

Melvin P. Glazier, Jr., CLU[®], ChFC[®]

Vice President

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Melvin “Buddy” P. Glazier, Jr., serves as Vice President for the Highland Capital Brokerage–New England office in Upstate NY and Vermont and joined the firm in July, 2014. Buddy has close to 30 years of experience in insurance planning. Coming out of Bowdoin College, his consultative approach was developed early as a teacher, coach, and housemaster at the Lawrenceville School in NJ. After three years at Lawrenceville, Buddy joined UNUM Life Insurance Company and worked from ME in the NH and VT territory in all distribution channels. For 8 years he assisted advisors’ and agents’ clients with the intricacies of disability income and long term care insurance planning. While at UNUM, he went to school nights and weekends to earn his MBA from the University of Southern Maine.

In the early 90s, he moved to the Albany, NY area with UNUM. When the company changed direction, Buddy found an opportunity to offer more solutions to his advisors by joining The Hartford, where he offered life and disability income insurance in eastern NY and VT again to advisors in all distribution channels.

At The Hartford, Buddy’s career took off. He was a consistent top 10% performer for 17 years including two years where he was #1 and #2 in the entire country. With a long career of being a consistent sales leader, Buddy was one of the very first recipients of The Hartford’s coveted Ring of Honor. When The Hartford sold its life insurance division to Prudential, Buddy continued to be a sales leader at Prudential for one more year before changing positions to join Highland Capital Brokerage New England as a Sales Vice President. He and his team provide concierge service and life, long term care, disability income insurance and fixed annuity solutions to a wide array of producers.

Buddy works with advisors, agents, planning teams, CPAs, attorneys, and trust officers in all distribution channels to help them identify clients who will benefit from the solutions he provides. He has expertise in counseling advisors and clients on the full range of basic to cutting edge insurance planning strategies and implementing these strategies. With his wide array of knowledge and expertise and his appreciation of the time and effort it has taken for the advisor to build the relationship with the client, Buddy will often meet with advisors and their clients.

In addition to his A.B. in Mathematics from Bowdoin College and his MBA from the University of Southern Maine, Buddy holds New York State life and health license as well as 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.

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