

Greg Bronico

Sales Vice President

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Greg Bronico, serves as Sales Vice President for the Highland Capital Brokerage–Mid-Atlantic office.

With more than 15 years of experience in the financial services industry, Greg specializes in working with independent producers to help them identify sales opportunities and deliver the best possible solutions to their clients. He strives to provide creative, value-added solutions by keeping abreast of product changes throughout the marketplace. In addition, he brings an excellent understanding of the impaired risk marketplace and how to negotiate underwriting offers for complex medical cases. In many situations, this is a key factor resulting in more placed cases.

Having experience in both personal production and brokerage sales, Greg understands the daily challenges faced by independent producers. Therefore he recognizes the importance of providing timely, top-level service to allow independent producers to spend more time in front of their clients.

Greg is a Board member of NAIFA and earned his B.A. degree in Business Administration with a concentration in Finance and minor in Economics from Towson University. He lives in Abingdon, Maryland, with his wife of 13 years, Jessica, and their five-year-old son. In his spare time he enjoys golfing and spending time with friends and family.

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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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