

COMMISSION STATEMENT November 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
<u>DIRECT TRANSACTIONS</u>									
PRODUCT CATEGORY: MUTUAL FUNDS									
10/23/2018 (None)	MILLER, TRE	MF PRINCIPAL	B	25.00	1.19	0.00	1.19	85.0	1.01
10/29/2018 (None)	VARIOUS, FENCL	MF JOHN HANCOCK MUTUAL FUND	B	0.00	11.26	0.00	11.26	85.0	9.57
10/19/2018 08000171946	CONRADs, JOHN	MF LORD ABBETT MULTI-ASSET GROWTH	B	115.00	1.15	0.00	1.15	85.0	0.98
10/19/2018 08000171946	CONRADs, JOHN	MF LORD ABBETT MULTI-ASSET GROWTH	B	69.00	0.69	0.00	0.69	85.0	0.59
10/19/2018 08000171948	CONRADs, JOANNE	MF LORD ABBETT MULTI-ASSET GROWTH	B	18.12	0.18	0.00	0.18	85.0	0.15
10/19/2018 08000171948	CONRADs, JOANNE	MF LORD ABBETT MULTI-ASSET GROWTH	B	10.87	0.11	0.00	0.11	85.0	0.09
10/19/2018 08000171948	CONRADs, JOANNE	MF MULTI-ASSET BALANCED	B	18.13	0.18	0.00	0.18	85.0	0.15
10/19/2018 08000171948	CONRADs, JOANNE	MF MULTI-ASSET BALANCED	B	10.88	0.11	0.00	0.11	85.0	0.09
10/19/2018 08000209585	PATTERSON,	MF LORD ABBETT MULTI-ASSET GROWTH	B	86.85	0.87	0.00	0.87	85.0	0.74
10/19/2018 08000209585	PATTERSON,	MF LORD ABBETT MULTI-ASSET GROWTH	B	52.11	0.52	0.00	0.52	85.0	0.44
10/19/2018 08000211741	BUCK, ANDREW	MF LORD ABBETT MULTI-ASSET GROWTH	B	108.65	1.09	0.00	1.09	85.0	0.93
10/19/2018 08000211741	BUCK, ANDREW	MF LORD ABBETT MULTI-ASSET GROWTH	B	81.49	0.81	0.00	0.81	85.0	0.69
10/19/2018 08000213723	COVER, KEVIN	MF LORD ABBETT MULTI-ASSET GROWTH	B	87.59	0.88	0.00	0.88	85.0	0.75
10/19/2018 08000213723	COVER, KEVIN	MF LORD ABBETT MULTI-ASSET GROWTH	B	43.80	0.44	0.00	0.44	85.0	0.37
10/19/2018 08000215625	SIMON, RUSSELL	MF LORD ABBETT MULTI-ASSET GROWTH	B	178.42	1.78	0.00	1.78	85.0	1.51
10/19/2018 08000215625	SIMON, RUSSELL	MF LORD ABBETT MULTI-ASSET GROWTH	B	53.53	0.54	0.00	0.54	85.0	0.46
10/19/2018 08000217841	MARQUEZ, JONNY	MF LORD ABBETT MULTI-ASSET GROWTH	B	47.46	0.47	0.00	0.47	85.0	0.40
10/19/2018 08000217841	MARQUEZ, JONNY	MF LORD ABBETT MULTI-ASSET GROWTH	B	47.46	0.47	0.00	0.47	85.0	0.40
10/19/2018 08000219581	MOFFETT, AARON	MF LORD ABBETT MULTI-ASSET GROWTH	B	112.19	1.12	0.00	1.12	85.0	0.95
10/19/2018 08000219581	MOFFETT, AARON	MF LORD ABBETT MULTI-ASSET GROWTH	B	48.08	0.48	0.00	0.48	85.0	0.41
* MUTUAL FUNDS SUBTOTAL *				\$1,214.63	\$24.34	\$0.00	\$24.34		\$20.68

