

**COMMISSION STATEMENT****September 30, 2018**

**ROBERT STRAVINSKI**  
11384 Highbrook Court

**BROKER #: W13**  
BRANCH: FULCRUM GROUP

POTOMAC FALLS, VA 20165

**COMMISSION STATEMENT for ROBERT STRAVINSKI**

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

09/20/2018 (None)	VARIOUS, STRAVINSKI	T ROWE	B	0.00	26.98	0.00	26.98	80.0	21.58
09/21/2018 (None)	VARIOUS, STRAVINSKI	NATIONWIDE	B	0.00	20.73	0.00	20.73	80.0	16.58
09/30/2018 (None)	VARIOUS, STRAVINSKI	JOHN HANCOCK FUNDS VARIOUS	B	0.00	9.00	0.00	9.00	80.0	7.20
09/10/2018 00061056926	LORENZEN, CAROLYN	EUROPACIFIC GROWTH FUND-A	B	50.00	1.00	0.00	1.00	80.0	0.80
09/10/2018 00061056926	LORENZEN, CAROLYN	NEW PERSPECTIVE FUND-A	B	50.00	1.00	0.00	1.00	80.0	0.80
09/10/2018 00061056926	LORENZEN, CAROLYN	THE INVESTMENT COMPANY OF AMERICA-A	B	50.00	1.00	0.00	1.00	80.0	0.80
09/10/2018 00082988425	RIGGLEMAN, LUTHER	AMCAP FUND-A	B	15.00	0.41	0.00	0.41	80.0	0.33
09/10/2018 00082988425	RIGGLEMAN, LUTHER	AMCAP FUND-A	B	12.00	0.33	0.00	0.33	80.0	0.26
09/10/2018 00082988425	RIGGLEMAN, LUTHER	CAPITAL WORLD GROWTH AND INCOME FUN	B	5.00	0.14	0.00	0.14	80.0	0.11
09/10/2018 00082988425	RIGGLEMAN, LUTHER	CAPITAL WORLD GROWTH AND INCOME FUN	B	4.00	0.11	0.00	0.11	80.0	0.09
09/10/2018 00082988425	RIGGLEMAN, LUTHER	INTERMEDIATE BOND FUND OF AMERICA-A	B	2.50	0.05	0.00	0.05	80.0	0.04
09/10/2018 00082988425	RIGGLEMAN, LUTHER	INTERMEDIATE BOND FUND OF AMERICA-A	B	2.00	0.04	0.00	0.04	80.0	0.03
09/10/2018 00082988425	RIGGLEMAN, LUTHER	THE GROWTH FUND OF AMERICA-A	B	15.00	0.41	0.00	0.41	80.0	0.33
09/10/2018 00082988425	RIGGLEMAN, LUTHER	THE GROWTH FUND OF AMERICA-A	B	12.00	0.33	0.00	0.33	80.0	0.26
09/10/2018 00082988425	RIGGLEMAN, LUTHER	THE INVESTMENT COMPANY OF AMERICA-A	B	5.00	0.14	0.00	0.14	80.0	0.11
09/10/2018 00082988425	RIGGLEMAN, LUTHER	THE INVESTMENT COMPANY OF AMERICA-A	B	4.00	0.11	0.00	0.11	80.0	0.09
09/10/2018 00082988425	RIGGLEMAN, LUTHER	THE NEW ECONOMY FUND-A	B	5.00	0.14	0.00	0.14	80.0	0.11
09/10/2018 00082988425	RIGGLEMAN, LUTHER	THE NEW ECONOMY FUND-A	B	4.00	0.11	0.00	0.11	80.0	0.09
09/10/2018 00082994053	SMITH, CHARLOTTE	AMCAP FUND-A	B	10.00	0.28	0.00	0.28	80.0	0.22
09/10/2018 00082994053	SMITH, CHARLOTTE	AMCAP FUND-A	B	8.00	0.22	0.00	0.22	80.0	0.18
09/10/2018 00082994053	SMITH, CHARLOTTE	CAPITAL INCOME BUILDER-A	B	10.00	0.28	0.00	0.28	80.0	0.22
09/10/2018 00082994053	SMITH, CHARLOTTE	CAPITAL INCOME BUILDER-A	B	8.00	0.22	0.00	0.22	80.0	0.18
09/10/2018 00082994053	SMITH, CHARLOTTE	EUROPACIFIC GROWTH FUND-A	B	5.00	0.14	0.00	0.14	80.0	0.11
09/10/2018 00082994053	SMITH, CHARLOTTE	EUROPACIFIC GROWTH FUND-A	B	4.00	0.11	0.00	0.11	80.0	0.09
09/10/2018 00082994053	SMITH, CHARLOTTE	SMALLCAP WORLD FUND-A	B	5.00	0.14	0.00	0.14	80.0	0.11
09/10/2018 00082994053	SMITH, CHARLOTTE	SMALLCAP WORLD FUND-A	B	4.00	0.11	0.00	0.11	80.0	0.09
09/10/2018 00082994053	SMITH, CHARLOTTE	THE GROWTH FUND OF AMERICA-A	B	12.50	0.34	0.00	0.34	80.0	0.27
09/10/2018 00082994053	SMITH, CHARLOTTE	THE GROWTH FUND OF AMERICA-A	B	10.00	0.28	0.00	0.28	80.0	0.22
09/10/2018 00082994053	SMITH, CHARLOTTE	THE INVESTMENT COMPANY OF AMERICA-A	B	7.50	0.21	0.00	0.21	80.0	0.17
09/10/2018 00082994053	SMITH, CHARLOTTE	THE INVESTMENT COMPANY OF AMERICA-A	B	6.00	0.17	0.00	0.17	80.0	0.14
09/10/2018 00087267645	GILLESPIE, JASON	AMERICAN BALANCED FUND-A	B	5.00	0.14	0.00	0.14	80.0	0.11

