

# COMMISSION STATEMENT

August 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

07/23/2018 (None) MILLER, TRE	MF	PRINCIPAL	B	25.00	1.19	0.00	1.19	85.0	1.01
07/27/2018 (None) VARIOUS, FENCL	MF	JOHN HANCOCK MUTUAL FUND	B	0.00	11.30	0.00	11.30	85.0	9.61
07/30/2018 (None) VARIOUS, FENCL	MF	JOHN HANCOCK MUTUAL FUND	B	0.00	3.39	0.00	3.39	85.0	2.88
* MUTUAL FUNDS SUBTOTAL *				\$25.00	\$15.88	\$0.00	\$15.88		\$13.50

#### PRODUCT CATEGORY: VARIABLE ANNUITIES

07/31/2018 009044607A BURMAN, HOWARD	VA	PERSPECTIVE	B	11,171.64	9.31	0.00	9.31	85.0	7.91
07/31/2018 1009150001 LAMPE, KAREN	VA	PERSPECTIVE L	B	121,233.12	131.34	0.00	131.34	85.0	111.64
07/31/2018 1009405336 HEIRES, ALAN	VA	PERSPECTIVE L	B	13,620.46	14.76	0.00	14.76	85.0	12.55
07/31/2018 1009412669 STEPHENS, CHERYL	VA	PERSPECTIVE L	B	35,363.30	38.31	0.00	38.31	85.0	32.56
07/31/2018 1009442347 NAPIER, JOHN	VA	PERSPECTIVE L	B	14,512.42	15.72	0.00	15.72	85.0	13.36
07/31/2018 1009561753 DES JARLAIS, TERRY	VA	PERSPECTIVE L	B	106,766.64	88.97	0.00	88.97	85.0	75.62
07/31/2018 1009561753 DES JARLAIS, TERRY	VA	PERSPECTIVE L	B	86,666.61	93.89	0.00	93.89	85.0	79.81
07/31/2018 1009604118 DUNHAM, ARTHUR	VA	PERSPECTIVE L	B	95,429.69	79.52	0.00	79.52	85.0	67.59
07/31/2018 1009660573 STORJOHANN, HAROLD	VA	PERSPECTIVE L	B	16,689.29	13.91	0.00	13.91	85.0	11.82
07/31/2018 1009698791 LAUVER, KEVIN	VA	PERSPECTIVE L	B	36,800.58	30.67	0.00	30.67	85.0	26.07
07/31/2018 1010047648 GRIMM, GREIG	VA	PERSP L 08/11	B	38,764.59	32.30	0.00	32.30	85.0	27.46
07/31/2018 1010047737 GRIMM, GREIG	VA	PERSP L 08/11	B	117,125.63	97.60	0.00	97.60	85.0	82.96
07/31/2018 1010072391 FENCL, DAVID	VA	PERSP L 08/11	B	229,191.97	190.99	0.00	190.99	85.0	162.34
07/31/2018 1010085205 PAISLEY, RUTH	VA	PERSP L 08/11	B	101,535.78	84.61	0.00	84.61	85.0	71.92
07/31/2018 1010151046 STORJOHANN, HAROLD	VA	PERSP L 08/11	B	28,098.56	23.42	0.00	23.42	85.0	19.91
07/31/2018 1010172710 DRENNER, MARTHA	VA	PERSP L 08/11	B	144,858.01	120.72	0.00	120.72	85.0	102.61
07/31/2018 1010832922 FENCL, ROBERT	VA	PERSP L 08/11	B	89,475.31	74.56	0.00	74.56	85.0	63.38
07/31/2018 1010954688 BAILEY, JAMES	VA	PERSP L 08/11	B	109,545.41	127.80	0.00	127.80	85.0	108.63
07/31/2018 1011040396 DRENNER, WILLIAM	VA	PERSP L 08/11	B	123,196.99	102.66	0.00	102.66	85.0	87.26
07/31/2018 1011040434 DRENNER, MARTHA	VA	PERSP L 08/11	B	73,721.81	61.43	0.00	61.43	85.0	52.22
07/31/2018 1011339294 DES JARLAIS, MARY	VA	PERSP L 08/11	B	183,690.53	153.08	0.00	153.08	85.0	130.12
07/31/2018 1011499550 JONES, CARLA	VA	PERSP L 08/11	B	148,482.65	123.74	0.00	123.74	85.0	105.18
07/31/2018 1011726468 ADAMS, DONALD	VA	PERSP L 08/11	B	70,779.55	58.98	0.00	58.98	85.0	50.13
07/31/2018 1012601693 STEFFEN, ALICE	VA	ELITE ACCESS	B	32,250.54	26.88	0.00	26.88	85.0	22.85
07/31/2018 1012601723 FENCL, RANDALL	VA	ELITE ACCESS	B	42,073.69	35.06	0.00	35.06	85.0	29.80

