

Les Hoshide, CLU®

Vice President

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Les Hoshide serves as Vice President for Highland Capital Brokerage-West in the Honolulu, Hawaii office. He has over 40 years of life insurance experience, having started as an agent with Prudential Insurance before working his way up to General Manager for the State of Hawaii and overseeing a sales force of 100+ agents. He was also General Manager for Robert E. Lee of Hawaii before it was acquired by Highland Capital Brokerage in 2001. His specialty is estate and business planning.

Les received his designation with Chartered Life Underwriters®, and he has won numerous awards for his work in business and estate planning. He holds the following FINRA licenses: Series 6: Investment

Company Products and Variable Contracts Limited Representative; and Series 63: Uniform Securities Agent State Law Examination. Les is a member of the Society of Financial Service Professionals (SFSP), the Estate Planning Chapter of SFSP, the Hawaii Chapter of NAIFA, the Waialae Country Club, and the Honolulu Japanese Chapter of Commerce, and Hawaii Estate Planning Council.

Prior to his entry into the insurance industry, Les served in the army during the Vietnam conflict where one of his duties was instructor of jungle survival at Schofield Barracks. He currently lives in Honolulu with his wife, Donna. They have two sons and three grandsons.

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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