

# Jim Gelder, CLU®

*Chief Executive Officer*  
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Jim Gelder, CLU®, has served as Chief Executive Officer for Highland Capital Brokerage since 2013. From 2007 until 2012, he served as Chief Executive Officer of NFP Insurance Services, Inc. (“NFPISI”) and executive vice president of National Financial Partners. In 2011, Mr. Gelder was named president of the NFP Individual Client Group. Prior to joining NFP, he served as head of the life insurance business distribution organization for ING U.S. Financial Services, where he was responsible for all individual retail life insurance distribution.

Mr. Gelder joined ING as co-CEO of Life Operations through its acquisition of ReliaStar in 2000. From 1995 through 2000, he held a variety of positions with increasing responsibility at ReliaStar, including head of Life Marketing and Life Operations and president and CEO of Security-Connecticut Life, a ReliaStar subsidiary. Prior to that, Mr. Gelder was with ReliaStar’s predecessor, Northwestern National Life. In 1983 Mr. Gelder founded Northwest Marketing Resources, Inc. and ran its brokerage and high net worth retail life practice. Mr. Gelder began his career with Northwestern Life Insurance Company in 1973. As an agent, Mr. Gelder was a multiyear MDRT qualifier. Mr. Gelder attended Southern California College and graduated from Dartmouth College’s Tuck Executive Program. Mr. Gelder received his CLU® from the American College.

## 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).

