

# Tony Catrini

*Assistant Vice President, Distribution*

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Tony Catrini serves as Assistant Vice President, Distribution for Highland Capital Brokerage. In this role, Tony works closely with Highland's Distribution, Marketing, and Sales Support teams to develop and implement sales initiatives and marketing strategies nationally. In addition, he manages many of Highland's carrier relationships and provides key leadership and operations expertise for the HighCap Financial producer group. Tony maintains a strong working knowledge of current sales concepts for multiple insurance product lines specializing in life, disability, and long-term care insurance.

Prior to joining the corporate team, Tony served in the New York Metro office for 17 years. In his previous roles, he worked extensively with both independent and institutional financial advisors. His knowledge of the field is a valuable asset to the corporate team.

Tony currently resides Birmingham, Alabama and is enjoying southern charm and sweet tea with his wife and two children.

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#### **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).

