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*Vice President*

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Adele Zilber, CFP<sup>®</sup>, CLU<sup>®</sup>, CLTC<sup>®</sup>, AEP<sup>®</sup>, MBA serves as Vice President for Highland Capital Brokerage-Mid Atlantic. A seasoned life insurance expert with over 20 years of experience in the financial services industry, Adele focuses on innovate ways to work with financial, property & casualty, and insurance advisors to help their clients achieve retirement, risk management, and legacy planning goals. Adele has extensive point-of-sale experience and has focused on advanced financial concepts for the past 15 years. She is passionate about creating a positive experience for advisors and their clients throughout the various stages of the insurance acquisition process.

Prior to joining Highland Capital Brokerage, Adele served various roles at an independent brokerage general agency, eventually being named as President of the firm.

Adele holds her Certified Financial Planner<sup>®</sup>, Chartered Life Underwriter<sup>®</sup>, Certification in Long-Term Care, and Accredited Estate Planner<sup>®</sup> designations as well as her Series 6, 63 and 26 licenses. She graduated from the University of Maryland and earned her MBA from Loyola University Fellows Executive Program as one of the youngest students and with honors. She is a member of the Forum 400, an elite group of top life insurance professionals throughout the country for which membership is by invitation only.

Adele has served on various boards and is currently Vice President of the Baltimore Estate Planning Council. She is a frequent guest speaker for local, regional, and national organizations on financial planning, life insurance and long-term care issues.

Adele lives in downtown Baltimore and is an avid and loyal Baltimore Orioles and Maryland Terrapins fan. In her spare time she enjoys concerts, theater, golf, and most importantly creating memories with family and friends.

## 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).

Adele Zilber is Securities Licensed Through Investacorp, Inc.  
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