

# COMMISSION STATEMENT

September 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<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: MUTUAL FUNDS</u></b>            |                   |                                    |     |                      |                     |                    |                   |      |                      |
| 08/27/2018 (None)                                       | ZIMMERMAN, STEVEN | MF OPPENHEIMER                     | B   | 300.00               | 11.40               | 0.00               | 11.40             | 85.0 | 9.69                 |
| 09/05/2018 00064992220                                  | VELA, PATRICIA    | MF THE GROWTH FUND OF AMERICA-A    | B   | 125.00               | 5.31                | 0.00               | 5.31              | 85.0 | 4.51                 |
| 09/04/2018 00067562789                                  | PEREZ, GRACIELA   | MF AMERICAN BALANCED FUND-A        | B   | 138.84               | 5.21                | 0.00               | 5.21              | 85.0 | 4.43                 |
| 09/04/2018 00068501235                                  | GUTIERREZ, OTTO   | MF THE BOND FUND OF AMERICA-A      | B   | 190.82               | 5.25                | 0.00               | 5.25              | 85.0 | 4.46                 |
| 09/04/2018 00085713380                                  | BENAVIDES, JOHN   | MF CAPITAL WORLD GROWTH AND        | B   | 105.00               | 3.94                | 0.00               | 3.94              | 85.0 | 3.35                 |
| 09/04/2018 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>\$964.66</b>      | <b>\$35.05</b>      | <b>\$0.00</b>      | <b>\$35.05</b>    |      | <b>\$29.79</b>       |
| <b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b>      |                   |                                    |     |                      |                     |                    |                   |      |                      |
| 08/31/2018 009066455A                                   | STEPHENS, JUNE    | VA PERSPECTIVE-RPL                 | B   | 42,067.54            | 8.76                | 0.00               | 8.76              | 85.0 | 7.45                 |
| 08/31/2018 009066456A                                   | STEPHENS, SHERMAN | VA PERSPECTIVE-RPL                 | B   | 31,336.58            | 6.53                | 0.00               | 6.53              | 85.0 | 5.55                 |
| 08/31/2018 1016582030                                   | BRANNIES,         | VA PERSP II 04/14                  | B   | 334,652.37           | 139.44              | 0.00               | 139.44            | 85.0 | 118.52               |
| <b>* VARIABLE ANNUITIES SUBTOTAL *</b>                  |                   |                                    |     | <b>\$408,056.49</b>  | <b>\$154.73</b>     | <b>\$0.00</b>      | <b>\$154.73</b>   |      | <b>\$131.52</b>      |
| <b><u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u></b> |                   |                                    |     |                      |                     |                    |                   |      |                      |
| 09/04/2018 00050332808                                  | ROSS, FRANCES     | MFT AMERICAN BALANCED FUND-A       | B   | 0.00                 | 34.73               | 0.00               | 34.73             | 85.0 | 29.52                |
| 09/04/2018 00050332808                                  | ROSS, FRANCES     | MFT THE INCOME FUND OF AMERICA-A   | B   | 0.00                 | 23.09               | 0.00               | 23.09             | 85.0 | 19.63                |
| 09/04/2018 00050332808                                  | ROSS, FRANCES     | MFT THE INVESTMENT COMPANY OF      | B   | 0.00                 | 276.28              | 0.00               | 276.28            | 85.0 | 234.84               |
| 09/04/2018 00050332808                                  | ROSS, FRANCES     | MFT WASHINGTON MUTUAL INVESTORS    | B   | 0.00                 | 39.91               | 0.00               | 39.91             | 85.0 | 33.92                |
| 09/04/2018 00064241136                                  | GARZA, NELDA      | MFT SMALLCAP WORLD FUND-A          | B   | 0.00                 | 1.67                | 0.00               | 1.67              | 85.0 | 1.42                 |
| 09/04/2018 00064241136                                  | GARZA, NELDA      | MFT THE GROWTH FUND OF AMERICA-A   | B   | 0.00                 | 3.28                | 0.00               | 3.28              | 85.0 | 2.79                 |
| 09/04/2018 00064241136                                  | GARZA, NELDA      | MFT THE INVESTMENT COMPANY OF      | B   | 0.00                 | 3.03                | 0.00               | 3.03              | 85.0 | 2.58                 |
| 09/04/2018 00064241136                                  | GARZA, NELDA      | MFT WASHINGTON MUTUAL INVESTORS    | B   | 0.00                 | 11.62               | 0.00               | 11.62             | 85.0 | 9.88                 |
| 09/04/2018 00064303663                                  | HERNANDEZ, ANNA   | MFT AMERICAN BALANCED FUND-A       | B   | 0.00                 | 0.33                | 0.00               | 0.33              | 85.0 | 0.28                 |
| 09/04/2018 00064303663                                  | HERNANDEZ, ANNA   | MFT AMERICAN HIGH-INCOME TRUST-A   | B   | 0.00                 | 0.37                | 0.00               | 0.37              | 85.0 | 0.31                 |
