PERSPECTIVE L	153,410.17	166.19	0.00	166.19	92.0	152.89
04/30/2017	ROBINSON, DENNIS	JOHN HANCOCK VANTAGE	69,718.16	14.52	0.00	14.52	92.0	13.36
04/30/2017	KENNEDY, ROBERT	JOHN HANCOCK VENTURE	32,899.27	20.56	0.00	20.56	92.0	18.92
04/30/2017	HEARD, DAVID	JOHN HANCOCK VENTURE	13,594.16	8.50	0.00	8.50	92.0	7.82

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<b><u>BROKER TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b>								
04/30/2017	HEIMERMAN, JANET	JOHN HANCOCK VENTURE 2006	38,624.30	8.05	0.00	8.05	92.0	7.41
04/30/2017	ROBINSON, DENNIS	JOHN HANCOCK VENTURE III	115,748.03	96.46	0.00	96.46	92.0	88.74
05/01/2017	STECKLINE, REBECCA	OHIO NATL ONCORE LITE	68,332.67	170.83	0.00	170.83	92.0	157.16
05/01/2017	STECKLINE, GREGORY	OHIO NATL ONCORE LITE	64,158.46	160.40	0.00	160.40	92.0	147.57
04/27/2017	ROBINSON, VIRGINIA	SBL ADVISOR PROGRAM	60,265.01	12.56	0.00	12.56	92.0	11.56
04/27/2017	CRANE, JEANNE	SBL ADVISOR PROGRAM	251.60	0.17	0.00	0.17	92.0	0.16
04/27/2017	BROWN, MARSHALL	SBL ADVISOR PROGRAM	5,341.00	3.56	0.00	3.56	92.0	3.28
04/27/2017	BLUMENTHAL, JAY	SBL ADVISOR PROGRAM	42,283.64	28.19	0.00	28.19	92.0	25.93
04/27/2017	PERICA, NICK	SBL ADVISOR PROGRAM	20,374.00	13.58	0.00	13.58	92.0	12.49
04/27/2017	PERICA, NICK	SBL ADVISOR PROGRAM	20,640.00	4.30	0.00	4.30	92.0	3.96
04/27/2017	PRATT, DAN	SBL ADVISOR PROGRAM	72,406.18	48.28	0.00	48.28	92.0	44.42
04/27/2017	PRATT, DAN	SBL ADVISOR PROGRAM	9,582.98	6.39	0.00	6.39	92.0	5.88
04/27/2017	WILSON, MICHAEL	SBL ADVISOR PROGRAM	13,905.00	2.90	0.00	2.90	92.0	2.67
04/27/2017	SCOTT, MELANIE	SBL ADVISOR PROGRAM	36,663.38	24.44	0.00	24.44	92.0	22.48
04/27/2017	KIMBROUGH, MICHAEL	SBL ADVISOR PROGRAM	25,376.94	16.92	0.00	16.92	92.0	15.57
04/27/2017	GAMMON, RICHARD	SBL ADVISOR PROGRAM	7,296.00	4.86	0.00	4.86	92.0	4.47
04/27/2017	SPARTAN, STEPHEN	SBL ADVISOR PROGRAM	17,166.00	11.44	0.00	11.44	92.0	10.52
04/27/2017	HUGGINS, LINDA	SBL ADVISOR PROGRAM	6,282.00	4.19	0.00	4.19	92.0	3.85
04/27/2017	GREENFIELD, CHARLES	SBL ADVISOR PROGRAM	42.00	0.03	0.00	0.03	92.0	0.03
04/27/2017	CHENNAULT, WILLIAM	SBL ADVISOR PROGRAM	11,663.83	7.78	0.00	7.78	92.0	7.16
04/27/2017	ALEXANDER, DEBORAH	SBL ADVISOR PROGRAM	1,215.00	0.81	0.00	0.81	92.0	0.75
04/27/2017	SCHILLING, BARBARA	SBL ADVISOR PROGRAM	12,618.00	8.41	0.00	8.41	92.0	7.74
04/27/2017	ROBINSON, ROSALEE	SBL ADVISOR PROGRAM	5,136.00	3.42	0.00	3.42	92.0	3.15
04/27/2017	SMITH, MAURICE	SBL ADVISOR PROGRAM	64.37	0.04	0.00	0.04	92.0	0.04
04/27/2017	HAYNES, VICKIE	SBL ADVISOR PROGRAM	10,994.00	7.33	0.00	7.33	92.0	6.74
04/27/2017	SANCHEZ, RICHARD	SBL ADVISOR PROGRAM	34,790.74	23.20	0.00	23.20	92.0	21.34
04/27/2017	SANCHEZ, RICHARD	SBL ADVISOR PROGRAM	7,943.10	5.30	0.00	5.30	92.0	4.88
04/27/2017	LEIGHTON, CAROL	SBL ADVISOR PROGRAM	12,916.07	8.61	0.00	8.61	92.0	7.92
04/27/2017	NOVAK, JAY	SBL ADVISOR PROGRAM	42,100.56	28.07	0.00	28.07	92.0	25.82
04/27/2017	LAHMANN, CYNTHIA	SBL ADVISOR PROGRAM	51,893.45	34.60	0.00	34.60	92.0	31.83
04/27/2017	WOLF, LORRAINE	SBL ADVISOR PROGRAM	4,761.75	3.17	0.00	3.17	92.0	2.92
04/27/2017	HILL, MICHAEL	SBL ADVISOR PROGRAM	14,125.86	9.42	0.00	9.42	92.0	8.67
04/27/2017	MOREHOUSE, MARIA	SBL ADVISOR PROGRAM	5,247.64	3.50	0.00	3.50	92.0	3.22

