

# Steve Kampwerth, CFP®

*Sales Vice President*

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Steve Kampwerth, CFP® serves as a Sales Vice President for Highland Capital Brokerage–West.

One thing Steve particularly loves about financial planning is the opportunity to draw on his entrepreneurial nature and craft his own practice. Through knowledge, information, and professional partnerships, he knows that he can present strategic solutions that are tailored to a client's needs. One particular area is helping mass affluent families to review their current insurance portfolio to determine its efficiency in their portfolio and crafting a strategy to increase its efficiency.

Early on, Steve decided to channel that energy into helping other financial advisors understand how to incorporate life insurance into their practice to give their clients more options. As a valued part of HCB—Southwest, Steve is focused on supporting his institutional clients and their financial advisors/wealth managers.

For nearly 14 years, Steve has pursued success within financial services, and with his tenacity for building business and developing loyal client relationships, he has earned it. Prior to joining HCB, he worked with Bank of America in Houston, Texas, where he managed and implemented the distribution channel of life insurance products within the southern Texas and New Mexico markets. He was able to demonstrate his value and influence by increasing gross revenue in his first year and continuing to remain a top producer throughout his tenure.

Before his stint with Bank Of America, Steve traveled the U.S. setting up retirement strategies for business owners that included deferred compensation plans, qualified plans, and business succession plans.

Steve has been the #1 Institutional SVP for HCB in 2010, 2011, 2014, and 2015.

Steve lives in Houston, Texas, with his wife and two young children. He holds an MBA from the University of Illinois and the CFP® designation.

## 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 2/11/18 | HCB00112



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