

Robert Shaver

Sales Vice President

Highland Capital Brokerage–New England

One Farm Glen Blvd.
First Floor
Farmington, CT 06032

Email: rshaver@highland.com
Cell: 716.310.9480
Fax: 860.470.0215



Robert “Bob” Shaver serves as a Sales Vice President for Highland Capital Brokerage, covering the Western part of New York State. As a Sales Vice President, Bob provides life insurance brokerage services for institutionally based financial advisors as well as independent financial and insurance professionals. He brings over 28 years of experience in the financial services industry. Bob specializes in life insurance, estate, and business succession planning.

Bob joined Highland in 2015 after 14 years with The Hartford and Prudential Financial following Prudential’s acquisition of Hartford Financial Services in 2012. At The Hartford, he provided insurance, trust, estate, and business planning services for financial professionals and their clients. Bob’s extensive knowledge helps financial professionals provide the tools necessary to advise their clients in the areas of life insurance, estate, and business planning.

Bob holds a Series 7 (General Securities Representative), Series 4 (Registered Options Principal), and Series 24 (General Securities Principal). He lives with his family in Buffalo, New York.

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.

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