

# Michael J. Boatman

*Sales Vice President*

Highland Capital Brokerage–Southeast

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Michael J. Boatman serves as Sales Vice President for Highland Capital Brokerage–Southeast. He has 17 years of experience in the financial services industry, assisting families and business owners in planning for the ultimate transfer of their assets to loved one and non-profit organizations. Michael has expertise in developing comprehensive plans that analyze and help solve individual and corporate insurance needs. He assists with complex estate issues, gifting strategies, and the use of trust owned assets. He works with a diverse group of clientele including families, business owners, corporate executives, and high net worth individuals.

Prior to joining Highland, Michael spent nine years working with SunTrust Private Wealth Domestic and International as an estate and business planning specialist. Partnering with the trust department and their high net worth clients, he helped construct, implement, and monitor advanced estate concepts.

Michael is a strong team player who not only is knowledgeable in estate tax law, but also understands the vital roles that other advisors play. He is careful to listen to the client to learn what is truly important concerning their wealth and family.

Michael earned his Bachelor of Science degree in Business Administration from the University of Memphis, Tennessee. He holds the following licenses: FINRA Series 6 (Investment Company Products/Variable Contracts Limited Representative); Florida Life, Health, and Variable Annuity.

Michael is a native Floridian residing in Ft. Lauderdale, FL with his wife Katie and their son. He enjoys coaching youth athletics and offshore fishing.

## 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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Revised 2/21/18 | HCBO0084



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