

# Michelle M. Gilly

*Vice President*

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Michelle M. Gilly serves as a Vice President for Highland Capital Brokerage-West in Colorado. Michelle has over 18 years of experience in the financial services industry. She specializes in assisting independent and institutional advisors with strategies that provide value to their clients. Through a collaborative and consultative approach, Michelle trains advisors on life insurance concepts and provides sophisticated point-of-sale support to their clients when needed.

Whether it is estate, retirement, or business planning, Michelle is committed to helping financial professionals achieve greater success by partnering with them to help their clients build, preserve, and distribute their wealth.

Prior to joining Highland, Michelle held various positions with Phoenix Life. Most recently, she was the Regional Managing Director in Denver, responsible for assisting independent, institutional, and State Farm agents with point-of-sale on planning strategies utilizing life insurance. Prior to that, Michelle was the Director of Personal Producing General Agency (PPGA) development and the Director of National Accounts at Phoenix's home office in Hartford. In this role, she was instrumental in working with the top producers on the brokerage side and with national accounts on an entity to entity basis. In addition, Michelle also served as Sales Director for Phoenix Life in Chicago. Michelle's first entrée into financial services was with Chubb Life as a Marketing Manager, assisting independent producers with case design, in their Chicago field office.

In addition to her financial services background, Michelle spent eight years as a small business owner in the technology industry. This enhanced her perspective for the importance of proper planning, especially in the business market.

Michelle has her bachelors degree in Communications from the University of Kansas. She is a Chartered Life Underwriter, and holds the Series 6 and Series 63 as well as life accident and health licenses in Colorado and Illinois. Michelle served on the Denver chapter board of the National Association of Insurance and Financial Advisors (NAIFA) and the board of the Better Business Bureau (BBB). She is an active member of the Society for Financial Service Professionals (SFSP).

Michelle lives in Highlands Ranch, Colorado with her husband. They enjoy taking part in many of the outdoor activities Colorado has to offer.

## 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).

