

J. Craig Collins

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J. Craig Collins serves as Senior Vice President for Highland Capital Brokerage. He is responsible for national leadership of HighCap Financial, an elite group of producers within the financial services and life insurance industries that value their independence yet desire to affiliate with like-minded professionals to enhance their practice. Members are selected based on their dedication to excellence and they primarily focus on the insurance needs of high-end clientele in the areas of wealth transfer, estate, and business planning.

A veteran of the insurance industry, Craig began his insurance career as an agent in 1977. Before joining Highland, he was Senior Vice President, ING U.S. Inc. (now Voya Financial), where he led the brokerage channel and later co-managed independent life distribution. Prior to that, he ran a regional general agency, worked as an insurance marketing consultant, and served in several home office capacities.

Craig has actively participated on several industry committees and in national associations, including LIMRA, where he served as the Chairman of the Brokerage Committee, NAILBA, and AALU. He studied Business Administration at the University of Kentucky and holds a Series 6 (Investment Company Products/Variable Contracts Limited Representative), a Series 63 (Uniform Securities Agent State Law), and a Series 26 (Investment Company and Variable Contracts Products Principal) license.

Securities by Licensed individuals offered Through Investacorp, Inc.
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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.

