

# Matthew T. Workman, CLU<sup>®</sup>

*Sales Vice President*

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Matt Workman, CLU<sup>®</sup>, serves as Sales Vice President for the Highland Capital Brokerage-Southwest office and is responsible for the Arizona market. Matt has been in the financial services industry since 2001. His focus is to assist independent financial advisors and institutional advisors in growing their business with high-net worth clients. He serves as a resource for customized insurance solutions in the areas of wholesale life insurance, annuities, disability, and long term care insurance by providing local, personalized service.

Prior to joining Highland Capital Brokerage, Matt served as a Financial Representative with The Guardian Life Insurance Company of America, where he focused on individual insurance sales. He specialized in disability insurance for medical and business professionals. A large part of his focus was also on life insurance solutions for business and estate planning. Matt has advised individual and business clients and provided solutions in the areas of retirement planning, investments, and insurance.

Matt holds a Bachelor of Arts degree from Arizona State University where he was a Communications major and a Spanish minor. Matt has obtained an Arizona Life and Health Insurance License and has also successfully completed the following FINRA examinations: Series 6: Investment Company Products and Variable Contracts Limited Representative and Series 63: Uniform Securities Agent State Law.

## 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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