

# Charles Carter

*Vice President*

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Charles “Chas” Carter serves as Vice President for the Highland Capital Brokerage-Heartland office. In this position, he partners with institutional and independent advisors to provide unique, customized insurance solutions for their clients.

Mr. Carter brings over 12 years of financial services industry experience to HCB. Prior to joining HCB, Mr. Carter served as a Marketing Representative for Federated Mutual Insurance Company where he was a leading point of sale producer working directly with individuals and business owners to deliver customized insurance solutions for advanced personal and business insurance planning needs.

As a graduate of the University of Kentucky’s Gatton School of Business, Mr. Carter holds a Bachelor of Business Administration Degree in Finance. Mr. Carter is a licensed life, annuity, accident & health, and property producer. He has also successfully completed the FINRA Series 6 (Investment Company Products/Variable Contracts Limited Representative) and Series 63 (Uniform Securities Agent State Law Examination) examinations and is currently working towards his Charter Life Underwriter® designation.

## 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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Revised 12/27/17 | HCB00012



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