| 09/04/2018 00064303663                                  | HERNANDEZ, ANNA   | MFT CAPITAL INCOME BUILDER-A       | B   | 0.00                 | 1.87                | 0.00               | 1.87              | 85.0 | 1.59                 |
| 09/04/2018 00064563501                                  | MAUGHAN, ROSARIO  | MFT AMCAP FUND-A                   | B   | 0.00                 | 23.94               | 0.00               | 23.94             | 85.0 | 20.35                |
| 09/04/2018 00064563501                                  | MAUGHAN, ROSARIO  | MFT THE GROWTH FUND OF AMERICA-A   | B   | 0.00                 | 21.99               | 0.00               | 21.99             | 85.0 | 18.69                |
| 09/04/2018 00064563501                                  | MAUGHAN, ROSARIO  | MFT THE INVESTMENT COMPANY OF      | B   | 0.00                 | 10.83               | 0.00               | 10.83             | 85.0 | 9.21                 |
| 09/04/2018 00064722655                                  | BENAVIDES, M      | MFT AMERICAN BALANCED FUND-A       | B   | 0.00                 | 2.22                | 0.00               | 2.22              | 85.0 | 1.89                 |
| 09/04/2018 00064884007                                  | BURRELL, MARIA    | MFT THE GROWTH FUND OF AMERICA-A   | B   | 0.00                 | 4.04                | 0.00               | 4.04              | 85.0 | 3.43                 |
| 09/04/2018 00064884007                                  | BURRELL, MARIA    | MFT THE NEW ECONOMY FUND-A         | B   | 0.00                 | 3.90                | 0.00               | 3.90              | 85.0 | 3.32                 |

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| TRADE DATE             | CLIENT            | INVESTMENT                          | B/S | INVESTMENT<br>AMOUNT | GROSS<br>COMMISSION | CLEARING<br>CHARGE | NET<br>COMMISSION | RATE | BROKER<br>COMMISSION |
|------------------------|-------------------|-------------------------------------|-----|----------------------|---------------------|--------------------|-------------------|------|----------------------|
| 09/04/2018 00064884007 | BURRELL, MARIA    | MFT WASHINGTON MUTUAL INVESTORS     | B   | 0.00                 | 81.02               | 0.00               | 81.02             | 85.0 | 68.87                |
| 09/04/2018 00064884008 | XIMENEZ, BETTY    | MFT AMERICAN BALANCED FUND-A        | B   | 0.00                 | 2.32                | 0.00               | 2.32              | 85.0 | 1.97                 |
| 09/04/2018 00064884008 | XIMENEZ, BETTY    | MFT AMERICAN HIGH-INCOME TRUST-A    | B   | 0.00                 | 2.11                | 0.00               | 2.11              | 85.0 | 1.79                 |
| 09/04/2018 00064884008 | XIMENEZ, BETTY    | MFT FUNDAMENTAL INVESTORS-A         | B   | 0.00                 | 1.92                | 0.00               | 1.92              | 85.0 | 1.63                 |
| 09/04/2018 00064884008 | XIMENEZ, BETTY    | MFT THE BOND FUND OF AMERICA-A      | B   | 0.00                 | 1.18                | 0.00               | 1.18              | 85.0 | 1.00                 |
| 09/04/2018 00064884008 | XIMENEZ, BETTY    | MFT THE GROWTH FUND OF AMERICA-A    | B   | 0.00                 | 2.31                | 0.00               | 2.31              | 85.0 | 1.96                 |
| 09/04/2018 00064884008 | XIMENEZ, BETTY    | MFT THE INCOME FUND OF AMERICA-A    | B   | 0.00                 | 1.52                | 0.00               | 1.52              | 85.0 | 1.29                 |
| 09/04/2018 00064884008 | XIMENEZ, BETTY    | MFT WASHINGTON MUTUAL INVESTORS     | B   | 0.00                 | 2.29                | 0.00               | 2.29              | 85.0 | 1.95                 |
| 09/04/2018 00064930229 | PEREZ, GRACIELA   | MFT AMERICAN HIGH-INCOME TRUST-A    | B   | 0.00                 | 2.69                | 0.00               | 2.69              | 85.0 | 2.29                 |
| 09/04/2018 00064930229 | PEREZ, GRACIELA   | MFT THE INCOME FUND OF AMERICA-A    | B   | 0.00                 | 7.32                | 0.00               | 7.32              | 85.0 | 6.22                 |
| 09/04/2018 00064939725 | GONZALEZ, EDULFO  | MFT THE GROWTH FUND OF AMERICA-A    | B   | 0.00                 | 0.30                | 0.00               | 0.30              | 85.0 | 0.26                 |
| 09/04/2018 00064992220 | VELA, PATRICIA    | MFT CAPITAL INCOME BUILDER-A        | B   | 0.00                 | 2.48                | 0.00               | 2.48              | 85.0 | 2.11                 |
| 09/04/2018 00064992220 | VELA, PATRICIA    | MFT CAPITAL WORLD GROWTH AND INCOME | B   | 0.00                 | 3.96                | 0.00               | 3.96              | 85.0 | 3.37                 |
| 09/04/2018 00064992220 | VELA, PATRICIA    | MFT THE GROWTH FUND OF AMERICA-A    | B   | 0.00                 | 8.42                | 0.00               | 8.42              | 85.0 | 7.16                 |
| 09/04/2018 00066536308 | VILLA, PETER      | MFT AMERICAN HIGH-INCOME TRUST-A    | B   | 0.00                 | 5.17                | 0.00               | 5.17              | 85.0 | 4.39                 |
| 09/04/2018 00066536308 | VILLA, PETER      | MFT THE INVESTMENT COMPANY OF       | B   | 0.00                 | 9.01                | 0.00               | 9.01              | 85.0 | 7.66                 |
