

COMMISSION STATEMENT

October 15, 2018

 DAN FENCL-D022
 422 Main Street

 BROKER #: D022
 BRANCH: DMG

Cedar Falls, IA 50613

COMMISSION STATEMENT for DAN FENCL-D022

TRADE DATE	CLIENT	INVESTMENT	B/S	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION
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DIRECT TRANSACTIONS
PRODUCT CATEGORY: MUTUAL FUNDS

09/21/2018 (None)	VARIOUS, FENCL	MF	JOHN HANCOCK MUTUAL FUND	B	0.00	2.52	0.00	2.52	85.0	2.14
09/24/2018 (None)	MILLER, TRE	MF	PRINCIPAL	B	25.00	1.19	0.00	1.19	85.0	1.01
09/27/2018 (None)	VARIOUS, FENCL	MF	JOHN HANCOCK MUTUAL FUND	B	0.00	11.32	0.00	11.32	85.0	9.62
09/21/2018 08000171946	CONRAD, JOHN	MF	LORD ABBETT MULTI-ASSET GROWTH	B	115.00	1.15	0.00	1.15	85.0	0.98
09/21/2018 08000171946	CONRAD, JOHN	MF	LORD ABBETT MULTI-ASSET GROWTH	B	69.00	0.69	0.00	0.69	85.0	0.59
10/05/2018 08000171946	CONRAD, JOHN	MF	LORD ABBETT MULTI-ASSET GROWTH	B	115.00	1.15	0.00	1.15	85.0	0.98
10/05/2018 08000171946	CONRAD, JOHN	MF	LORD ABBETT MULTI-ASSET GROWTH	B	69.00	0.69	0.00	0.69	85.0	0.59
09/21/2018 08000171948	CONRAD, JOANNE	MF	LORD ABBETT MULTI-ASSET GROWTH	B	18.12	0.18	0.00	0.18	85.0	0.15
09/21/2018 08000171948	CONRAD, JOANNE	MF	LORD ABBETT MULTI-ASSET GROWTH	B	10.87	0.11	0.00	0.11	85.0	0.09
09/21/2018 08000171948	CONRAD, JOANNE	MF	MULTI-ASSET BALANCED	B	18.13	0.18	0.00	0.18	85.0	0.15
09/21/2018 08000171948	CONRAD, JOANNE	MF	MULTI-ASSET BALANCED	B	10.88	0.11	0.00	0.11	85.0	0.09
10/05/2018 08000171948	CONRAD, JOANNE	MF	LORD ABBETT MULTI-ASSET GROWTH	B	18.12	0.18	0.00	0.18	85.0	0.15
10/05/2018 08000171948	CONRAD, JOANNE	MF	LORD ABBETT MULTI-ASSET GROWTH	B	10.87	0.11	0.00	0.11	85.0	0.09
10/05/2018 08000171948	CONRAD, JOANNE	MF	MULTI-ASSET BALANCED	B	18.13	0.18	0.00	0.18	85.0	0.15
10/05/2018 08000171948	CONRAD, JOANNE	MF	MULTI-ASSET BALANCED	B	10.88	0.11	0.00	0.11	85.0	0.09
09/21/2018 08000209585	PATTERSON,	MF	LORD ABBETT MULTI-ASSET GROWTH	B	92.04	0.92	0.00	0.92	85.0	0.78
09/21/2018 08000209585	PATTERSON,	MF	LORD ABBETT MULTI-ASSET GROWTH	B	55.22	0.55	0.00	0.55	85.0	0.47
10/05/2018 08000209585	PATTERSON,	MF	LORD ABBETT MULTI-ASSET GROWTH	B	87.41	0.87	0.00	0.87	85.0	0.74
10/05/2018 08000209585	PATTERSON,	MF	LORD ABBETT MULTI-ASSET GROWTH	B	52.45	0.52	0.00	0.52	85.0	0.44
09/21/2018 08000211741	BUCK, ANDREW	MF	LORD ABBETT MULTI-ASSET GROWTH	B	144.46	1.44	0.00	1.44	85.0	1.22
09/21/2018 08000211741	BUCK, ANDREW	MF	LORD ABBETT MULTI-ASSET GROWTH	B	108.35	1.08	0.00	1.08	85.0	0.92
10/05/2018 08000211741	BUCK, ANDREW	MF	LORD ABBETT MULTI-ASSET GROWTH	B	121.86	1.22	0.00	1.22	85.0	1.04
10/05/2018 08000211741	BUCK, ANDREW	MF	LORD ABBETT MULTI-ASSET GROWTH	B	91.40	0.91	0.00	0.91	85.0	0.77
09/21/2018 08000213723	COVER, KEVIN	MF	LORD ABBETT MULTI-ASSET GROWTH	B	88.12	0.88	0.00	0.88	85.0	0.75
09/21/2018 08000213723	COVER, KEVIN	MF	LORD ABBETT MULTI-ASSET GROWTH	B	44.06	0.44	0.00	0.44	85.0	0.37
10/05/2018 08000213723	COVER, KEVIN	MF	LORD ABBETT MULTI-ASSET GROWTH	B	83.09	0.83	0.00	0.83	85.0	0.71
10/05/2018 08000213723	COVER, KEVIN	MF	LORD ABBETT MULTI-ASSET GROWTH	B	41.55	0.42	0.00	0.42	85.0	0.36
09/21/2018 08000215625	SIMON, RUSSELL	MF	LORD ABBETT MULTI-ASSET GROWTH	B	191.23	1.91	0.00	1.91	85.0	1.62
09/21/2018 08000215625	SIMON, RUSSELL	MF	LORD ABBETT MULTI-ASSET GROWTH	B	57.37	0.57	0.00	0.57	85.0	0.48
10/05/2018 08000215625	SIMON, RUSSELL	MF	LORD ABBETT MULTI-ASSET GROWTH	B	197.58	1.98	0.00	1.98	85.0	1.68
10/05/2018 08000215625	SIMON, RUSSELL	MF	LORD ABBETT MULTI-ASSET GROWTH	B	59.27	0.59	0.00	0.59	85.0	0.50

