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Nancy Hanson, CLU®, is the Vice President of Field Operations and New Business for Highland Capital Brokerage. In this role, Nancy is responsible for leading the new business and case management team, as well as field operations. Prior to this role, Nancy served as Vice President of Operations for the Highland Capital Brokerage Northwest office since 2003.

Nancy has worked in the Life Insurance industry since 1989. Before joining Highland, she worked for Sunset Life Insurance Company. At Sunset Life, she held multiple roles in the marketing and sales division, ultimately holding the position of Regional Director. Following that, Nancy served at Jefferson Pilot Life insurance Company as a Field Vice President. In 1999, she joined LIMRA International as a Client Manager to Insurance Companies focusing on independent producer distribution. Nancy holds a life insurance license in addition to being a Chartered Life Underwriter (CLU®).

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.

