

# COMMISSION STATEMENT November 15, 2018

 LANCE WALSTON-D358  
 1109 South Abe

 BROKER #: D358  
 BRANCH: DMN

San Angelo, TX 76903

**COMMISSION STATEMENT for LANCE WALSTON-D358**

| TRADE DATE   | CLIENT            | INVESTMENT          | B/S | INVESTMENT<br>AMOUNT | GROSS<br>COMMISSION | CLEARING<br>CHARGE | NET<br>COMMISSION | RATE | BROKER<br>COMMISSION |
|--|-------------------|---------------------|-----|----------------------|---------------------|--------------------|-------------------|------|----------------------|
| <b><u>DIRECT TRANSACTIONS</u></b>                            |                   |                     |     |                      |                     |                    |                   |      |                      |
| <b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b>           |                   |                     |     |                      |                     |                    |                   |      |                      |
| 10/31/2018 009421417A  | SEGUIN, GUILLERMO | VA RTMT LAT         | B   | 110,187.55           | 45.91               | 0.00               | 45.91             | 90.0 | 41.32                |
| 10/31/2018 009421520A  | TAYLOR, MARY      | VA RTMT LAT         | B   | 53,236.73            | 22.18               | 0.00               | 22.18             | 90.0 | 19.96                |
| 10/31/2018 009421606A  | OAKLEY, SUSAN     | VA RTMT LAT         | B   | 58,800.05            | 24.50               | 0.00               | 24.50             | 90.0 | 22.05                |
| 10/31/2018 009421708A  | SURBER, RANDALL   | VA RTMT LAT         | B   | 67,340.24            | 28.06               | 0.00               | 28.06             | 90.0 | 25.25                |
| 10/31/2018 009421869A  | ACUNA, IDA        | VA RTMT LAT         | B   | 523,493.18           | 218.12              | 0.00               | 218.12            | 90.0 | 196.31               |
| <b>* VARIABLE ANNUITIES SUBTOTAL *</b>                       |                   |                     |     | <b>\$813,057.75</b>  | <b>\$338.77</b>     | <b>\$0.00</b>      | <b>\$338.77</b>   |      | <b>\$304.89</b>      |
| <b><u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u></b> |                   |                     |     |                      |                     |                    |                   |      |                      |
| 10/19/2018 (None)  | GARZA, EDUARDO    | VAT PROTECTIVE LIFE | B   | 0.00                 | 110.04              | 0.00               | 110.04            | 90.0 | 99.04                |
| <b>* VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *</b>             |                   |                     |     | <b>\$0.00</b>        | <b>\$110.04</b>     | <b>\$0.00</b>      | <b>\$110.04</b>   |      | <b>\$99.04</b>       |
| <b>*** DIRECT TRANSACTIONS TOTAL ***</b>                     |                   |                     |     | <b>\$813,057.75</b>  | <b>\$448.81</b>     | <b>\$0.00</b>      | <b>\$448.81</b>   |      | <b>\$403.93</b>      |

**BROKER COMMISSION TOTALS**

|                       |           |
|-----------------------|-----------|
| Broker Transactions   | \$403.93  |
| Split Transactions    | \$0.00    |
| Override Transactions | \$0.00    |
| Adjustments           | \$0.00    |
| Payroll Draw          | \$0.00    |
| Base Salary           | \$0.00    |
| Prior Period Balance  | \$-142.84 |
| FINRA Assessment      | \$0.00    |
| SIPC Assessment       | \$0.00    |

|                                 |                   |
|---------------------------------|-------------------|
| <b>Net Commissions</b>          | <b>\$261.09</b>   |
| <b>Year-to-date Commissions</b> | <b>\$6,224.40</b> |