

Austin Jarvis, J.D., MBA

Vice President, Advanced Sales – Taxation

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Austin Jarvis, J.D., MBA, serves as Vice President of Advanced Sales – Taxation for Highland Capital Brokerage. In addition to working with our existing advanced sales team supporting Highland’s advanced sales efforts, Austin is the face of Highland’s advanced planning resources with the Ladenburg Independent Advisory Brokerages (IABs). He is a resource for advanced sales presentations to advisors and a ready resource for advisors with advanced sales and taxation cases.

Prior to joining the Advanced Sales team at Highland, Austin worked extensively with agents and clients of New York Life in his role as an Advanced Planning Consultant providing expertise in the areas of taxation, life insurance design, estate planning, business succession and retirement planning. Austin’s background also includes working at a Dallas/Ft. Worth based accounting firm as the Director of Estate and Gift Taxation. Before that, he worked as a Trust/Fiduciary Officer with the nation’s largest trust company.

Austin holds a Juris Doctor degree from Texas A&M University School of Law and both a Master of Business Administration and a Bachelor of Arts from the University of Texas at Arlington. During law school, Austin interned with the Internal Revenue Service’s Estate and Gift Tax Section where he gained invaluable insight to the audit and litigation process.

Austin has been a life-long resident of Dallas, Texas but is excited to begin anew in Charlotte, NC in the coming months.

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.