

# Hugh T. Singletary III

*Vice President*

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Hugh T. Singletary III serves as a Vice President for the Highland Capital Brokerage–Southeast office. Hugh has over 20 years of experience in the financial services and insurance industry. His primary responsibility is to add value to the advisor’s client relationship. Hugh helps advisors identify financial concerns for their clients and proposes solutions when insurance is the appropriate tool to resolve the concern. By positioning Hugh as the external professional resource, the financial consultant retains the ability to advise his or her client on the merits of the recommendation. This team approach has been successfully received by the client and the client’s advisors, such as the client’s tax attorney and CPA.

Prior to joining Highland Capital Brokerage, Hugh was President and CEO of LifeServe, a subsidiary of Reliance Trust Company. In this role, he was involved in all aspects of running the agency with a focus on estate planning and succession planning for the firm’s high net worth clients. Before Reliance Trust, Hugh was the President of a national insurance planning firm for nine years that specialized in working with wirehouses, broker dealers, and banks. He directed a field force of 23 point-of-sale professionals, managed the firm relationships and helped the field reps present their plans to clients.

Hugh is an Atlanta native. He received a degree in Economics from the University of Georgia. Hugh is married with three children.

## 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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