PRODUCT CATEGORY: VARIABLE ANNUITIES

10/31/2018 009044607A	BURMAN, HOWARD	VA PERSPECTIVE	B	10,544.90	8.79	0.00	8.79	85.0	7.47
10/31/2018 1009150001	LAMPE, KAREN	VA PERSPECTIVE L	B	112,919.50	122.33	0.00	122.33	85.0	103.98
10/31/2018 1009405336	HEIRES, ALAN	VA PERSPECTIVE L	B	12,584.34	13.63	0.00	13.63	85.0	11.59
10/31/2018 1009412669	STEPHENS, CHERYL	VA PERSPECTIVE L	B	33,041.26	35.79	0.00	35.79	85.0	30.42
10/31/2018 1009442347	NAPIER, JOHN	VA PERSPECTIVE L	B	13,568.17	14.70	0.00	14.70	85.0	12.50
10/31/2018 1009561753	DES JARLAIS, TERRY	VA PERSPECTIVE L	B	99,695.95	83.08	0.00	83.08	85.0	70.62
10/31/2018 1009561753	DES JARLAIS, TERRY	VA PERSPECTIVE L	B	80,927.06	87.67	0.00	87.67	85.0	74.52
10/31/2018 1009604118	DUNHAM, ARTHUR	VA PERSPECTIVE L	B	89,122.36	96.55	0.00	96.55	85.0	82.07

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10/31/2018 1009660573	STORJOHANN, HAROLD	VA PERSPECTIVE L	B	7,524.98	6.27	0.00	6.27	85.0	5.33
10/31/2018 1009660573	STORJOHANN, HAROLD	VA PERSPECTIVE L	B	8,026.31	8.70	0.00	8.70	85.0	7.40
10/31/2018 1009698791	LAUVER, KEVIN	VA PERSPECTIVE L	B	34,373.11	37.24	0.00	37.24	85.0	31.65
10/31/2018 1010047648	GRIMM, GREIG	VA PERSP L 08/11	B	35,607.05	38.57	0.00	38.57	85.0	32.78
10/31/2018 1010047737	GRIMM, GREIG	VA PERSP L 08/11	B	107,685.18	116.66	0.00	116.66	85.0	99.16
10/31/2018 1010072391	FENCL, DAVID	VA PERSP L 08/11	B	196,786.87	213.19	0.00	213.19	85.0	181.21
10/31/2018 1010085205	PAISLEY, RUTH	VA PERSP L 08/11	B	93,468.38	77.89	0.00	77.89	85.0	66.21
10/31/2018 1010151046	STORJOHANN, HAROLD	VA PERSP L 08/11	B	25,944.22	21.62	0.00	21.62	85.0	18.38
10/31/2018 1010172710	DRENNER, MARTHA	VA PERSP L 08/11	B	133,437.35	111.20	0.00	111.20	85.0	94.52
10/31/2018 1010832922	FENCL, ROBERT	VA PERSP L 08/11	B	87,123.81	72.60	0.00	72.60	85.0	61.71
10/31/2018 1010954688	BAILEY, JAMES	VA PERSP L 08/11	B	103,044.72	120.22	0.00	120.22	85.0	102.19
10/31/2018 1011040396	DRENNER, WILLIAM	VA PERSP L 08/11	B	119,820.15	99.85	0.00	99.85	85.0	84.87
10/31/2018 1011040434	DRENNER, MARTHA	VA PERSP L 08/11	B	71,891.86	59.91	0.00	59.91	85.0	50.92
10/31/2018 1011339294	DES JARLAIS, MARY	VA PERSP L 08/11	B	178,862.91	149.05	0.00	149.05	85.0	126.69
10/31/2018 1011499550	JONES, CARLA	VA PERSP L 08/11	B	144,947.67	120.79	0.00	120.79	85.0	102.67
10/31/2018 1011726468	ADAMS, DONALD	VA PERSP L 08/11	B	64,280.65	53.57	0.00	53.57	85.0	45.53
10/31/2018 1012601693	STEFFEN, ALICE	VA ELITE ACCESS	B	30,789.79	25.66	0.00	25.66	85.0	21.81
10/31/2018 1012601723	FENCL, RANDALL	VA ELITE ACCESS	B	40,181.01	33.48	0.00	33.48	85.0	28.46
10/31/2018 1015625623	FENCL, RONALD	VA PERSP L 08/11	B	173,165.33	202.03	0.00	202.03	85.0	171.73
10/31/2018 1016522321	ANDERSON, GREGORY	VA PERSP L 08/11	B	115,799.71	96.50	0.00	96.50	85.0	82.03

