

Christopher M. Payer

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Chris Payer serves as Sales Vice President for the Highland Capital Brokerage–New England office in upstate New York and Vermont.

Chris has over 17 years of experience in insurance planning. Having lost his father at an early age and witnessed the spending down of assets by his grandfather to provide long term care services for his grandmother, Chris has seen firsthand the power of insurance. Nothing else provides assets that are needed at exactly the time they are required to protect and preserve a family's lifestyle and complete their plans. Additionally, Chris has spent the last 10 years working in the areas of executive compensation and key person retention strategies and is an expert in the Dolgoff Plan, a proprietary non qualified plan

offered by Highland Capital Brokerage.

Chris received a BS degree in Business/Government from Skidmore College and then went on to Masters study at Cornell University. He holds New York State life and health licenses 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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