

R. Mark Howard

Vice President

Highland Capital Brokerage–Southeast

6100 Lake Forrest Drive, Suite 480
Atlanta, GA 30328

Email: mhoward@highland.com
Phone: 615.310.8890



Mark Howard serves as Vice President for Highland Capital Brokerage–Southeast. He has 33 years of experience assisting families and business owners in planning for the ultimate transfer of their assets to loved ones and non-profit organizations. Mark specializes in the development of gifting strategies and the use of trust-owned life insurance as an alternative investment asset. He has a long and successful history of partnering with financial advisors, undertaking critical financial planning for their wealthy clients.

Prior to his role at Highland, Mark spent 20 years as a Wealth Structuring Specialist at Merrill Lynch. In this position, he assisted financial advisors and their high net worth clients construct estate plans using life insurance. Prior to that, Mark worked at Manulife Financial as an Advanced Case Consultant. In this role, he worked closely with investment advisors and their affluent clients.

Mark possesses a unique quality — the ability to develop personal connections with people of all backgrounds. This is crucial to understanding the client and capturing critical details necessary to offer proper planning advice. Mark is a strong team player who not only is knowledgeable in estate tax law, but also understands the vital roles that attorneys and accountants play in estate planning. He is careful to listen to the client so as to learn what is truly important concerning wealth and family. Mark's expertise in this highly specialized area of financial planning has generated not only millions in life insurance revenue, but also new assets under management, enhanced client relationships, and quality referrals for the financial professionals with whom he partners.

Mark is life insurance licensed in most states and holds a Series 6 (Investment Company Products/Variable Contracts Limited Representative), Series 7 (General Securities Representative), Series 63 (Uniform Securities Agent State Law), Series 65 (Uniform Investment Adviser Law), Series 9 and 10 (General Securities Sales Supervisor) licenses.

Mark is originally from Nashville, Tennessee, but now lives in College Grove with his wife of 25 years, Jill and their two daughters. Mark enjoys running to stay in shape and kayaking with Jill the many rivers of Tennessee.

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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