

# Michael Pariano, CLU®

*Managing Principal*

Highland Capital Brokerage–New England

One Farm Glen Blvd., First Floor  
Farmington, CT 06032

**Email:** mpariano@highland.com  
**Phone:** 860.677.6777 x3110



Michael Pariano serves as Managing Principal of the Highland Capital Brokerage–New England office. He entered the life insurance brokerage business in 1981 and works with independent producers in the design, implementation, and administration of their clients' estate, retirement, and business plan needs. He specializes in helping representatives of other disciplines such as property and casualty agents, employee benefits producers, stockbrokers, banks, and CPAs to diversify their practices by selling life insurance products to help fulfill their clients' objectives.

Michael graduated in 1981 with a BA degree from Kenyon College and has earned the Chartered Life Underwriter® designation. He is the past President of the Connecticut Estate and Tax Planning Council, past Chair of the Board of Trustees of Westminster Presbyterian Church, and past President of The Country Club of Farmington, Connecticut.

## 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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