

# David Nelson

*Vice President*

Highland Capital Brokerage–New York Metro

20 Commerce Dr., Ste. 150, Cranford, NJ 07016  
277 Park Avenue, 26th Floor, New York, NY 10172  
Email: [dnelson@highland.com](mailto:dnelson@highland.com)

Main: 908.272.8870 x1107  
Direct: 908.336.9510



David Nelson serves as Vice President for the Highland Capital Brokerage–New York Metro office. He has over 24 years of experience in the insurance industry. He concentrates his efforts in the wirehouse and bank channel.

David began his career in 1988 with Merrill Lynch and worked for 20 years as a Business Development Specialist for over 150 financial consultants in New Jersey. More recently, he was Regional Vice President with Transamerica and subsequently worked with Capitas in developing one of the most successful regional relationships within the local wirehouse community.

He holds FINRA licenses Series 6 (Investment Company Products/ Variable Contracts Limited Representative) and Series 63 (Uniform Securities Agent State Law Examination), as well as New Jersey life and health licenses. David and his wife, Kelly, reside in Point Pleasant, New Jersey, and have two boys, DJ and Liam. In his leisure time, he enjoys coaching his sons' basketball, baseball, and soccer teams.

## 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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