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<b><u>BROKER TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b>								
04/27/2017	LAHMANN, JAMES	SBL ADVISOR PROGRAM	40,397.00	33.66	0.00	33.66	92.0	30.97
04/27/2017	NEFF, SHERRILL	SBL ADVISOR PROGRAM	35,744.12	23.83	0.00	23.83	92.0	21.92
04/27/2017	NEFF, SHERRILL	SBL ADVISOR PROGRAM	23,930.00	15.95	0.00	15.95	92.0	14.67
04/27/2017	CHASTAIN, ANDREA	SBL ADVISOR PROGRAM	53,811.95	35.87	0.00	35.87	92.0	33.00
04/27/2017	JOHNSON, JUDY	SBL ADVISOR PROGRAM	56,287.85	37.53	0.00	37.53	92.0	34.53
04/27/2017	LEONARD, ROBERT	SBL ADVISOR PROGRAM	6,168.00	4.11	0.00	4.11	92.0	3.78
04/27/2017	DARR, YVONNE	SBL ADVISOR PROGRAM	24,514.94	16.34	0.00	16.34	92.0	15.03
04/27/2017	TUNG, CHAN	SBL ADVISOR PROGRAM	15,805.00	10.54	0.00	10.54	92.0	9.70
04/27/2017	COOPER, KATHERINE	SBL ADVISOR PROGRAM	7,357.00	4.90	0.00	4.90	92.0	4.51
04/27/2017	DAVIS, JOANNE	SBL ADVISOR PROGRAM	8,290.00	5.53	0.00	5.53	92.0	5.09
04/27/2017	YEAZEL, JOHN	SBL ADVISOR PROGRAM	59,064.03	39.38	0.00	39.38	92.0	36.23
04/27/2017	SAUNDERS, TONI	SBL ADVISOR PROGRAM	3,344.00	2.23	0.00	2.23	92.0	2.05
04/27/2017	POWELL, MATTHEW	SBL ADVISOR PROGRAM	30,552.43	20.37	0.00	20.37	92.0	18.74
04/27/2017	MCDOWELL, DENISE	SBL ADVISOR PROGRAM	47,232.46	31.49	0.00	31.49	92.0	28.97
04/27/2017	SUTTON, LINDA	SBL ADVISOR PROGRAM	2,432.68	1.62	0.00	1.62	92.0	1.49
04/27/2017	BENNETT, CARA	SBL SECUREDESIGNS VA	10,922.55	2.28	0.00	2.28	92.0	2.10
04/27/2017	DUFFENDACK, PAULA	SBL SECUREDESIGNS VA	23,026.15	8.64	0.00	8.64	92.0	7.95
04/27/2017	MCADAM, DANIEL	SBL SECUREDESIGNS VA	93,098.18	19.36	0.00	19.36	92.0	17.81
04/27/2017	RHEA, JONNIE	SBL SECUREDESIGNS VA	95,800.03	19.93	0.00	19.93	92.0	18.34
05/02/2017	WINN, VALDENIA	SBL VARIFLEX VA	150.00	7.50	0.00	7.50	92.0	6.90
05/02/2017	BENNETT, TERESA	SBL VARIFLEX VA	40.00	2.00	0.00	2.00	92.0	1.84
04/03/2017	OTTAWAY, SANDRA	TRANSAMERICA FREEDOM	1,736.92	1.45	0.00	1.45	92.0	1.33
