

# Richard W. Jagelman

*Sales Vice President*

Highland Capital Brokerage-Southeast

2201 N. Florida Avenue  
Tampa, FL 33602

**Email:** [rjagelman@highland.com](mailto:rjagelman@highland.com)

**Phone:** 386.212.6405

**Fax:** 813.250.9100



Richard W. Jagelman serves as Sales Vice President for Highland Capital Brokerage – Southeast. Rich has over 18 years of experience in the life insurance and financial services industry. Having held producer and management roles, Rich uniquely understands the needs of financial professionals and how to partner with them to provide customized insurance solutions that meet their financial planning needs.

Prior to joining Highland, Rich was Regional Director for Crump Life Insurance Services, Inc. He began his career at Crump without an established book of business. Within a two-year span, he became one of the top three producers in the company, working closely with producers in the HNW marketplace.

Prior to that, Rich was a Registered Representative with John Hancock Financial Network. In this role he created comprehensive financial plans for his clients that leveraged life insurance. Prior to his role with John Hancock, Rich was a Long-Term Care Insurance Specialist with ACSIA-Specialty Planners. He began his career in the financial services industry as an Agent with New York Life Insurance Company.

Rich attended Lake Forest College in Lake Forest, Illinois and received a degree in Golf Course Management from the Golf Academy of America. He holds a Series 6 (Investment Company Products/Variable Contracts Limited Representative) and Series 63 (Uniform Securities Agent State Law) licenses.

Rich is an avid golfer and resides in Lighthouse Point, Florida with his children, Katelyn and Tyler.

## 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).