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07/31/2018	1015625623 FENCL, RONALD	VA PERSP L 08/11	B	177,567.87	207.16	0.00	207.16	85.0	176.09
07/31/2018	1016522321 ANDERSON, GREGORY	VA PERSP L 08/11	B	121,684.34	101.40	0.00	101.40	85.0	86.19
<b>* VARIABLE ANNUITIES SUBTOTAL *</b>				<b>\$2,370,296.98</b>	<b>\$2,138.79</b>	<b>\$0.00</b>	<b>\$2,138.79</b>		<b>\$1,817.98</b>

PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS

07/31/2018	(None) VARIOUS, FENCL	MFT PRINCIPAL	B	0.00	66.13	0.00	66.13	85.0	56.21
07/31/2018	000008101127909 KALDENBERG,	MFT TEMPLETON GROWTH FUND CLASS A	B	0.00	0.30	0.00	0.30	85.0	0.26
07/31/2018	000010165952263 SUPPUS,	MFT FRANKLIN U.S. GOVERNMENT	B	0.00	2.63	0.00	2.63	85.0	2.24
08/07/2018	00006583064 BRUBAKER, DENNIS	MFT FIDELITY GOVERNMENT MKT DAILY	B	0.00	0.78	0.00	0.78	85.0	0.66
<b>* MUTUAL FUND 12B1 TRAILS SUBTOTAL *</b>				<b>\$0.00</b>	<b>\$69.84</b>	<b>\$0.00</b>	<b>\$69.84</b>		<b>\$59.37</b>

PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS

08/03/2018	(None) VENEM, ROBERT	VAT MANULIFE	B	0.00	56.87	0.00	56.87	85.0	48.34
08/07/2018	(None) VARIOUS, FENCL	VAT TRANSAMERICA LIFE	B	0.00	146.67	0.00	146.67	85.0	124.67
07/30/2018	VA99142110 KEPHART	VAT PACIFIC LIFE CUSIP 694474701	B	0.00	23.72	0.00	23.72	85.0	20.16
08/01/2018	VR00019657 DEKEYREL	VAT PACIFIC LIFE VA 694474883	B	0.00	170.64	0.00	170.64	85.0	145.04
08/07/2018	VR02051771 OBERHEU	VAT PACIFIC LIFE VA 694474586	B	0.00	184.54	0.00	184.54	85.0	156.86
07/30/2018	VR03003972 HARN, MARGARET	VAT PACIFIC LIFE VA 694474586	B	0.00	34.24	0.00	34.24	85.0	29.10
08/07/2018	VR04027568 DEKEYREL	VAT PACIFIC LIFE VA 694474594	B	0.00	105.65	0.00	105.65	85.0	89.80
08/01/2018	VR05016637 KREMPGES	VAT PACIFIC LIFE CUSIP 694474701	B	0.00	4.40	0.00	4.40	85.0	3.74
08/02/2018	VR05038106 DAVIS	VAT CUSIP 694474628	B	0.00	31.78	0.00	31.78	85.0	27.01
08/10/2018	VR06014963 HUSTON, ANDREA	VAT PACIFIC LIFE CUSIP 694474701	B	0.00	128.09	0.00	128.09	85.0	108.88
07/30/2018	VR06093721 CAMPBELL	VAT PACIFIC LIFE VA 694474610	B	0.00	79.00	0.00	79.00	85.0	67.15
08/06/2018	VR06094526 CAMPBELL	VAT PACIFIC LIFE VA 694474610	B	0.00	47.39	0.00	47.39	85.0	40.28
<b>* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *</b>				<b>\$0.00</b>	<b>\$1,012.99</b>	<b>\$0.00</b>	<b>\$1,012.99</b>		<b>\$861.03</b>
<b>*** DIRECT TRANSACTIONS TOTAL ***</b>				<b>\$2,370,321.98</b>	<b>\$3,237.50</b>	<b>\$0.00</b>	<b>\$3,237.50</b>		<b>\$2,751.88</b>

BROKER COMMISSION TOTALS

Broker Transactions	\$2,751.88
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>\$2,751.88</b>
<b>Year-to-date Commissions</b>	<b>\$53,275.63</b>