| 09/04/2018 00066584889 | BENAVIDES, JOHN   | MFT AMERICAN BALANCED FUND-A        | B   | 0.00                 | 0.75                | 0.00               | 0.75              | 85.0 | 0.64                 |
| 09/04/2018 00066584889 | BENAVIDES, JOHN   | MFT FUNDAMENTAL INVESTORS-A         | B   | 0.00                 | 3.04                | 0.00               | 3.04              | 85.0 | 2.58                 |
| 09/04/2018 00066584889 | BENAVIDES, JOHN   | MFT THE GROWTH FUND OF AMERICA-A    | B   | 0.00                 | 10.42               | 0.00               | 10.42             | 85.0 | 8.86                 |
| 09/04/2018 00066584889 | BENAVIDES, JOHN   | MFT THE INVESTMENT COMPANY OF       | B   | 0.00                 | 5.07                | 0.00               | 5.07              | 85.0 | 4.31                 |
| 09/04/2018 00066840040 | HENDERSON, HAROLD | MFT AMERICAN HIGH-INCOME TRUST-A    | B   | 0.00                 | 4.45                | 0.00               | 4.45              | 85.0 | 3.78                 |
| 09/04/2018 00066840040 | HENDERSON, HAROLD | MFT THE INVESTMENT COMPANY OF       | B   | 0.00                 | 6.42                | 0.00               | 6.42              | 85.0 | 5.46                 |
| 09/04/2018 00067311891 | SALINAS, RUFINO   | MFT AMERICAN HIGH-INCOME TRUST-A    | B   | 0.00                 | 27.22               | 0.00               | 27.22             | 85.0 | 23.14                |
| 09/04/2018 00067311891 | SALINAS, RUFINO   | MFT AMERICAN MUTUAL FUND-A          | B   | 0.00                 | 15.50               | 0.00               | 15.50             | 85.0 | 13.18                |
| 09/04/2018 00067311891 | SALINAS, RUFINO   | MFT CAPITAL INCOME BUILDER-A        | B   | 0.00                 | 11.11               | 0.00               | 11.11             | 85.0 | 9.44                 |
| 09/04/2018 00067311891 | SALINAS, RUFINO   | MFT CAPITAL WORLD GROWTH AND INCOME | B   | 0.00                 | 16.10               | 0.00               | 16.10             | 85.0 | 13.69                |
| 09/04/2018 00067311891 | SALINAS, RUFINO   | MFT THE BOND FUND OF AMERICA-A      | B   | 0.00                 | 21.74               | 0.00               | 21.74             | 85.0 | 18.48                |
| 09/04/2018 00067311891 | SALINAS, RUFINO   | MFT THE GROWTH FUND OF AMERICA-A    | B   | 0.00                 | 11.95               | 0.00               | 11.95             | 85.0 | 10.16                |
| 09/04/2018 00067311891 | SALINAS, RUFINO   | MFT U.S. GOVERNMENT SECURITIES FUND | B   | 0.00                 | 5.71                | 0.00               | 5.71              | 85.0 | 4.85                 |
| 09/04/2018 00067311892 | SALINAS, MARY     | MFT AMERICAN BALANCED FUND-A        | B   | 0.00                 | 22.05               | 0.00               | 22.05             | 85.0 | 18.74                |
| 09/04/2018 00067311892 | SALINAS, MARY     | MFT AMERICAN HIGH-INCOME TRUST-A    | B   | 0.00                 | 1.37                | 0.00               | 1.37              | 85.0 | 1.16                 |
| 09/04/2018 00067311892 | SALINAS, MARY     | MFT AMERICAN HIGH-INCOME MUNI BOND  | B   | 0.00                 | 10.27               | 0.00               | 10.27             | 85.0 | 8.73                 |
| 09/04/2018 00067311892 | SALINAS, MARY     | MFT FUNDAMENTAL INVESTORS-A         | B   | 0.00                 | 19.95               | 0.00               | 19.95             | 85.0 | 16.96                |
| 09/04/2018 00067311892 | SALINAS, MARY     | MFT LIMITED TERM TAX- EXEMPT BOND   | B   | 0.00                 | 6.04                | 0.00               | 6.04              | 85.0 | 5.13                 |
| 09/04/2018 00067311892 | SALINAS, MARY     | MFT SHORT-TERM BOND FUND OF AMERICA | B   | 0.00                 | 11.68               | 0.00               | 11.68             | 85.0 | 9.93                 |
| 09/04/2018 00067311892 | SALINAS, MARY     | MFT SMALLCAP WORLD FUND-A           | B   | 0.00                 | 14.02               | 0.00               | 14.02             | 85.0 | 11.92                |
| 09/04/2018 00067311892 | SALINAS, MARY     | MFT THE INCOME FUND OF AMERICA-A    | B   | 0.00                 | 22.32               | 0.00               | 22.32             | 85.0 | 18.97                |
| 09/04/2018 00067311892 | SALINAS, MARY     | MFT THE INVESTMENT COMPANY OF       | B   | 0.00                 | 15.05               | 0.00               | 15.05             | 85.0 | 12.79                |
| 09/04/2018 00067311892 | SALINAS, MARY     | MFT U.S. GOVERNMENT SECURITIES FUND | B   | 0.00                 | 7.31                | 0.00               | 7.31              | 85.0 | 6.21                 |
| 09/04/2018 00067311892 | SALINAS, MARY     | MFT WASHINGTON MUTUAL INVESTORS     | B   | 0.00                 | 22.51               | 0.00               | 22.51             | 85.0 | 19.13                |
| 09/04/2018 00067311893 | SALINAS, MARICELA | MFT AMERICAN BALANCED FUND-A        | B   | 0.00                 | 9.00                | 0.00               | 9.00              | 85.0 | 7.65                 |
| 09/04/2018 00067311893 | SALINAS, MARICELA | MFT AMERICAN HIGH-INCOME TRUST-A    | B   | 0.00                 | 9.76                | 0.00               | 9.76              | 85.0 | 8.30                 |
| 09/04/2018 00067311893 | SALINAS, MARICELA | MFT FUNDAMENTAL INVESTORS-A         | B   | 0.00                 | 19.81               | 0.00               | 19.81             | 85.0 | 16.84                |
