

Walter L. Brown

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Walter L. Brown serves as Managing Principal of the Highland Capital Brokerage-Charlotte office. Prior to joining HCB, he was with UBS Financial Services, Inc. and TIME Financial where he was a recruiter, trainer and manager of regional sales specialists. In previous positions, Mr. Brown coordinated insurance, annuity, and retirement platforms, and built new and profitable divisions. His expertise includes tactical and strategic planning, sales development, and market share growth. He is also highly regarded as a recruiter, trainer, and manager, and specializes in partnering with qualified and committed producers at the highest levels.

Mr. Brown received his bachelor's degree in marketing and management from New England College. He holds P&C, Life, and Health & Accident licenses and maintains the FINRA Series 6 (Investment Company Products/Variable Contracts Limited Representative), 63 (Uniform Securities Agent State Law Examination), 7 (General Securities Representative), and 24 (General Securities Principal) registrations.

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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