*** VARIABLE ANNUITIES SUBTOTAL *** **\$2,225,164.60** **\$2,127.54** **\$0.00** **\$2,127.54** **\$1,808.42**

PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS

10/31/2018 000008101127909	KALDENBERG, MFT TEMPLETON GROWTH FUND CLASS A	B	0.00	0.30	0.00	0.30	85.0	0.26
10/31/2018 000010165952263	SUPPUS, MFT FRANKLIN U.S. GOVERNMENT	B	0.00	2.61	0.00	2.61	85.0	2.22
11/07/2018 00006583064	BRUBAKER, DENNIS MFT FIDELITY GOVERNMENT MKT DAILY	B	0.00	0.78	0.00	0.78	85.0	0.66

*** MUTUAL FUND 12B1 TRAILS SUBTOTAL *** **\$0.00** **\$3.69** **\$0.00** **\$3.69** **\$3.14**

PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS

11/02/2018 (None) VENEM, ROBERT	VAT MANULIFE	B	0.00	54.02	0.00	54.02	85.0	45.92
10/29/2018 VA99142110	KEPHART VAT PACIFIC LIFE CUSIP 694474701	B	0.00	22.70	0.00	22.70	85.0	19.30
11/01/2018 VR00019657	DEKEYREL VAT PACIFIC LIFE VA 694474883	B	0.00	162.86	0.00	162.86	85.0	138.43
10/29/2018 VR00029618	SEE VAT PACIFIC LIFE CUSIP 694474701	B	0.00	39.96	0.00	39.96	85.0	33.97
11/07/2018 VR02051771	OBERHEU VAT PACIFIC LIFE VA 694474586	B	0.00	175.42	0.00	175.42	85.0	149.11
10/30/2018 VR03003972	HARN, MARGARET VAT PACIFIC LIFE VA 694474586	B	0.00	31.70	0.00	31.70	85.0	26.95
11/07/2018 VR04027568	DEKEYREL VAT PACIFIC LIFE VA 694474594	B	0.00	101.29	0.00	101.29	85.0	86.10
11/01/2018 VR05016637	KREMPGES VAT PACIFIC LIFE CUSIP 694474701	B	0.00	4.40	0.00	4.40	85.0	3.74
11/02/2018 VR05038106	DAVIS VAT CUSIP 694474628	B	0.00	28.09	0.00	28.09	85.0	23.88
10/30/2018 VR06093721	CAMPBELL VAT PACIFIC LIFE VA 694474610	B	0.00	73.26	0.00	73.26	85.0	62.27
11/05/2018 VR06094526	CAMPBELL VAT PACIFIC LIFE VA 694474610	B	0.00	44.36	0.00	44.36	85.0	37.71
10/29/2018 VR11013990	TEDORE VAT PACIFIC LIFE CUSIP 694475807	B	0.00	163.22	0.00	163.22	85.0	138.74

*** VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *** **\$0.00** **\$901.28** **\$0.00** **\$901.28** **\$766.12**

***** DIRECT TRANSACTIONS TOTAL ***** **\$2,226,379.23** **\$3,056.85** **\$0.00** **\$3,056.85** **\$2,598.36**

BROKER COMMISSION TOTALS

Broker Transactions	\$2,598.36
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	\$2,598.36
Year-to-date Commissions	\$73,313.25