| 09/04/2018 00067311893 | SALINAS, MARICELA | MFT THE NEW ECONOMY FUND-A          | B   | 0.00                 | 11.63               | 0.00               | 11.63             | 85.0 | 9.89                 |

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| TRADE DATE             | CLIENT            | INVESTMENT                          | B/S | INVESTMENT<br>AMOUNT | GROSS<br>COMMISSION | CLEARING<br>CHARGE | NET<br>COMMISSION | RATE | BROKER<br>COMMISSION |
|------------------------|-------------------|-------------------------------------|-----|----------------------|---------------------|--------------------|-------------------|------|----------------------|
| 09/04/2018 00067311893 | SALINAS, MARICELA | MFT WASHINGTON MUTUAL INVESTORS     | B   | 0.00                 | 13.94               | 0.00               | 13.94             | 85.0 | 11.85                |
| 09/04/2018 00067311894 | SALINAS, MONICA   | MFT AMERICAN BALANCED FUND-A        | B   | 0.00                 | 6.27                | 0.00               | 6.27              | 85.0 | 5.33                 |
| 09/04/2018 00067311894 | SALINAS, MONICA   | MFT AMERICAN HIGH-INCOME TRUST-A    | B   | 0.00                 | 5.12                | 0.00               | 5.12              | 85.0 | 4.35                 |
| 09/04/2018 00067311894 | SALINAS, MONICA   | MFT FUNDAMENTAL INVESTORS-A         | B   | 0.00                 | 8.93                | 0.00               | 8.93              | 85.0 | 7.59                 |
| 09/04/2018 00067311894 | SALINAS, MONICA   | MFT THE NEW ECONOMY FUND-A          | B   | 0.00                 | 7.46                | 0.00               | 7.46              | 85.0 | 6.34                 |
| 09/04/2018 00067311894 | SALINAS, MONICA   | MFT WASHINGTON MUTUAL INVESTORS     | B   | 0.00                 | 9.28                | 0.00               | 9.28              | 85.0 | 7.89                 |
| 09/04/2018 00067355718 | JONES, WILLIAM    | MFT GROWTH FUND OF AMERICA CLASS F  | B   | 0.00                 | 8.73                | 0.00               | 8.73              | 85.0 | 7.42                 |
| 09/04/2018 00067355718 | JONES, WILLIAM    | MFT THE INCOME FUND OF AMERICA-F1   | B   | 0.00                 | 6.30                | 0.00               | 6.30              | 85.0 | 5.36                 |
| 09/04/2018 00067355718 | JONES, WILLIAM    | MFT WASHINGTON MUTUAL INVESTORS     | B   | 0.00                 | 7.21                | 0.00               | 7.21              | 85.0 | 6.13                 |
| 09/04/2018 00067562789 | PEREZ, GRACIELA   | MFT AMERICAN BALANCED FUND-A        | B   | 0.00                 | 12.76               | 0.00               | 12.76             | 85.0 | 10.85                |
| 09/04/2018 00067562789 | PEREZ, GRACIELA   | MFT AMERICAN HIGH-INCOME TRUST-A    | B   | 0.00                 | 14.58               | 0.00               | 14.58             | 85.0 | 12.39                |
| 09/04/2018 00067562789 | PEREZ, GRACIELA   | MFT THE BOND FUND OF AMERICA-A      | B   | 0.00                 | 5.08                | 0.00               | 5.08              | 85.0 | 4.32                 |
| 09/04/2018 00067715647 | MONTOYA/AUTH PER, | MFT THE GROWTH FUND OF AMERICA-A    | B   | 0.00                 | 9.14                | 0.00               | 9.14              | 85.0 | 7.77                 |
| 09/04/2018 00067715649 | MONTOYA, MELINDA  | MFT THE GROWTH FUND OF AMERICA-A    | B   | 0.00                 | 14.65               | 0.00               | 14.65             | 85.0 | 12.45                |
| 09/04/2018 00067715649 | MONTOYA, MELINDA  | MFT THE INVESTMENT COMPANY OF       | B   | 0.00                 | 11.83               | 0.00               | 11.83             | 85.0 | 10.06                |
| 09/04/2018 00068410545 | DURAND, LINDA     | MFT THE INVESTMENT COMPANY OF       | B   | 0.00                 | 1.09                | 0.00               | 1.09              | 85.0 | 0.93                 |
| 09/04/2018 00068501235 | GUTIERREZ, OTTO   | MFT CAPITAL INCOME BUILDER-A        | B   | 0.00                 | 9.98                | 0.00               | 9.98              | 85.0 | 8.48                 |
| 09/04/2018 00068501235 | GUTIERREZ, OTTO   | MFT FUNDAMENTAL INVESTORS-A         | B   | 0.00                 | 15.10               | 0.00               | 15.10             | 85.0 | 12.84                |
| 09/04/2018 00068501235 | GUTIERREZ, OTTO   | MFT THE BOND FUND OF AMERICA-A      | B   | 0.00                 | 13.10               | 0.00               | 13.10             | 85.0 | 11.14                |
| 09/04/2018 00068501235 | GUTIERREZ, OTTO   | MFT THE INCOME FUND OF AMERICA-A    | B   | 0.00                 | 11.65               | 0.00               | 11.65             | 85.0 | 9.90                 |
| 09/04/2018 00068501237 | GUTIERREZ, MARIA  | MFT AMERICAN BALANCED FUND-A        | B   | 0.00                 | 22.06               | 0.00               | 22.06             | 85.0 | 18.75                |
| 09/04/2018 00068501237 | GUTIERREZ, MARIA  | MFT AMERICAN HIGH-INCOME TRUST-A    | B   | 0.00                 | 13.50               | 0.00               | 13.50             | 85.0 | 11.48                |
| 09/04/2018 00068501237 | GUTIERREZ, MARIA  | MFT CAPITAL WORLD GROWTH AND INCOME | B   | 0.00                 | 10.12               | 0.00               | 10.12             | 85.0 | 8.60                 |
| 09/04/2018 00068501237 | GUTIERREZ, MARIA  | MFT WASHINGTON MUTUAL INVESTORS     | B   | 0.00                 | 6.19                | 0.00               | 6.19              | 85.0 | 5.26                 |
