

William Girone

Sales Vice President

Highland Capital Brokerage-Mid-Atlantic

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William “Bill” Girone serves as Sales Vice President for Highland Capital Brokerage-Mid-Atlantic. With more than 33 years of experience in the financial services industry, Bill’s focus is in promoting four core values of advocacy:

- Children Deserve a Future
- A Business Should Survive the Death of Its Owner
- A Person Should Retire with Dignity
- Preservation of a Person’s Financial Accomplishments

Before joining Highland, Bill developed and promoted his advocacy model as President for The Girone Financial Group. Prior to that, he served as Vice President with Merrill Lynch and was responsible for insurance sales for the eastern United States.

Bill has held many other senior roles with Minnesota Life, WorthMark Financial Services, and Hartford Life where he developed extensive experience working with CPA’s, Attorneys, Property & Casualty Agents and Investment Advisors. In addition, he learned the art and science of sales management by managing 400 agents, estate planning techniques, and partnership development with wirehouse based financial advisors.

Bill earned a Bachelor of Science degree in Marketing from Virginia Commonwealth University. He has a Life, Accident & Health as well as a Long Term Care license. In addition, Bill holds a Series 6 (Investment Company Products/Variable Contracts Limited Representative), Series 7 (General Securities License), Series 24 (General Securities Principal), Series 63 (Uniform Securities Agent Law), and Series 65 (Investment Advisor Law).

Bill and his wife, Kathy, live in Charlotte.

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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