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As the Vice President, Institutional Accounts for Highland Capital Brokerage, Chase Allen is primarily responsible for serving as a liaison between Highland's institutional accounts and our field offices, bringing together operations, marketing, and Sales Vice Presidents to provide these accounts with unparalleled service and support.

Prior to joining Highland, Chase served as a Business Development Specialist for BB&T Insurance Services. Before that, Chase was a Sales Vice President for Highland covering the Southeast. Prior to becoming an SVP, Chase worked at Highland in the Institutional Division as Director of Key Accounts where he shared responsibility for relationship management and marketing initiatives.

Having served on both the corporate relationship side, and the field sales side of the brokerage business, Chase brings a unique perspective and deep understanding of institutional distribution, sales, and marketing.

Chase has a bachelor's degree from the University of Alabama. He is also a Chartered Life Underwriter[®] and Chartered Financial Consultant[®]. Chase resides in Birmingham, Alabama with his family.

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.

