

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

MARK-S141 REG SMITH

BROKER #: S141

BRANCH: WOODS FINANCIAL

, MI

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<b><u>DIRECT TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: MUTUAL FUNDS</u></b>								
01/02/2018	JOHNSON, FRANKLIN	AM FUNDS AMCAP A	50.00	2.50	0.00	2.50	48.0	1.20
01/02/2018	BONGIORNO, VALERIE	AM FUNDS AMCAP A	50.00	2.50	0.00	2.50	48.0	1.20
12/11/2017	BOWLAND, BOBBY	AM FUNDS AMERICAN MUTUAL A	0.00	4.06	0.00	4.06	48.0	1.95
01/02/2018	JOHNSON, FRANKLIN	AM FUNDS AMERICAN MUTUAL A	50.00	2.50	0.00	2.50	48.0	1.20
12/11/2017	CHAPMAN, KENNETH	AM FUNDS BOND FUND OF AMERICA A	0.00	0.08	0.00	0.08	48.0	0.04
12/11/2017	CHAPMAN, TERRYALIN	AM FUNDS BOND FUND OF AMERICA A	0.00	0.08	0.00	0.08	48.0	0.04
12/11/2017	BOWLAND, BOBBY	AM FUNDS CAPITAL INCOME BUILDER A	0.00	6.37	0.00	6.37	48.0	3.06
01/02/2018	BONGIORNO, VALERIE	AM FUNDS CAPITAL INCOME BUILDER A	50.00	2.50	0.00	2.50	48.0	1.20
12/11/2017	BOWLAND, BOBBY	AM FUNDS CAPITAL WORLD GRTH & INC A	0.00	3.62	0.00	3.62	48.0	1.74
12/11/2017	WITKOWSKI, CHET	AM FUNDS CAPITAL WORLD GRTH & INC A	0.00	0.45	0.00	0.45	48.0	0.22
01/02/2018	BONGIORNO, VALERIE	AM FUNDS CAPITAL WORLD GRTH & INC A	50.00	2.50	0.00	2.50	48.0	1.20
01/02/2018	JOHNSON, FRANKLIN	AM FUNDS EUROPACIFIC GROWTH FUND A	50.00	2.50	0.00	2.50	48.0	1.20
12/11/2017	BRIDGES, JANIS	AM FUNDS FUNDAMENTAL INVESTORS A	0.00	1.59	0.00	1.59	48.0	0.76
01/02/2018	JOHNSON, FRANKLIN	AM FUNDS FUNDAMENTAL INVESTORS A	50.00	2.50	0.00	2.50	48.0	1.20
12/11/2017	WITKOWSKI, CHET	AM FUNDS GROWTH FUND OF AMERICA A	0.00	0.44	0.00	0.44	48.0	0.21
01/02/2018	JOHNSON, FRANKLIN	AM FUNDS GROWTH FUND OF AMERICA A	50.00	2.50	0.00	2.50	48.0	1.20
01/02/2018	BONGIORNO, VALERIE	AM FUNDS GROWTH FUND OF AMERICA A	50.00	2.50	0.00	2.50	48.0	1.20
12/11/2017	BOWLAND, BOBBY	AM FUNDS ICA A	0.00	3.95	0.00	3.95	48.0	1.90
12/11/2017	WITKOWSKI, CHET	AM FUNDS ICA A	0.00	0.44	0.00	0.44	48.0	0.21
12/11/2017	CHAPMAN, KENNETH	AM FUNDS INCOME FUND OF AMERICA A	0.00	0.15	0.00	0.15	48.0	0.07
12/11/2017	CHAPMAN, TERRYALIN	AM FUNDS INCOME FUND OF AMERICA A	0.00	0.15	0.00	0.15	48.0	0.07
12/11/2017	BRIDGES, JANIS	AM FUNDS INCOME FUND OF AMERICA A	0.00	2.07	0.00	2.07	48.0	0.99
12/11/2017	BOWLAND, BOBBY	AM FUNDS INCOME FUND OF AMERICA A	0.00	3.37	0.00	3.37	48.0	1.62
12/11/2017	WITKOWSKI, CHET	AM FUNDS INCOME FUND OF AMERICA A	0.00	0.43	0.00	0.43	48.0	0.21
12/11/2017	CHAPMAN, KENNETH	AM FUNDS INTERMEDIATE BOND FUND OF	0.00	0.07	0.00	0.07	48.0	0.03
12/11/2017	CHAPMAN, TERRYALIN	AM FUNDS INTERMEDIATE BOND FUND OF	0.00	0.07	0.00	0.07	48.0	0.03