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TRADE DATE	CLIENT	INVESTMENT	B/S	INVESTMENT AMOUNT	GROSS COMMISSION	CLEARING CHARGE	NET COMMISSION	RATE	BROKER COMMISSION	
BROKER TRANSACTIONS										
PRODUCT CATEGORY: MUTUAL FUNDS										
09/10/2018	00087267645	GILLESPIE, JASON	AMERICAN BALANCED FUND-A	B	3.36	0.09	0.00	0.09	80.0	0.07
09/10/2018	00087267645	GILLESPIE, JASON	AMERICAN FUNDS 02629W106	B	5.00	0.14	0.00	0.14	80.0	0.11
09/10/2018	00087267645	GILLESPIE, JASON	AMERICAN FUNDS 02629W106	B	3.36	0.09	0.00	0.09	80.0	0.07
09/10/2018	00087267645	GILLESPIE, JASON	AMERICAN HIGH-INCOME TRUST-A	B	5.00	0.14	0.00	0.14	80.0	0.11
09/10/2018	00087267645	GILLESPIE, JASON	AMERICAN HIGH-INCOME TRUST-A	B	3.36	0.09	0.00	0.09	80.0	0.07
09/10/2018	00087267645	GILLESPIE, JASON	NEW PERSPECTIVE FUND-A	B	7.50	0.21	0.00	0.21	80.0	0.17
09/10/2018	00087267645	GILLESPIE, JASON	NEW PERSPECTIVE FUND-A	B	5.04	0.14	0.00	0.14	80.0	0.11
09/10/2018	00087267645	GILLESPIE, JASON	SMALLCAP WORLD FUND-A	B	15.00	0.41	0.00	0.41	80.0	0.33
09/10/2018	00087267645	GILLESPIE, JASON	SMALLCAP WORLD FUND-A	B	10.08	0.28	0.00	0.28	80.0	0.22
09/10/2018	00087267645	GILLESPIE, JASON	THE BOND FUND OF AMERICA-A	B	5.00	0.14	0.00	0.14	80.0	0.11
09/10/2018	00087267645	GILLESPIE, JASON	THE BOND FUND OF AMERICA-A	B	3.36	0.09	0.00	0.09	80.0	0.07
09/10/2018	00087267645	GILLESPIE, JASON	THE GROWTH FUND OF AMERICA-A	B	7.50	0.21	0.00	0.21	80.0	0.17
09/10/2018	00087267645	GILLESPIE, JASON	THE GROWTH FUND OF AMERICA-A	B	5.04	0.14	0.00	0.14	80.0	0.11
09/10/2018	00087267752	MILLER, DONALD	AMERICAN FUNDS 2035 TARGET DATE-A	B	25.00	0.69	0.00	0.69	80.0	0.55
09/10/2018	00087267752	MILLER, DONALD	AMERICAN FUNDS 2035 TARGET DATE-A	B	19.50	0.54	0.00	0.54	80.0	0.43
09/13/2018	01000038174	VIRGINIA TRAVEL	AIM CHARTER FUND - CLASS A	B	103.48	0.52	0.00	0.52	80.0	0.42
09/13/2018	01000038174	VIRGINIA TRAVEL	AIM FUND	B	12.62	0.06	0.00	0.06	80.0	0.05
09/13/2018	01000038174	VIRGINIA TRAVEL	AIM GLOBAL HEALTH CARE FUND CLASS A B	B	23.54	0.12	0.00	0.12	80.0	0.10
