

# Kevin Taylor

*Sales Vice President*

Highland Capital Brokerage-Mid-Atlantic

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Kevin Taylor serves as Sales Vice President for Highland Capital Brokerage –Mid-Atlantic. Kevin has more than 15 years of life insurance experience, spending the last eight years building a successful practice partnering with financial advisors. He identifies opportunities for advisors to help fulfill their client’s life, long-term care, and disability protection needs.

Kevin works closely with advisors to listen to their clients, presenting well researched solutions, as well as offering ongoing support through the process. He strives to provide and implement value-added solutions while ensuring a smooth experience for the advisor and client. With this hands-on approach, Kevin works diligently to strengthen new and existing relationships.

Kevin’s prior professional experiences have provided him a well-rounded background that he continues to build on at Highland. As an analyst for a prominent independent producer in Allentown, Pennsylvania and an independent producer group in New York City, he gained experience in the design and implementation of comprehensive business and estate plans for ultra-high net worth individuals and business owners. Kevin has also gained valuable experience in sales, underwriting, and new business processing as an insurance carrier wholesaler.

Kevin holds the following licenses: Series 6 (Investment Company Products/ Variable Contracts Limited Representative) and Series 63 (Uniform Securities Agent State Law).

Kevin earned a Bachelor’s of Science degree in Finance from Bentley College and lives in Allentown, Pennsylvania with his wife and their two children. He is active in his church and is a member of the Emmaus Rotary Club. In his spare time he enjoys traveling, fishing, hunting, and spending time with his family.

## **YOUR HCB SALES SUPPORT TEAM:**

### **Sales & Marketing**

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### **New Business Underwriting**

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### **Management**

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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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