NOTES: \* - Indicates adjustment is not included in 1099 Earnings

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^Date - Split Trade - full Investment Amount &amp; Gross Commission displayed

DATE	CLIENT	INVESTMENT	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
<b><u>DIRECT TRANSACTIONS</u></b>								
<b><u>PRODUCT CATEGORY: MUTUAL FUNDS</u></b>								
12/11/2017	CHAPMAN, KENNETH	AM FUNDS NEW PERSPECTIVE A	0.00	0.21	0.00	0.21	48.0	0.10
12/11/2017	CHAPMAN, TERRYALIN	AM FUNDS NEW PERSPECTIVE A	0.00	0.21	0.00	0.21	48.0	0.10
12/11/2017	WARD, SHERRY	OPPENHEIMER MAIN STREET OPP A	0.00	0.75	0.00	0.75	48.0	0.36
12/11/2017	NICODIN, EARL	PUTNAM INVESTORS A	0.00	0.88	0.00	0.88	48.0	0.42
<b>* MUTUAL FUNDS SUBTOTAL *</b>			<b>\$450.00</b>	<b>\$51.94</b>	<b>\$0.00</b>	<b>\$51.94</b>		<b>\$24.93</b>
<b><u>PRODUCT CATEGORY: STOCKS</u></b>								
12/11/2017	CORLEY, WILBUR	PREFERRED APT CMNTYS INC COM	12,651.03	100.00	22.00	78.00	48.0	37.44
12/21/2017	MCCORMICK, DEBORAH	PREFERRED APT CMNTYS INC COM	8,135.36	100.00	22.00	78.00	48.0	37.44
<b>* STOCKS SUBTOTAL *</b>			<b>\$20,786.39</b>	<b>\$200.00</b>	<b>\$44.00</b>	<b>\$156.00</b>		<b>\$74.88</b>
<b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b>								
01/03/2018	WILSON & JO ANN, WOODROW	AM GEN POLARIS PLATINUM III	203,844.43	12,740.28	0.00	12,740.28	48.0	6,115.33
12/29/2017	WU, PEILI	AXA 00246Q312	121,113.64	302.78	0.00	302.78	48.0	145.33
12/29/2017	WALRAVEN, VIRGINIA	AXA ACCUM 07 ELITE (RO IRA)	16,003.31	40.01	0.00	40.01	48.0	19.20
12/29/2017	BLEULER, SHIRLEY	AXA ACCUM 07 ELITE (RO IRA)	28,587.12	71.47	0.00	71.47	48.0	34.31
12/29/2017	GODWIN, SANDRA	HARTFORD PHCM V	15,414.78	15.41	0.00	15.41	48.0	7.40
12/31/2017	BRIDGES, JANIS	JNL ELITE ACCESS	106,983.92	89.15	0.00	89.15	48.0	42.79
12/31/2017	RHODES, VIRGINIA	JNL ELITE ACCESS	77,893.04	16.23	0.00	16.23	48.0	7.79
12/31/2017	CROWTHER, JOHN	JNL ELITE ACCESS	60,190.58	12.54	0.00	12.54	48.0	6.02
12/31/2017	NOBLES, VERLIE	JNL PERSPECTIVE L	31,751.38	34.40	0.00	34.40	48.0	16.51
12/31/2017	REEDER, WESLEY	JNL PERSPECTIVE L	18,415.51	19.95	0.00	19.95	48.0	9.58
12/31/2017	SPURGIN, BRENT	JNL PERSPECTIVE L	38,395.73	41.60	0.00	41.60	48.0	19.97
12/31/2017	WHISTLER, ROBERT M & LIND	JNL PERSPECTIVE L	53,789.55	44.82	0.00	44.82	48.0	21.51
12/31/2017	WHISTLER, ROBERT M & LIND	JNL PERSPECTIVE L	37,033.29	40.12	0.00	40.12	48.0	19.26
12/31/2017	WALLACE, DEBORREH	JNL PERSPECTIVE L	86,626.41	72.19	0.00	72.19	48.0	34.65
12/31/2017	NOBLES, VERLIE	JOHN HANCOCK VENTURE III	30,788.91	25.66	0.00	25.66	48.0	12.32
12/31/2017	WISE, LUCILE	LINCOLN BENEFIT LIFE	0.00	238.70	0.00	238.70	48.0	114.58
12/30/2017	GILMOR, JULIE	NATIONWIDE DESTINATION LS 96	52,446.41	131.12	0.00	131.12	48.0	62.94
12/31/2017	JEFFERS, LARRY	PRU AS APEX II	120,512.02	301.28	0.00	301.28	48.0	144.61
12/31/2017	JEFFERS, LARRY	PRU AS APEX II	120,512.02	75.32	0.00	75.32	48.0	36.15
12/28/2017	BURNS, ANNE	SEC BEN 814121158	38,045.08	31.69	0.00	31.69	48.0	15.21
<b>* VARIABLE ANNUITIES SUBTOTAL *</b>			<b>\$1,258,347.13</b>	<b>\$14,344.72</b>	<b>\$0.00</b>	<b>\$14,344.72</b>		<b>\$6,885.46</b>

