

# Melvin P. Glazier, Jr., CLU<sup>®</sup>, ChFC<sup>®</sup>

*Vice President*

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Melvin “Buddy” P. Glazier, Jr., serves as Vice President for Highland Capital Brokerage, serving Upstate NY, VT, NH and Maine. Buddy has 30 years of experience in insurance planning, working with advisors, agents, planning teams, CPAs, attorneys, and trust officers in all distribution channels. He reviews financial plans that advisors have created with an insurance lens to help them identify opportunities where their clients will benefit from the solutions he provides. He has expertise in counseling advisors and clients on the full range of insurance planning strategies and implementing these solutions. With his thorough life insurance knowledge and expertise, and his appreciation of the advisor-client relationship, Buddy will often meet with advisors and their clients.

He and his team provide concierge service for life, long-term care, disability income insurance and fixed annuity solutions. He has been recognized as a top performer in Highland Capital Brokerage’s Capital Club.

Buddy started his career in 1986 when he joined the UNUM Life Insurance Company. For 8 years he assisted advisors’ and agents’ clients with the intricacies of disability income and long-term care insurance planning. He joined The Hartford in 1995 as a Senior Account Executive, where he successfully provided sophisticated life insurance solutions and disability insurance to advisors in all distribution channels. He was a consistent top 10% performer and was awarded the prestigious Hartford Life Ring of Honor Award. When Hartford Life was acquired by Prudential in 2012, Buddy became a Senior Vice President. He joined Highland in 2014.

Buddy is a Bowdoin College graduate. He received an MBA from the University of Southern Maine. He holds a New York State life and health license as well as the FINRA Series 6 (Investment Company Products/Variable Contracts Limited Representative) and Series 63 (Uniform Securities Agent State Law Examination).

## ABOUT HIGHLAND CAPITAL BROKERAGE

Highland Capital Brokerage is committed to partnering with financial advisors and insurance professionals using our core competencies of life insurance, annuities, and long-term care. We distinguish ourselves by providing point-of-sale support, advanced marketing, and creative estate and business planning techniques. We provide these services in an efficient, client-focused environment that extends to carrier and product expertise, underwriting negotiation, and complete back office processing. For more information, visit [www.highlandbrokerage.com](http://www.highlandbrokerage.com).

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