09/13/2018	01000038174	VIRGINIA TRAVEL	AIM MID-CAP EQUITY FUND CLASS A	B	15.60	0.08	0.00	0.08	80.0	0.06
09/13/2018	01000038174	VIRGINIA TRAVEL	INVESCO AMERICAN FRANCHISE FUND CLA B	B	106.92	0.53	0.00	0.53	80.0	0.42
09/20/2018	01000038174	VIRGINIA TRAVEL	AIM CHARTER FUND - CLASS A	B	1,161.00	5.81	0.00	5.81	80.0	4.65
09/20/2018	01000038174	VIRGINIA TRAVEL	AIM FUND	B	294.00	1.47	0.00	1.47	80.0	1.18
09/20/2018	01000038174	VIRGINIA TRAVEL	AIM GLOBAL HEALTH CARE FUND CLASS A B	B	912.35	4.56	0.00	4.56	80.0	3.65
09/20/2018	01000038174	VIRGINIA TRAVEL	AIM MID-CAP EQUITY FUND CLASS A	B	177.75	0.89	0.00	0.89	80.0	0.71
09/20/2018	01000038174	VIRGINIA TRAVEL	INVESCO AMERICAN FRANCHISE FUND CLA B	B	1,983.90	9.92	0.00	9.92	80.0	7.94
09/20/2018	01000038174	VIRGINIA TRAVEL	INVESCO EQUITY & INCOME FD	B	60.00	0.30	0.00	0.30	80.0	0.24
09/20/2018	01000038174	VIRGINIA TRAVEL	INVESCO VALUE OPPORTUNITIES CLASS A B	B	120.00	0.60	0.00	0.60	80.0	0.48
09/10/2018	04000615610	VARIOUS,	02630R203	B	10.00	0.28	0.00	0.28	80.0	0.22
09/10/2018	04000615610	VARIOUS,	02630R203	B	7.25	0.20	0.00	0.20	80.0	0.16
09/10/2018	04000615610	VARIOUS,	AMERICAN FDS PORTFOLIO SER GLOBAL G B	B	10.00	0.28	0.00	0.28	80.0	0.22
09/10/2018	04000615610	VARIOUS,	AMERICAN FDS PORTFOLIO SER GLOBAL G B	B	7.25	0.20	0.00	0.20	80.0	0.16
09/11/2018	04000615610	VARIOUS,	AMERICAN FUND	B	0.00	36.71	0.00	36.71	80.0	29.37
09/13/2018	04000615610	VARIOUS,	AMERICAN FUND	B	0.00	12,538.13	0.00	12,538.13	80.0	10,030.50
09/25/2018	04000615610	VARIOUS,	02630R203	B	0.00	47.03	0.00	47.03	80.0	37.62
09/10/2018	04000615620	VARIOUS,	AMERICAN FUNDS 2025 TARGET DATE-A	B	30.00	0.83	0.00	0.83	80.0	0.66
09/10/2018	04000615620	VARIOUS,	AMERICAN FUNDS 2025 TARGET DATE-A	B	29.30	0.81	0.00	0.81	80.0	0.65
09/10/2018	04000615623	VARIOUS,	AMERICAN FUNDS 2045 TARGET DATE-A	B	25.00	0.69	0.00	0.69	80.0	0.55
09/10/2018	04000615623	VARIOUS,	AMERICAN FUNDS 2045 TARGET DATE-A	B	16.40	0.45	0.00	0.45	80.0	0.36
09/10/2018	04000615627	VARIOUS,	02631C445	B	30.00	0.83	0.00	0.83	80.0	0.66
09/10/2018	04000615627	VARIOUS,	02631C445	B	9.99	0.27	0.00	0.27	80.0	0.22