| 09/04/2018 00068777733 | BRANNIES,         | MFT AMERICAN BALANCED FUND-A        | B   | 0.00                 | 58.63               | 0.00               | 58.63             | 85.0 | 49.84                |
| 09/04/2018 00068777733 | BRANNIES,         | MFT CAPITAL INCOME BUILDER-A        | B   | 0.00                 | 45.88               | 0.00               | 45.88             | 85.0 | 39.00                |
| 09/04/2018 00068777733 | BRANNIES,         | MFT CAPITAL WORLD GROWTH AND INCOME | B   | 0.00                 | 29.69               | 0.00               | 29.69             | 85.0 | 25.24                |
| 09/04/2018 00068777733 | BRANNIES,         | MFT THE GROWTH FUND OF AMERICA-A    | B   | 0.00                 | 54.45               | 0.00               | 54.45             | 85.0 | 46.28                |
| 09/04/2018 00068777733 | BRANNIES,         | MFT THE INVESTMENT COMPANY OF       | B   | 0.00                 | 49.37               | 0.00               | 49.37             | 85.0 | 41.96                |
| 09/04/2018 00068786791 | BENAVIDES,        | MFT EUROPACIFIC GROWTH FUND-A       | B   | 0.00                 | 0.24                | 0.00               | 0.24              | 85.0 | 0.20                 |
| 09/04/2018 00068786791 | BENAVIDES,        | MFT THE INVESTMENT COMPANY OF       | B   | 0.00                 | 0.24                | 0.00               | 0.24              | 85.0 | 0.20                 |
| 09/04/2018 00068826159 | LAMBERTH, VIVIAN  | MFT CAPITAL WORLD GROWTH AND INCOME | B   | 0.00                 | 7.07                | 0.00               | 7.07              | 85.0 | 6.01                 |
| 09/04/2018 00068826159 | LAMBERTH, VIVIAN  | MFT NEW PERSPECTIVE FUND-A          | B   | 0.00                 | 4.89                | 0.00               | 4.89              | 85.0 | 4.16                 |
| 09/04/2018 00068826159 | LAMBERTH, VIVIAN  | MFT NEW WORLD FUND-A                | B   | 0.00                 | 3.74                | 0.00               | 3.74              | 85.0 | 3.18                 |
| 09/04/2018 00073314665 | SALINAS, MARY     | MFT CAPITAL INCOME BUILDER-A        | B   | 0.00                 | 7.52                | 0.00               | 7.52              | 85.0 | 6.39                 |
| 09/04/2018 00073314665 | SALINAS, MARY     | MFT THE INVESTMENT COMPANY OF       | B   | 0.00                 | 12.06               | 0.00               | 12.06             | 85.0 | 10.25                |
| 09/04/2018 00073352550 | SALINAS, MARICELA | MFT CAPITAL WORLD GROWTH AND INCOME | B   | 0.00                 | 4.24                | 0.00               | 4.24              | 85.0 | 3.60                 |
| 09/04/2018 00073352550 | SALINAS, MARICELA | MFT THE GROWTH FUND OF AMERICA-A    | B   | 0.00                 | 17.79               | 0.00               | 17.79             | 85.0 | 15.12                |
| 09/04/2018 00073352550 | SALINAS, MARICELA | MFT THE INCOME FUND OF AMERICA-A    | B   | 0.00                 | 7.24                | 0.00               | 7.24              | 85.0 | 6.15                 |
| 09/04/2018 00073352619 | SALINAS, MONICA   | MFT CAPITAL WORLD GROWTH AND INCOME | B   | 0.00                 | 3.28                | 0.00               | 3.28              | 85.0 | 2.79                 |
| 09/04/2018 00073352619 | SALINAS, MONICA   | MFT THE GROWTH FUND OF AMERICA-A    | B   | 0.00                 | 20.12               | 0.00               | 20.12             | 85.0 | 17.10                |
| 09/04/2018 00073572061 | JONES, WILLIAM    | MFT NEW PERSPECTIVE FUND-F1         | B   | 0.00                 | 17.34               | 0.00               | 17.34             | 85.0 | 14.74                |
| 09/04/2018 00073572061 | JONES, WILLIAM    | MFT THE INCOME FUND OF AMERICA-F1   | B   | 0.00                 | 17.38               | 0.00               | 17.38             | 85.0 | 14.77                |
| 09/04/2018 00073572061 | JONES, WILLIAM    | MFT WASHINGTON MUTUAL INVESTORS     | B   | 0.00                 | 14.81               | 0.00               | 14.81             | 85.0 | 12.59                |

COMMISSION STATEMENT for RICHARD DURAND-D020

| TRADE DATE | CLIENT      | INVESTMENT        | B/S                                 | INVESTMENT<br>AMOUNT | GROSS<br>COMMISSION | CLEARING<br>CHARGE | NET<br>COMMISSION | RATE   | BROKER<br>COMMISSION |        |
|------------|-------------|-------------------|-------------------------------------|----------------------|---------------------|--------------------|-------------------|--------|----------------------|--------|
| 09/04/2018 | 00073897018 | MARTIN, HANNAH    | MFT AMERICAN BALANCED FUND-529A     | B                    | 0.00                | 16.13              | 0.00              | 16.13  | 85.0                 | 13.71  |
| 09/04/2018 | 00073897018 | MARTIN, HANNAH    | MFT CAPITAL WORLD GROWTH AND        | B                    | 0.00                | 12.50              | 0.00              | 12.50  | 85.0                 | 10.63  |
| 09/04/2018 | 00073897018 | MARTIN, HANNAH    | MFT THE GROWTH FUND OF AMERICA-529A | B                    | 0.00                | 7.52               | 0.00              | 7.52   | 85.0                 | 6.39   |
| 09/04/2018 | 00073897018 | MARTIN, HANNAH    | MFT THE INVESTMENT COMPANY OF       | B                    | 0.00                | 7.81               | 0.00              | 7.81   | 85.0                 | 6.64   |