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<b><u>DIRECT TRANSACTIONS</u></b>								
<b>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</b>								
/ /	ORR, RICHARD	OPPENHEIMER GLOBAL STRATEGIC INC A	0.00	5.33	0.00	5.33	48.0	2.56
<b>* MUTUAL FUND 12B1 TRAILS SUBTOTAL *</b>			<b>\$0.00</b>	<b>\$5.33</b>	<b>\$0.00</b>	<b>\$5.33</b>		<b>\$2.56</b>
<b>*** DIRECT TRANSACTIONS TOTAL ***</b>			<b>\$1,279,583.52</b>	<b>\$14,601.99</b>	<b>\$44.00</b>	<b>\$14,557.99</b>		<b>\$6,987.83</b>

**ADJUSTMENTS**

01/15/2018	*AI INSIGHT: AI INSIGHT - CURRENT M	0.00						-7.00
01/15/2018	*EO INS: CURRENT MONTH INS	0.00						-300.00
01/15/2018	*LASER APP: LASER APP - CURRENT MON	0.00						-18.00
01/15/2018	*RBC: RBC CURRENT MONTH	0.00						-25.00
01/15/2018	*RBC: WRITE OFF 7A503117-RHODES	0.00						-75.00
01/15/2018	*TECHNOLOGY: ADMIN - D INMAN	0.00						-130.00
01/15/2018	*TECHNOLOGY: CURRENT MONTH - BASIC	0.00						-180.00
<b>*** ADJUSTMENTS TOTAL ***</b>			<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>		<b>\$-735.00</b>

**BROKER COMMISSION TOTALS**

Broker Transactions	\$6,987.83
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$-735.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$14.28
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

<b>Check Amount</b>	<b>\$6,267.11</b>
<b>Year-to-date Gross</b>	<b>\$14,601.99</b>
<b>Year-to-date Earnings</b>	<b>\$6,987.83</b>

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