

# Troy Randall, CFP<sup>®</sup>, CLU<sup>®</sup>, ChFC<sup>®</sup>, RICP<sup>®</sup>, REBC<sup>®</sup>, CRPS<sup>®</sup>

*Vice President*

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Troy Randall, CFP<sup>®</sup>, CLU<sup>®</sup>, ChFC<sup>®</sup>, RICP<sup>®</sup>, REBC<sup>®</sup>, CRPS<sup>®</sup> serves as Vice President for Highland Capital Brokerage - Heartland, covering the Iowa and Nebraska area. He has over 27 years of experience in the life insurance industry specializing in 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, Troy worked for Principal Financial Group as an Associate Managing Director of Principal's largest office. He worked for Wells Fargo as a Life Specialist, a National Cross Sell Manager for Wells Fargo Home Mortgage and spent a number of years building a private practice prior to selling it to a colleague. In all of his positions, he worked closely with advisors, providing comprehensive life insurance support for estate planning and business succession strategies.

Troy is a Certified Financial Planner (CFP<sup>®</sup>), Chartered Life Underwriter (CLU<sup>®</sup>), Chartered Financial Consultant (ChFC<sup>®</sup>), Retirement Income Certified Professional (RICP<sup>®</sup>), Registered Employee Benefits Consultant (REBC<sup>®</sup>), Chartered Retirement Planning Specialist (CRPS<sup>®</sup>). He holds a Life and Health Insurance license as well as a Series 6 (Investment Company Products/ Variable Contracts Limited Representative), a Series 7 (General Securities Representative), a Series 24 (General Securities Principal), a Series 65 (Uniform Investment Adviser Law), a Series 66 (Combined Uniform Investment Advisor) and a Series 63 (Uniform Securities Agent State Law) license.

When not assisting advisors, Troy spends time with his wife Tammy of 21 years and their two teenage 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).

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