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09/21/2018 08000217841	MARQUEZ, JONNY	MF LORD ABBETT MULTI-ASSET GROWTH	B	49.47	0.49	0.00	0.49	85.0	0.42
09/21/2018 08000217841	MARQUEZ, JONNY	MF LORD ABBETT MULTI-ASSET GROWTH	B	49.47	0.49	0.00	0.49	85.0	0.42
10/05/2018 08000217841	MARQUEZ, JONNY	MF LORD ABBETT MULTI-ASSET GROWTH	B	41.13	0.41	0.00	0.41	85.0	0.35
10/05/2018 08000217841	MARQUEZ, JONNY	MF LORD ABBETT MULTI-ASSET GROWTH	B	41.13	0.41	0.00	0.41	85.0	0.35
09/21/2018 08000219581	MOFFETT, AARON	MF LORD ABBETT MULTI-ASSET GROWTH	B	103.41	1.03	0.00	1.03	85.0	0.88
09/21/2018 08000219581	MOFFETT, AARON	MF LORD ABBETT MULTI-ASSET GROWTH	B	44.32	0.44	0.00	0.44	85.0	0.37
10/05/2018 08000219581	MOFFETT, AARON	MF LORD ABBETT MULTI-ASSET GROWTH	B	113.86	1.14	0.00	1.14	85.0	0.97
10/05/2018 08000219581	MOFFETT, AARON	MF LORD ABBETT MULTI-ASSET GROWTH	B	48.80	0.49	0.00	0.49	85.0	0.42
* MUTUAL FUNDS SUBTOTAL *				\$2,516.05	\$39.90	\$0.00	\$39.90		\$33.90

