

# W. Drew Lawrence, CPA, CGMA

*Executive Vice President & Chief Financial Officer*  
Highland Capital Brokerage

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W. Drew Lawrence serves as Executive Vice President and Chief Financial Officer. Mr. Lawrence's primary role is focused on all financial and strategic aspects of the Company as well as oversight of Highland's Corporate Office located in Birmingham, Alabama.

Mr. Lawrence has over 18 years industry experience. Prior to joining Highland, Drew served as Chief Financial Officer of Morris-Shea Bridge Company, an international specialty foundation commercial contractor. Additionally, Drew served in various financial/accounting, mergers and acquisition and operational roles with Highland Capital Brokerage (2001-2010) and publicly-traded CVS Caremark.

Drew graduated from Samford University in Birmingham with a B.S. in Accounting. Along with being a Certified Public Accountant and a Chartered Global Management Accountant.

Married for over 16 years to wife Amy, Drew currently resides in Birmingham Alabama, with his wife and their 3 children, Caroline (11), Will (9) and Emme (6).

## **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).