

# Chris Collins

*Sales Vice President*

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Chris Collins serves as Sales Vice President for Highland Capital Brokerage-Southeast. Chris has over a decade of experience in the financial services industry. He specializes in leveraging the tax advantages of life insurance in estate and retirement planning, business continuation, and wealth transfer strategies. Chris partners with financial professionals to understand their client's insurance needs and provide comprehensive solutions to help them reach their financial goals.

Prior to joining Highland, Chris served as Vice President of Sales for National Brokerage. In this position, he focused on advanced life insurance case design and strategic growth initiatives for key accounts.

Chris worked closely with independent insurance professionals, P&C firms, employee benefits firms, trust companies, CPA firms, wealth managers, and banks to deliver life insurance solutions for their target markets.

Prior to that, Chris worked as the Life Brokerage Manager at The Milner Group. In this role, he managed a team of brokerage professionals that included internal wholesalers, case managers, underwriters, and licensing and commissions specialists. He collaborated with top producers on marketing, case design, and underwriting strategies to deliver optimal products and pricing for their clients.

Chris received his Bachelor of Business Administration in finance and marketing from the University of Kentucky where he was also a four-year letterman on the swim team. Chris enjoys cheering for the Wildcats, playing golf, exercising, and woodworking. He and his wife, Casey, reside in Cumming, Georgia with their two daughters.

## 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).