PRODUCT CATEGORY: VARIABLE ANNUITIES

09/30/2018 009044607A	BURMAN, HOWARD	VA PERSPECTIVE	B	11,400.10	9.50	0.00	9.50	85.0	8.08
09/30/2018 1009150001	LAMPE, KAREN	VA PERSPECTIVE L	B	121,272.41	131.38	0.00	131.38	85.0	111.67
09/30/2018 1009405336	HEIRES, ALAN	VA PERSPECTIVE L	B	13,678.74	14.82	0.00	14.82	85.0	12.60
09/30/2018 1009412669	STEPHENS, CHERYL	VA PERSPECTIVE L	B	35,220.55	38.16	0.00	38.16	85.0	32.44
09/30/2018 1009442347	NAPIER, JOHN	VA PERSPECTIVE L	B	14,469.09	15.67	0.00	15.67	85.0	13.32
09/30/2018 1009561753	DES JARLAIS, TERRY	VA PERSPECTIVE L	B	106,755.74	88.96	0.00	88.96	85.0	75.62
09/30/2018 1009561753	DES JARLAIS, TERRY	VA PERSPECTIVE L	B	86,657.77	93.88	0.00	93.88	85.0	79.80
09/30/2018 1009604118	DUNHAM, ARTHUR	VA PERSPECTIVE L	B	95,033.26	102.95	0.00	102.95	85.0	87.51
09/30/2018 1009660573	STORJOHANN, HAROLD	VA PERSPECTIVE L	B	8,024.57	6.69	0.00	6.69	85.0	5.69
09/30/2018 1009660573	STORJOHANN, HAROLD	VA PERSPECTIVE L	B	8,559.20	9.27	0.00	9.27	85.0	7.88
09/30/2018 1009698791	LAUVER, KEVIN	VA PERSPECTIVE L	B	36,757.91	39.82	0.00	39.82	85.0	33.85
09/30/2018 1010047648	GRIMM, GREIG	VA PERSP L 08/11	B	38,908.73	32.42	0.00	32.42	85.0	27.56
09/30/2018 1010047737	GRIMM, GREIG	VA PERSP L 08/11	B	117,561.15	97.97	0.00	97.97	85.0	83.27
09/30/2018 1010072391	FENCL, DAVID	VA PERSP L 08/11	B	230,081.53	191.73	0.00	191.73	85.0	162.97
09/30/2018 1010085205	PAISLEY, RUTH	VA PERSP L 08/11	B	101,624.74	84.69	0.00	84.69	85.0	71.99
09/30/2018 1010151046	STORJOHANN, HAROLD	VA PERSP L 08/11	B	28,195.03	23.50	0.00	23.50	85.0	19.98
09/30/2018 1010172710	DRENNER, MARTHA	VA PERSP L 08/11	B	145,082.83	120.90	0.00	120.90	85.0	102.77
09/30/2018 1010832922	FENCL, ROBERT	VA PERSP L 08/11	B	91,803.59	76.50	0.00	76.50	85.0	65.03
09/30/2018 1010954688	BAILEY, JAMES	VA PERSP L 08/11	B	111,013.01	129.52	0.00	129.52	85.0	110.09
09/30/2018 1011040396	DRENNER, WILLIAM	VA PERSP L 08/11	B	126,736.73	105.61	0.00	105.61	85.0	89.77
09/30/2018 1011040434	DRENNER, MARTHA	VA PERSP L 08/11	B	77,690.04	64.74	0.00	64.74	85.0	55.03
09/30/2018 1011339294	DES JARLAIS, MARY	VA PERSP L 08/11	B	188,470.39	157.06	0.00	157.06	85.0	133.50
09/30/2018 1011499550	JONES, CARLA	VA PERSP L 08/11	B	152,928.56	127.44	0.00	127.44	85.0	108.32
09/30/2018 1011726468	ADAMS, DONALD	VA PERSP L 08/11	B	68,095.29	56.75	0.00	56.75	85.0	48.24
09/30/2018 1012601693	STEFFEN, ALICE	VA ELITE ACCESS	B	33,448.75	27.87	0.00	27.87	85.0	23.69
09/30/2018 1012601723	FENCL, RANDALL	VA ELITE ACCESS	B	43,647.21	36.37	0.00	36.37	85.0	30.91
09/30/2018 1015625623	FENCL, RONALD	VA PERSP L 08/11	B	182,682.66	213.13	0.00	213.13	85.0	181.16
09/30/2018 1016522321	ANDERSON, GREGORY	VA PERSP L 08/11	B	124,128.49	103.44	0.00	103.44	85.0	87.92
* VARIABLE ANNUITIES SUBTOTAL *				\$2,399,928.07	\$2,200.74	\$0.00	\$2,200.74		\$1,870.66

PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS

09/30/2018 (None)	VARIOUS, FENCL	MFT OPPENHEIMER	B	0.00	8.33	0.00	8.33	85.0	7.08
09/30/2018 (None)	VARIOUS, FENCL	MFT PACIFIC FUNDS 12B-1	B	0.00	211.11	0.00	211.11	85.0	179.44
09/30/2018 (None)	VARIOUS, FENCL	MFT PRINCIPAL	B	0.00	64.95	0.00	64.95	85.0	55.21

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10/05/2018 00006583064	BRUBAKER, DENNIS	MFT FIDELITY GOVERNMENT MKT DAILY	B	0.00	0.76	0.00	0.76	85.0	0.65
10/02/2018 00621091956	DAVIS, KAREN	MFT PIONEER FUND A	B	0.00	4.30	0.00	4.30	85.0	3.66
10/02/2018 00621091956	DAVIS, KAREN	MFT PIONEER MID CAP VALUE FUND A	B	0.00	14.28	0.00	14.28	85.0	12.14
10/02/2018 00621220249	TONN, BILLIE	MFT PIONEER FUND A	B	0.00	51.56	0.00	51.56	85.0	43.83
10/02/2018 00663799662	HOOVER JT TEN,	MFT PIONEER FUND A	B	0.00	6.59	0.00	6.59	85.0	5.60
10/02/2018 00699887190	ADAMS, BRET	MFT TRANSAMERICA-IDEX 893962415	B	0.00	1.47	0.00	1.47	85.0	1.25
10/02/2018 00699887191	ADAMS, BRET	MFT TRANSAMERICA-IDEX 893961813	B	0.00	0.32	0.00	0.32	85.0	0.27
10/03/2018 01001676965	VERDON, MICHAEL	MFT WELLS FARGO OPPORTUNITY-A	B	0.00	1.92	0.00	1.92	85.0	1.63
10/03/2018 01001676965	VERDON, MICHAEL	MFT WELLS FARGO DIVERSFD CAPITAL	B	0.00	1.74	0.00	1.74	85.0	1.48
10/01/2018 05566037249	HOOVER JT TEN,	MFT MFS EMERGING MARKETS EQUITY	B	0.00	2.02	0.00	2.02	85.0	1.72
10/02/2018 06206144790	BERRY, DIANA	MFT PIONEER FUND A	B	0.00	36.31	0.00	36.31	85.0	30.86
10/01/2018 08189235404	STECHEER, JULIE	MFT MASS INVESTORS GROWTH STOCK	B	0.00	6.44	0.00	6.44	85.0	5.47
10/01/2018 08189709825	HOOVER JT TEN,	MFT MFS INTERNTL DIVERSIFICATION	B	0.00	1.88	0.00	1.88	85.0	1.60
10/01/2018 08189709829	HOOVER JT TEN,	MFT MFS RESEARCH INTERNATIONAL	B	0.00	1.53	0.00	1.53	85.0	1.30
* MUTUAL FUND 12B1 TRAILS SUBTOTAL *				\$0.00	\$415.51	\$0.00	\$415.51		\$353.19

PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS

09/28/2018 (None)	CRAVENS, VALERIE	VAT ALLIANZ LIFE	B	0.00	81.98	0.00	81.98	85.0	69.68
09/28/2018 (None)	CAMPBELL, LEO	VAT ALLIANZ LIFE	B	0.00	99.49	0.00	99.49	85.0	84.57
09/28/2018 (None)	VARIOUS, FENCL	VAT PRUDENTIAL LIFE	B	0.00	570.44	0.00	570.44	85.0	484.87
09/30/2018 (None)	VENEM, ROBERT	VAT MANULIFE	B	0.00	57.27	0.00	57.27	85.0	48.68
09/26/2018 VA96299150	FLEMING, ARLENE	VAT PACIFIC LIFE VA 694474206	B	0.00	26.11	0.00	26.11	85.0	22.19
10/02/2018 VA98909290	DEGROOTE	VAT PACIFIC LIFE CUSIP 694474107	B	0.00	133.34	0.00	133.34	85.0	113.34
09/24/2018 VA99095880	HARN, MARGARET	VAT PACIFIC LIFE CUSIP 694474800	B	0.00	14.53	0.00	14.53	85.0	12.35
09/24/2018 VA99115690	REED	VAT PACIFIC LIFE VA 694474883	B	0.00	10.41	0.00	10.41	85.0	8.85
09/24/2018 VM16005374	FENCL, ROBERT	VAT PACIFIC LIFE VA 69448B191	B	0.00	592.30	0.00	592.30	85.0	503.46
09/25/2018 VR00011328	SCHRODER	VAT PACIFIC LIFE VA 694474883	B	0.00	4.80	0.00	4.80	85.0	4.08
09/26/2018 VR01000118	SCHOPPE	VAT PACIFIC LIFE VA 694474883	B	0.00	197.36	0.00	197.36	85.0	167.76
10/02/2018 VR01035126	BURMAN, HOWARD	VAT PACIFIC LIFE VA 694474594	B	0.00	126.26	0.00	126.26	85.0	107.32
09/27/2018 VR03020705	SBIRAL, SUSAN	VAT PACIFIC LIFE VA 694474586	B	0.00	60.80	0.00	60.80	85.0	51.68
10/05/2018 VR04059346	LAUVER, KEVIN	VAT PACIFIC LIFE VA 694474610	B	0.00	207.87	0.00	207.87	85.0	176.69
09/25/2018 VR05005533	HARVEY	VAT PACIFIC LIFE VA 694474594	B	0.00	5.25	0.00	5.25	85.0	4.46
10/01/2018 VR05016637	KREMPGES	VAT PACIFIC LIFE CUSIP 694474701	B	0.00	4.40	0.00	4.40	85.0	3.74
10/04/2018 VR05016637	KREMPGES	VAT PACIFIC LIFE CUSIP 694474701	B	0.00	45.43	0.00	45.43	85.0	38.62
10/04/2018 VR12012618	CLEMMENSEN	VAT PACIFIC LIFE VA 694474610	B	0.00	74.73	0.00	74.73	85.0	63.52
10/05/2018 VR16004270	NEDERHOFF	VAT PACIFIC LIFE VA 694474610	B	0.00	102.64	0.00	102.64	85.0	87.24
* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *				\$0.00	\$2,415.41	\$0.00	\$2,415.41		\$2,053.10
*** DIRECT TRANSACTIONS TOTAL ***				\$2,402,444.12	\$5,071.56	\$0.00	\$5,071.56		\$4,310.85

BROKER COMMISSION TOTALS

Broker Transactions	\$4,310.85
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$0.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$0.00
SIPC Assessment	\$0.00

Net Commissions	\$4,310.85
Year-to-date Commissions	\$67,635.59