| 09/04/2018 | 00073897018 | MARTIN, HANNAH    | MFT WASHINGTON MUTUAL INVESTORS     | B                    | 0.00                | 8.04               | 0.00              | 8.04   | 85.0                 | 6.83   |
| 09/04/2018 | 00073903190 | WOLFE, BRENNNA    | MFT THE GROWTH FUND OF AMERICA-529A | B                    | 0.00                | 3.87               | 0.00              | 3.87   | 85.0                 | 3.29   |
| 09/04/2018 | 00073903397 | WOLFE, BRENNNA    | MFT THE GROWTH FUND OF AMERICA-529A | B                    | 0.00                | 3.87               | 0.00              | 3.87   | 85.0                 | 3.29   |
| 09/04/2018 | 00073903408 | WOLFE, BRENNNA    | MFT THE GROWTH FUND OF AMERICA-529A | B                    | 0.00                | 3.87               | 0.00              | 3.87   | 85.0                 | 3.29   |
| 09/04/2018 | 00073950669 | BURRELL, MARIA    | MFT THE GROWTH FUND OF AMERICA-A    | B                    | 0.00                | 3.78               | 0.00              | 3.78   | 85.0                 | 3.21   |
| 09/04/2018 | 00073950669 | BURRELL, MARIA    | MFT WASHINGTON MUTUAL INVESTORS     | B                    | 0.00                | 2.77               | 0.00              | 2.77   | 85.0                 | 2.35   |
| 09/04/2018 | 00075030097 | KONRAD, TYLER     | MFT THE GROWTH FUND OF AMERICA-529A | B                    | 0.00                | 69.87              | 0.00              | 69.87  | 85.0                 | 59.39  |
| 09/04/2018 | 00075030149 | KONRAD, TYLER     | MFT THE GROWTH FUND OF AMERICA-529A | B                    | 0.00                | 69.87              | 0.00              | 69.87  | 85.0                 | 59.39  |
| 09/04/2018 | 00075478810 | BELL, JACK        | MFT THE GROWTH FUND OF AMERICA-529A | B                    | 0.00                | 0.54               | 0.00              | 0.54   | 85.0                 | 0.46   |
| 09/04/2018 | 00075552570 | VILLA, KELLIE     | MFT WASHINGTON MUTUAL INVESTORS     | B                    | 0.00                | 3.40               | 0.00              | 3.40   | 85.0                 | 2.89   |
| 09/04/2018 | 00081668774 | SALINAS, RUFINO   | MFT CAPITAL INCOME BUILDER-A        | B                    | 0.00                | 42.15              | 0.00              | 42.15  | 85.0                 | 35.83  |
| 09/04/2018 | 00081668774 | SALINAS, RUFINO   | MFT INTERMEDIATE BOND FUND OF       | B                    | 0.00                | 6.22               | 0.00              | 6.22   | 85.0                 | 5.29   |
| 09/04/2018 | 00081668774 | SALINAS, RUFINO   | MFT THE INCOME FUND OF AMERICA-A    | B                    | 0.00                | 6.75               | 0.00              | 6.75   | 85.0                 | 5.74   |
| 09/04/2018 | 00081668774 | SALINAS, RUFINO   | MFT THE INVESTMENT COMPANY OF       | B                    | 0.00                | 9.27               | 0.00              | 9.27   | 85.0                 | 7.88   |
| 09/04/2018 | 00081668774 | SALINAS, RUFINO   | MFT U.S. GOVERNMENT SECURITIES FUND | B                    | 0.00                | 7.30               | 0.00              | 7.30   | 85.0                 | 6.21   |
| 09/04/2018 | 00081668774 | SALINAS, RUFINO   | MFT WASHINGTON MUTUAL INVESTORS     | B                    | 0.00                | 14.77              | 0.00              | 14.77  | 85.0                 | 12.55  |
| 09/04/2018 | 00081764945 | SHANNON WOLFE,    | MFT THE INVESTMENT COMPANY OF       | B                    | 0.00                | 1.29               | 0.00              | 1.29   | 85.0                 | 1.10   |
| 09/04/2018 | 00082323763 | HOWARD, GARY      | MFT AMERICAN BALANCED FUND-A        | B                    | 0.00                | 38.61              | 0.00              | 38.61  | 85.0                 | 32.82  |
| 09/04/2018 | 00082323763 | HOWARD, GARY      | MFT CAPITAL WORLD GROWTH AND INCOME | B                    | 0.00                | 16.39              | 0.00              | 16.39  | 85.0                 | 13.93  |
| 09/04/2018 | 00082589900 | ENCINIA, ALBERT   | MFT GROWTH FUND OF AMERICA CLASS F  | B                    | 0.00                | 0.19               | 0.00              | 0.19   | 85.0                 | 0.16   |
| 09/04/2018 | 00083540133 | WOLFE, BRENNNA    | MFT FUNDAMENTAL INVESTORS-529A      | B                    | 0.00                | 2.78               | 0.00              | 2.78   | 85.0                 | 2.36   |
| 09/04/2018 | 00083686001 | STEELE, KELLY     | MFT CAPITAL INCOME BUILDER-A        | B                    | 0.00                | 9.60               | 0.00              | 9.60   | 85.0                 | 8.16   |
| 09/04/2018 | 00083686001 | STEELE, KELLY     | MFT CAPITAL WORLD GROWTH AND INCOME | B                    | 0.00                | 10.65              | 0.00              | 10.65  | 85.0                 | 9.05   |
| 09/04/2018 | 00083686001 | STEELE, KELLY     | MFT FUNDAMENTAL INVESTORS-A         | B                    | 0.00                | 14.46              | 0.00              | 14.46  | 85.0                 | 12.29  |
| 09/04/2018 | 00083686001 | STEELE, KELLY     | MFT NEW PERSPECTIVE FUND-A          | B                    | 0.00                | 13.32              | 0.00              | 13.32  | 85.0                 | 11.32  |
| 09/04/2018 | 00083686001 | STEELE, KELLY     | MFT THE GROWTH FUND OF AMERICA-A    | B                    | 0.00                | 15.85              | 0.00              | 15.85  | 85.0                 | 13.47  |
