

# John C. Riggs

*Vice President*

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John C. Riggs serves as Vice President for the Highland Capital Brokerage Heartland-Chicago office and works in all areas of insurance planning including estate planning and business planning.

John has been in the financial services industry for more than 20 years. In 1999, he started with Hartford Life in the St. Louis area as their sales executive calling on brokerage accounts in the region. In September 2004, John took a position with Highland Capital Brokerage as Sales Vice President for Arkansas, Southern Illinois, Missouri and Kansas, including the cities of St. Louis and Kansas City.

John holds a Bachelor of Science degree in Economics from Missouri State University in Springfield, Missouri.

## YOUR HCB SALES SUPPORT TEAM:

### Sales & Marketing

Ryan P. Collin, CFP®, CLU®, ChFC®  
Internal Sales Consultant  
P: 847.325.9297  
rcollin@highland.com

### New Business Underwriting

Bob Brookie  
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### Management

Patrick Mulheran  
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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](http://www.highlandbrokerage.com).

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