04/04/2017	OTTAWAY, SANDRA	TRANSAMERICA FREEDOM	6,280.33	5.23	0.00	5.23	92.0	4.81
04/24/2017	HOSS, JODENE	TRANSAMERICA PRINCIPIUM	258,602.77	107.75	0.00	107.75	92.0	99.13
<b>* VARIABLE ANNUITIES SUBTOTAL *</b>			<b>\$3,357,115.38</b>	<b>\$2,101.14</b>	<b>\$0.00</b>	<b>\$2,101.14</b>		<b>\$1,933.07</b>
<b><u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u></b>								
05/06/2017	BROWN, LARRY	FIDELITY ADVISOR TRAILS	0.00	0.69	0.00	0.69	92.0	0.63
<b>* MUTUAL FUND 12B1 TRAILS SUBTOTAL *</b>			<b>\$0.00</b>	<b>\$0.69</b>	<b>\$0.00</b>	<b>\$0.69</b>		<b>\$0.63</b>
<b><u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u></b>								
04/30/2017	SCHMIDT, ALAN	ING RELIASTAR	0.00	7.36	0.00	7.36	92.0	6.77
04/30/2017	SCHMIDT, SYLVIA	ING RELIASTAR	0.00	7.89	0.00	7.89	92.0	7.26
04/30/2017	SCHMITT, SUSAN	ING RELIASTAR	0.00	5.21	0.00	5.21	92.0	4.79

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DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<b><u>ADJUSTMENTS</u></b>								
		* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *	\$0.00	\$20.46	\$0.00	\$20.46		\$18.82
		*** BROKER TRANSACTIONS TOTAL ***	\$3,359,090.38	\$3,359.18	\$0.00	\$3,359.18		\$3,090.42

<b><u>ADJUSTMENTS</u></b>								
05/15/2017		*E & O INSURANCE: CURRENT MONTH INS	0.00					-300.00
05/15/2017		*MARKETING LIBRARY: MARKETING LIBRA	0.00					-20.00
05/15/2017		*TECH: ADMIN: WILLIAMSON	0.00					-100.00
05/15/2017		*TECHNOLOGY: CURRENT MONTH TECH	0.00					-275.00
		*** ADJUSTMENTS TOTAL ***	\$0.00	\$0.00	\$0.00	\$0.00		\$-695.00

<b><u>BROKER COMMISSION TOTALS</u></b>	
Broker Transactions	\$3,090.42
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$-695.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Check Amount	\$2,395.42
Year-to-date Gross	\$29,925.64
Year-to-date Earnings	\$27,510.78

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