

# Edmund S. Farm, CFP®

*Vice President*

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Edmund S. Farm, CFP®, serves as Vice President for Highland Capital Brokerage-Northwest in the Honolulu, Hawaii office. He has over 35 years of experience in the insurance and financial services industry. Edmund has spent the majority of his career directly assisting financial professionals and their clients with personal, business, and estate planning solutions utilizing various life insurance products and advanced planning concepts. He designs, implements, and reviews life insurance strategies, as well as identifies existing clients who could benefit from life insurance solutions with a collaborative and consultative approach.

Prior to joining Highland, Edmund provided point-of-sale support to financial advisors as Regional Sales Vice President for Prudential Financial, Inc. Prior to that, he worked as the District Manager for The Hartford Financial Services Group, Inc. and as Vice President, for First Pacific Insurance Company.

Edmund is a Certified Financial Planner® certificant. He currently resides in Honolulu with his wife Kathy and has two children, Kristina and Trevor.

## 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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