| 09/04/2018 | 00084143620 | ROBERTS, PATRICIA | MFT EUROPACIFIC GROWTH FUND-A       | B                    | 0.00                | 82.22              | 0.00              | 82.22  | 85.0                 | 69.89  |
| 09/04/2018 | 00084143620 | ROBERTS, PATRICIA | MFT SMALLCAP WORLD FUND-A           | B                    | 0.00                | 52.03              | 0.00              | 52.03  | 85.0                 | 44.23  |
| 09/04/2018 | 00084143620 | ROBERTS, PATRICIA | MFT THE GROWTH FUND OF AMERICA-A    | B                    | 0.00                | 185.09             | 0.00              | 185.09 | 85.0                 | 157.33 |
| 09/04/2018 | 00084143620 | ROBERTS, PATRICIA | MFT WASHINGTON MUTUAL INVESTORS     | B                    | 0.00                | 112.05             | 0.00              | 112.05 | 85.0                 | 95.24  |
| 09/04/2018 | 00084183589 | VILLA, KELLIE     | MFT FUNDAMENTAL INVESTORS-A         | B                    | 0.00                | 9.78               | 0.00              | 9.78   | 85.0                 | 8.31   |
| 09/04/2018 | 00085713380 | BENAVIDES, JOHN   | MFT CAPITAL WORLD GROWTH AND        | B                    | 0.00                | 11.34              | 0.00              | 11.34  | 85.0                 | 9.64   |
| 09/04/2018 | 00085713380 | BENAVIDES, JOHN   | MFT THE GROWTH FUND OF AMERICA-529A | B                    | 0.00                | 13.93              | 0.00              | 13.93  | 85.0                 | 11.84  |
| 09/04/2018 | 00085792100 | ZERTUCHE, JOANNE  | MFT AMERICAN MUTUAL FUND-A          | B                    | 0.00                | 0.01               | 0.00              | 0.01   | 85.0                 | 0.01   |
| 09/04/2018 | 00085792100 | ZERTUCHE, JOANNE  | MFT CAPITAL INCOME BUILDER-A        | B                    | 0.00                | 0.01               | 0.00              | 0.01   | 85.0                 | 0.01   |
| 09/04/2018 | 00085792100 | ZERTUCHE, JOANNE  | MFT FUNDAMENTAL INVESTORS-A         | B                    | 0.00                | 0.01               | 0.00              | 0.01   | 85.0                 | 0.01   |
| 09/04/2018 | 00085792100 | ZERTUCHE, JOANNE  | MFT THE INCOME FUND OF AMERICA-A    | B                    | 0.00                | 0.01               | 0.00              | 0.01   | 85.0                 | 0.01   |
| 09/04/2018 | 00085792181 | RENTERIA, JENNEL  | MFT AMCAP FUND-C                    | B                    | 0.00                | 0.01               | 0.00              | 0.01   | 85.0                 | 0.01   |
| 09/04/2018 | 00085792181 | RENTERIA, JENNEL  | MFT AMERICAN MUTUAL FUND-C          | B                    | 0.00                | 0.01               | 0.00              | 0.01   | 85.0                 | 0.01   |
| 09/04/2018 | 00085792181 | RENTERIA, JENNEL  | MFT CAPITAL WORLD GROWTH AND INCOME | B                    | 0.00                | 0.01               | 0.00              | 0.01   | 85.0                 | 0.01   |

COMMISSION STATEMENT for RICHARD DURAND-D020

| TRADE DATE  | CLIENT             | INVESTMENT                          | B/S | INVESTMENT<br>AMOUNT | GROSS<br>COMMISSION | CLEARING<br>CHARGE | NET<br>COMMISSION | RATE | BROKER<br>COMMISSION |
|---|--------------------|-------------------------------------|-----|----------------------|---------------------|--------------------|-------------------|------|----------------------|
| 09/04/2018 00085792181                                | RENTERIA, JENNEL   | MFT EUROPACIFIC GROWTH FUND CLASS C | B   | 0.00                 | 0.01                | 0.00               | 0.01              | 85.0 | 0.01                 |
| 09/04/2018 00085792181                                | RENTERIA, JENNEL   | MFT WASHINGTON MUTUAL INVESTORS     | B   | 0.00                 | 0.01                | 0.00               | 0.01              | 85.0 | 0.01                 |
| 09/04/2018 00085792217                                | PAZ, MARIA         | MFT AMCAP FUND-C                    | B   | 0.00                 | 0.10                | 0.00               | 0.10              | 85.0 | 0.09                 |
| 09/04/2018 00085792217                                | PAZ, MARIA         | MFT AMERICAN BALANCED FUND-C        | B   | 0.00                 | 0.06                | 0.00               | 0.06              | 85.0 | 0.05                 |
| 09/04/2018 00085792217                                | PAZ, MARIA         | MFT AMERICAN MUTUAL FUND-C          | B   | 0.00                 | 0.06                | 0.00               | 0.06              | 85.0 | 0.05                 |
| 09/04/2018 00085792217                                | PAZ, MARIA         | MFT CAPITAL INCOME BUILDER CLASS C  | B   | 0.00                 | 0.06                | 0.00               | 0.06              | 85.0 | 0.05                 |
| 09/04/2018 00085792217                                | PAZ, MARIA         | MFT CAPITAL WORLD GROWTH AND INCOME | B   | 0.00                 | 0.06                | 0.00               | 0.06              | 85.0 | 0.05                 |
| 09/04/2018 00085792217                                | PAZ, MARIA         | MFT EUROPACIFIC GROWTH FUND CLASS C | B   | 0.00                 | 0.11                | 0.00               | 0.11              | 85.0 | 0.09                 |
| 09/04/2018 00085792217                                | PAZ, MARIA         | MFT INCOME FUND OF AMERICA CLASS C  | B   | 0.00                 | 0.06                | 0.00               | 0.06              | 85.0 | 0.05                 |
