

# COMMISSION STATEMENT

August 15, 2018

 RICHARD DURAND-D020  
 9100 IH 10 West  
 Suite 210  
 San Antonio, TX 78230

 BROKER #: D020  
 BRANCH: DMN

## COMMISSION STATEMENT for RICHARD DURAND-D020

TRADE DATE	CLIENT	INVESTMENT	B/S	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>									
07/27/2018 (None)	ZIMMERMAN, STEVEN	MF OPPENHEIMER	B	300.00	11.40	0.00	11.40	85.0	9.69
08/06/2018 00064992220	VELA, PATRICIA	MF THE GROWTH FUND OF AMERICA-A	B	125.00	5.31	0.00	5.31	85.0	4.51
08/01/2018 00067562789	PEREZ, GRACIELA	MF AMERICAN BALANCED FUND-A	B	138.62	5.20	0.00	5.20	85.0	4.42
08/01/2018 00068501235	GUTIERREZ, OTTO	MF THE BOND FUND OF AMERICA-A	B	190.70	5.24	0.00	5.24	85.0	4.45
08/08/2018 00073352550	SALINAS, MARICELA	MF THE INCOME FUND OF AMERICA-A	B	188.07	7.99	0.00	7.99	85.0	6.79
08/01/2018 00085713380	BENAVIDES, JOHN	MF CAPITAL WORLD GROWTH AND	B	105.00	3.94	0.00	3.94	85.0	3.35
08/01/2018 00085713380	BENAVIDES, JOHN	MF THE GROWTH FUND OF AMERICA-529A	B	105.00	3.94	0.00	3.94	85.0	3.35
<b>* MUTUAL FUNDS SUBTOTAL *</b>				<b>\$1,152.39</b>	<b>\$43.02</b>	<b>\$0.00</b>	<b>\$43.02</b>		<b>\$36.56</b>
<b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b>									
07/31/2018 009066455A	STEPHENS, JUNE	VA PERSPECTIVE-RPL	B	41,962.07	8.74	0.00	8.74	85.0	7.43
07/31/2018 009066456A	STEPHENS, SHERMAN	VA PERSPECTIVE-RPL	B	31,258.01	6.51	0.00	6.51	85.0	5.53
07/31/2018 1016582030	BRANNIES,	VA PERSP II 04/14	B	333,506.24	138.96	0.00	138.96	85.0	118.12
08/06/2018 1021498013	HOWARD, GARY	VA PERSP II 01/16	B	325,332.93	16,266.65	0.00	16,266.65	85.0	13,826.65
<b>* VARIABLE ANNUITIES SUBTOTAL *</b>				<b>\$732,059.25</b>	<b>\$16,420.86</b>	<b>\$0.00</b>	<b>\$16,420.86</b>		<b>\$13,957.73</b>
<b><u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u></b>									
07/31/2018 (None)	VARIOUS, DURAND	MFT HARTFORD MUTUAL FUIND	B	0.00	2.10	0.00	2.10	85.0	1.79
07/31/2018 000013015528446	LAMANA K	MFT FRANKLIN HIGH-YIELD TAX-FREE	B	0.00	23.60	0.00	23.60	85.0	20.06
07/31/2018 000070182172644	MARGARET B	MFT FRK UTIL FND - CL A	B	0.00	39.04	0.00	39.04	85.0	33.18
07/31/2018 000090210605781	JTTEN	MFT FRANKLIN INCOME FUND CLASS A	B	0.00	2.97	0.00	2.97	85.0	2.52
<b>* MUTUAL FUND 12B1 TRAILS SUBTOTAL *</b>				<b>\$0.00</b>	<b>\$67.71</b>	<b>\$0.00</b>	<b>\$67.71</b>		<b>\$57.55</b>
<b><u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u></b>									
07/30/2018 (None)	KONRAD, WILFRED	VAT LINCOLN BENEFIT LIFE	B	0.00	72.51	0.00	72.51	85.0	61.63
08/07/2018 (None)	DOYLE, ROSEMARY	VAT TRANSAMERICA LIFE	B	0.00	225.78	0.00	225.78	85.0	191.91
<b>* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *</b>				<b>\$0.00</b>	<b>\$298.29</b>	<b>\$0.00</b>	<b>\$298.29</b>		<b>\$253.54</b>
<b>*** DIRECT TRANSACTIONS TOTAL ***</b>				<b>\$733,211.64</b>	<b>\$16,829.88</b>	<b>\$0.00</b>	<b>\$16,829.88</b>		<b>\$14,305.38</b>

**BROKER COMMISSION TOTALS**

Broker Transactions	\$14,305.38
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

<b>Net Commissions</b>	<b>\$14,305.38</b>
<b>Year-to-date Commissions</b>	<b>\$97,132.71</b>