

# Paul J. Higgins, CLU<sup>®</sup>, ChFC<sup>®</sup>, CFP<sup>®</sup>

*Sales Vice President*

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Paul J. Higgins serves as Sales Vice President for Highland Capital Brokerage, New England (Boston Office). With 30 years of experience in the financial services industry, he has extensive sales, marketing, and leadership expertise in working with broker-dealers, insurance companies, and other financial institutions.

Prior to joining Highland Capital Brokerage, Paul has held senior distribution positions with some of the largest financial services firms in North America, including Travelers Life, John Hancock Financial, AIG, and Sun Life Financial.

Over the course of his career, Paul has focused on finding innovative solutions to the complex needs of high net worth individuals. His experience in working with wealthy families and successful business owners has provided him with the opportunity to create tailored wealth transfer and estate liquidity programs for some of the most affluent and recognized individuals in the country. Paul has also worked extensively with businesses to provide them with non-qualified executive benefit programs designed to help recruit, retain, and reward their top employees.

Paul's professional designations and credentials include Chartered Life Underwriter<sup>®</sup> (CLU<sup>®</sup>), Chartered Financial Consultant<sup>®</sup> (ChFC<sup>®</sup>), and Certified Financial Planner<sup>®</sup> (CFP<sup>®</sup>). He holds the following FINRA licenses: Series 6: FINRA Investment Company Products and Variable Contracts Limited Representative; Series 26: FINRA Investment Company Products and Variable Contracts Limited Principal; and Series 63: NASAA Uniform Securities Agent State Law Examination. Paul also holds licenses for life and health insurance in a number of states. He is a member of the Society of Financial Service Professionals and The Boston Estate Planning Council.

A lifelong resident of the Boston area, Paul is a graduate of Milton Academy and holds a Bachelor of Science in Finance from Boston College and a Master of Business Administration from Babson College. He resides with his wife and two children in Westwood, Massachusetts.

## 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 2/15/17 | HCB00096



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