| 09/04/2018 00085792217                                | PAZ, MARIA         | MFT WASHINGTON MUTUAL INVESTORS     | B   | 0.00                 | 0.08                | 0.00               | 0.08              | 85.0 | 0.07                 |
| 09/04/2018 00085792225                                | CARDONA, REBECCA   | MFT NEW WORLD FUND-C                | B   | 0.00                 | 33.06               | 0.00               | 33.06             | 85.0 | 28.10                |
| 09/04/2018 00086533271                                | VILLA, KELLIE      | MFT AMERICAN BALANCED FUND-529A     | B   | 0.00                 | 1.40                | 0.00               | 1.40              | 85.0 | 1.19                 |
| 09/04/2018 00086533271                                | VILLA, KELLIE      | MFT AMERICAN HIGH-INCOME TRUST-529A | B   | 0.00                 | 4.34                | 0.00               | 4.34              | 85.0 | 3.69                 |
| 09/04/2018 00086533271                                | VILLA, KELLIE      | MFT THE BOND FUND OF AMERICA-529A   | B   | 0.00                 | 1.73                | 0.00               | 1.73              | 85.0 | 1.47                 |
| 09/04/2018 00087617663                                | COOPER, CHARLOTTE  | MFT THE INVESTMENT COMPANY OF       | B   | 0.00                 | 20.82               | 0.00               | 20.82             | 85.0 | 17.70                |
| 09/04/2018 00088298840                                | PATRICIA ANN       | MFT THE INCOME FUND OF AMERICA-A    | B   | 0.00                 | 56.62               | 0.00               | 56.62             | 85.0 | 48.13                |
| 09/04/2018 00089690062                                | COOPER, CHARLOTTE  | MFT THE INVESTMENT COMPANY OF       | B   | 0.00                 | 35.87               | 0.00               | 35.87             | 85.0 | 30.49                |
| 09/04/2018 00089714210                                | ADAMS, HAROLD      | MFT AMERICAN BALANCED FUND-A        | B   | 0.00                 | 2.27                | 0.00               | 2.27              | 85.0 | 1.93                 |
| 09/04/2018 00089714210                                | ADAMS, HAROLD      | MFT THE GROWTH FUND OF AMERICA-A    | B   | 0.00                 | 3.08                | 0.00               | 3.08              | 85.0 | 2.62                 |
| 09/04/2018 00089714210                                | ADAMS, HAROLD      | MFT THE INVESTMENT COMPANY OF       | B   | 0.00                 | 2.71                | 0.00               | 2.71              | 85.0 | 2.30                 |
| 09/04/2018 00089946843                                | STILES /BENE,      | MFT AMERICAN BALANCED FUND-A        | B   | 0.00                 | 14.93               | 0.00               | 14.93             | 85.0 | 12.69                |
| 09/04/2018 00089946843                                | STILES /BENE,      | MFT WASHINGTON MUTUAL INVESTORS     | B   | 0.00                 | 19.73               | 0.00               | 19.73             | 85.0 | 16.77                |
| 09/04/2018 00089946848                                | STILES/BENE,       | MFT AMERICAN BALANCED FUND-A        | B   | 0.00                 | 14.93               | 0.00               | 14.93             | 85.0 | 12.69                |
| 09/04/2018 00089946848                                | STILES/BENE,       | MFT WASHINGTON MUTUAL INVESTORS     | B   | 0.00                 | 19.73               | 0.00               | 19.73             | 85.0 | 16.77                |
| 09/04/2018 04000038708                                | KONRAD, TYLER      | MFT AMERICAN BALANCED FUND-529A     | B   | 0.00                 | 28.80               | 0.00               | 28.80             | 85.0 | 24.48                |
| 09/04/2018 04000038708                                | KONRAD, TYLER      | MFT THE GROWTH FUND OF AMERICA-529A | B   | 0.00                 | 32.31               | 0.00               | 32.31             | 85.0 | 27.46                |
| * MUTUAL FUND 12B1 TRAILS SUBTOTAL *                  |                    |                                     |     | \$0.00               | \$2,742.31          | \$0.00             | \$2,742.31        |      | \$2,331.01           |
| <u>PRODUCT CATEGORY: VARIABLE ANNUITY 12B1 TRAILS</u> |                    |                                     |     |                      |                     |                    |                   |      |                      |
| 08/18/2018 (None)                                     | SUBLETT, CLAUDEANE | VAT AMERITAS                        | B   | 0.00                 | 12.53               | 0.00               | 12.53             | 85.0 | 10.65                |
| * VARIABLE ANNUITY 12B1 TRAILS SUBTOTAL *             |                    |                                     |     | \$0.00               | \$12.53             | \$0.00             | \$12.53           |      | \$10.65              |
| *** DIRECT TRANSACTIONS TOTAL ***                     |                    |                                     |     | \$409,021.15         | \$2,944.62          | \$0.00             | \$2,944.62        |      | \$2,502.97           |

**BROKER COMMISSION TOTALS**

|                       |            |
|-----------------------|------------|
| Broker Transactions   | \$2,502.97 |
| 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>\$2,502.97</b>   |
| <b>Year-to-date Commissions</b> | <b>\$109,849.49</b> |