

# Mike Krahel, CLU<sup>®</sup>, ChFC<sup>®</sup>

*Vice President*

Highland Capital Brokerage-Heartland

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Mike Krahel, CLU<sup>®</sup>, ChFC<sup>®</sup>, serves as Vice President for Highland Capital Brokerage - Heartland, covering the Detroit metro area. He has over 30 years of experience in the life insurance industry specializing in connecting generations through wealth preservation. Mike focuses on leveraging life insurance in estate and legacy planning, charitable gifting, as well as business funding strategies such as buy-sell arrangements, business succession planning, and executive benefits for high net worth clients and business owners. He partners with both independent and institutional financial advisors, offering training and comprehensive support in advanced sales ideas and marketing to help advisors build their business.

Prior to joining Highland, Mike was Vice President, Wealth Planning and Business Insurance Specialist for Merrill Lynch Wealth Management. In this position, he worked closely with advisors, providing comprehensive life insurance support for estate planning and business succession strategies. Prior to that, Mike worked for Pacific Life Insurance Company and ING Financial Advisors. He served as Regional Vice President in the Detroit metro area for Pacific life and as the Regional Manager for ING Financial Advisors.

Mike is a Chartered Life Underwriter (CLU<sup>®</sup>) and a Chartered Financial Consultant (ChFC<sup>®</sup>). He holds a Life and Health insurance license as well as a Series 6 (Investment Company Products/ Variable Contracts Limited Representative), Series 7 (General Securities Representative), Series 24 (General Securities Principal Qualification Examination), Series 26 (Investment Company and Variable Contracts Products Principal), and a Series 63 (Uniform Securities Agent State Law) licenses. Mike graduated from Pennsylvania State University and lives in Canton with his wife and two daughters.

## 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).

Mike Krahel is Securities Licensed Through Investacorp, Inc. A Registered Broker/Dealer, Member FINRA, SIPC

Revised 1/24/17 | HCBO0660



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