

# Chad Michael Ourso

*Vice President*

Highland Capital Brokerage-Southeast

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Chad Michael Ourso serves as Vice President for Highland Capital Brokerage-Southeast. He has over 17 years of experience in the insurance and financial services industry with notable experience in estate and business insurance planning. He serves as a high-end life insurance consultant by helping advisors provide insurance solutions for their client.

Prior to joining Highland, Chad served as Regional Vice President for Penn Mutual Life Insurance Company and Genworth Financial. He worked closely with financial advisors, money managers, and independent insurance agents to solve financial challenges for clients in the areas of business continuation, retirement planning, wealth transfer, and policy rescue.

Chad began his career as a Registered Representative at John Hancock. It was here that he became skilled in working in the small business and estate planning market. Chad realized early on that there was a need and a place for high-end insurance planning. He honed his skills in point of sale work before beginning his career as a Vice President.

Chad is a licensed Registered Representative, holding Series 6 (Investment Company Products/Variable Contracts Limited Representative), as well as a Life, A&H, and Variable Insurance License in the state of Florida. In addition, Chad holds a Bachelor of Arts degree in International Business from Rollins College in Winter Park, Florida.

Chad enjoys spending time with family in Orlando, running half marathons, refereeing Division 1 NCAA Soccer, cooking Cajun food, and deep-sea fishing. He is passionate about the local non-profit community serving on the board of directors at the YMCA-Downtown Orlando and Christian Help.

## 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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