

Charles S. Swanson, CLU®

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Charlie Swanson has been a life insurance professional for over 35 years. He has served as a career agent and in various sales management roles throughout his career. His experience and expertise involves the use of life insurance products in complex business and estate planning cases.

Charlie began his life insurance career as an agent with The Equitable. He also served the company as a District Manager of a detached district office. A later career move moved him to Mass Mutual where he continued to serve his growing client base. He was then asked to start a scratch General Agency for the company. The agency grew to 25 career agents and received numerous agency growth awards.

His most recent experience was where he served as Senior Vice President-Sales Manager for Wachovia Insurance Services now Wells Fargo. In this capacity he was responsible for recruiting, training, and integrating highly qualified life insurance professionals into Wachovia's Wealth Management Division.

Charlie has obtained the Chartered Life Underwriter® (CLU®) designation from The American College. He has been recognized as a Life Member of the prestigious Million Dollar Roundtable (MDRT). He received a BS-BusAdmn degree from The Citadel, the Military College of South Carolina. He and his wife of 46 years, Margaret, have 3 married children and 5 grandchildren.

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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