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BROKER TRANSACTIONS										
PRODUCT CATEGORY: MUTUAL FUNDS										
09/10/2018	04000636626	VARIOUS, AMERICAN FUNDS 2035	TARGET DATE-A	B	22.00	0.61	0.00	0.61	80.0	0.49
09/10/2018	04000636626	VARIOUS, AMERICAN FUNDS 2035	TARGET DATE-A	B	23.21	0.64	0.00	0.64	80.0	0.51
09/04/2018	07123000594	VIRGINIA TRAVEL	INVESCO GLOBAL REAL ESTATE	B	61.08	0.46	0.00	0.46	80.0	0.37
09/14/2018	07123000594	VIRGINIA TRAVEL	INVESCO GLOBAL REAL ESTATE	B	61.55	0.46	0.00	0.46	80.0	0.37
* MUTUAL FUNDS SUBTOTAL *					\$5,767.79	\$12,721.81	\$0.00	\$12,721.81		\$10,177.41
PRODUCT CATEGORY: VARIABLE ANNUITIES										
09/05/2018	(None)	VARIOUS, STRAVINSKI	VOYA	B	0.00	93.58	0.00	93.58	80.0	74.86
09/10/2018	(None)	VARIOUS, STRAVINSKI	GREAT WEST LIFE	B	0.00	2,947.91	0.00	2,947.91	80.0	2,358.33
09/30/2018	(None)	VARIOUS, STRAVINSKI	TRANSAMERICA	B	0.00	222.48	0.00	222.48	80.0	177.98
* VARIABLE ANNUITIES SUBTOTAL *					\$0.00	\$3,263.97	\$0.00	\$3,263.97		\$2,611.17
*** BROKER TRANSACTIONS TOTAL ***					\$5,767.79	\$15,985.78	\$0.00	\$15,985.78		\$12,788.58

**ADJUSTMENTS**

09/30/2018	E & O INSURANCE: E & O INSURANCE	0.00	0.00	0.00	0.00	-200.00
09/30/2018	OTHER: COMPLIANCE AND TECHNOLOGY	0.00	0.00	0.00	0.00	-20.00
09/30/2018	OTHER: OTHER-VIRTRU	0.00	0.00	0.00	0.00	-7.00
09/30/2018	OTHER: OTHER-360 OFFICE	0.00	0.00	0.00	0.00	-5.00
*** ADJUSTMENTS TOTAL ***		<u>\$0.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>\$-232.00</u>

**BROKER COMMISSION TOTALS**

Broker Transactions	\$12,788.58
Split Transactions	\$0.00
Override Transactions	\$0.00
Adjustments	\$-232.00
Payroll Draw	\$0.00
Base Salary	\$0.00
Prior Period Balance	\$0.00
FINRA Assessment	\$-19.98
SIPC Assessment	\$-39.96

Check Amount	\$12,496.64
Year-to-date Earnings	\$64,477.66