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Internal Sales Consultant

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Martin Leonard, CRPS, CMFC, LUTCF, serves as an Internal Sales Consultant for Highland Capital Brokerage – Mid-Atlantic. He has over 12 years of experience in financial services partnering with industry professionals and working as an independent advisor. Martin's focus is on building strong relationships with financial professionals, assisting them with succession and retirement planning strategies for their clients that leverage life insurance.

Prior to joining Highland, Martin worked as an Independent Investment Advisor Representative in private practice with LPL Financial. In this role he focused on providing insurance, investment, and estate planning services to a client base that quickly exceeded $8 million in assets under management within the first year.

Prior to that, Martin served as Vice President, Investment Advisor, Trust Officer at Orrstown Bank in central Pennsylvania. In this role, he operated as a dual-rep offering trust and investment services as well as insurance. Martin began his work in financial services with Crump Insurance Services. In this position he worked closely with independent insurance agents and financial planning professionals as a Senior Sales Manager.

Martin received a Bachelors of Science degree in Business Administration with an emphasis in Finance from Bloomsburg University in Pennsylvania. He holds a Life, Accident, and Health insurance license for the state of Pennsylvania and is a member of the Estate Planning Council. Martin is a Chartered Mutual Fund Counselor (CMFC), a Chartered Retirement Plan Specialist (CRPS), and a Life Underwriter Training Council Fellow (LUTCF). In addition, he holds a Series 7 (General Securities Representative) and Series 66 (Uniformed Combined State Law).

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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