

# Bruce A. Pusateri

*Vice President*

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Bruce A. Pusateri serves as Vice President for Highland Capital Brokerage Heartland-Chicago, covering the Chicago territory. Bruce has 25 years of experience in the insurance and financial services industries partnering with financial professionals and providing exceptional client service. His magnetic personality and unique point-of-sale ability allows him to build strong relationships with clients and advisors as a go-to educational resource. His consultative approach listens to the client and prioritizes their immediate and long-term financial planning needs.

Prior to joining Highland, Bruce was a Financial Services Specialist with Allstate Financial. In this role, he worked closely with financial professionals to help them meet their insurance and financial services goals. Bruce became a top producer with Allstate Financial, managing eight agencies. Prior to that, Bruce spent 14 years with Northwestern Mutual Life as a Financial Representative and an additional three years with Guardian in the same role.

Bruce is a former Million Dollar Round Table producer and is highly respected by his peers. He holds a Series 6 (Investment Company Products/Variable Contracts Limited Representative) and a Series 63 (Uniform Securities Agent State Law) license.

Bruce and his wife Tatyana live in Naperville, Illinois. Together, they have a blended family of seven children and two grandchildren. Bruce and Tatyana love spending time with their family and friends when they aren't at their property in Northwestern, Illinois, where Bruce is an avid outdoors enthusiast.

## 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).

