

# Gary C. Parsons, LUTCF

*Sales Vice President*

Highland Capital Brokerage–Southeast

2201 N. Florida Avenue  
Tampa, FL 33602

**Email:** gparsons@highland.com   **Phone:** 407.920.6879  
**Fax:** 561.338.0327



Gary Parsons, LUTCF, serves as Sales Vice President for the Highland Capital Brokerage–Southeast.

Prior to joining Highland, Gary was a Business and Estate Insurance Specialist with SunTrust Insurance Services, Inc. In this role, he worked with client advisors, private financial advisors, trust officers, and financial planners within SunTrust Private Wealth Management in central Florida. He began his career in the insurance and financial planning industry with Phoenix Home Life Insurance Company and has been in the insurance industry for 25 years.

Gary holds a Life Underwriters Training Counsel Fellowship (LUTCF) designation, as well as a Series 6 (Investment Company Products/Variable Contracts Limited Representative) and Series 63 (Uniform Securities Agent State Law Examination). In addition, he is a licensed insurance agent in number states, including Florida, Georgia, Michigan, Texas, New Jersey, and North Carolina.

Gary earned a Bachelor of Arts degree from Rollins College in Winter Park, Florida, where he was also named Honorable Mention All-American for his participation on the Rollins Basketball team. Gary and his wife of 38 years, Terri, have four grown children and reside in Winter Springs, Florida.

## 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).

Securities by Licensed individuals offered Through Investacorp, Inc.  
A Registered Broker/Dealer, Member FINRA, SIPC.  
Revised 4/27/16 | HCB00038



**HIGHLAND**  
CAPITAL BROKERAGE