

# Tom Bartley

*Vice President*

Highland Capital Brokerage-Northwest

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Tom Bartley serves as Vice President for the Highland Capital Brokerage-Northwest office. He covers Washington and Oregon and is primarily responsible for Highland's top institutional and wirehouse accounts. He also works with independent insurance producers.

Through a collaborative and consultative approach, Tom can review, design, and implement life insurance strategies. Tom's support can help advisors expand their business capabilities by offering sophisticated wealth transfer concepts including estate planning, charitable giving and business continuation solutions. Tom has been in the life insurance industry for over 40 years. Prior to joining Highland, Tom worked as as Life Insurance Specialist with Capitas

Financial, Smith Barney, Merrill Lynch, and Shearson American Express. Tom currently holds the following FINRA licenses: Series 7 (FINRA General Securities Representative); Series 63 (NASAA Uniform Securities Agent State Law Examination); and Series 66 (Uniform Combined State Law Examination).

Tom graduated from Oregon State University in 1976 where he earned a Bachelor of Arts degree in Business Finance. In 2011 he earned his Advanced Estate Planning II certification from the American College.

Tom is married with three sons and resides in Portland, Oregon. In his free time, Tom serves as Chairman of the Planned Giving Committee for the Providence Health System.

## 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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