

HCB Mid-Atlantic

Local Key Contacts

National key contacts on reverse side



HIGHLAND
CAPITAL BROKERAGE

Highland Capital Brokerage Mid-Atlantic

2002 Renaissance Boulevard
Suite 220
King of Prussia, PA 19406
P: 610.945.1200 | T: 800.786.4847

15801 Brixham Hill Avenue
Suite 450
Charlotte, NC 28277
T: 800.849.3553

www.highlandbrokerage.com

Managing Principal

David Bernaus, CLU®, ChFC®

Managing Principal
P: 610.945.1210
C: 215.900.7177
dbernaus@highland.com

Sales Team

Gene Auriemma

Sales Vice President
P: 980.233.3425
gauriemma@highland.com

William Biles

Sales Vice President
C: 828.265.9512
wbiles@highland.com

Greg Bronico

Sales Vice President
C: 410.925.9621
gbronico@highland.com

Walter Brown

Sales Vice President
P: 980.233.3411
C: 832.226.4832
wbrown@highland.com

Ted Gibbons

Sales Vice President
P: 610.945.1219
tgibbons@highland.com

Bill Girone

Sales Vice President
P: 804.306.3326
F: 980.233.3404
bgirone@highland.com

James Hembree, CFP®, CLU®, ChFC®

Sales Vice President
C: 804.304.2872
jhembree@highland.com

Harrison P. Jacobs

Sales Vice President
P: 610.945.1233
C: 610.574.2900
[hjacobson@highland.com](mailto:hjacobs@highland.com)

Dennis Kelly

Sales Vice President
P: 610.945.1208
C: 610.608.4736
dkelly@highland.com

Richard Langhough

Sales Vice President
C: 704.608.5469
rlanghough@highland.com

Paul Pistilli, CFP®, CLU®, ChFC®

Sales Vice President
P: 480.440.9932
ppistilli@highland.com

John Rousos, CLU®

Sales Vice President
C: 919.475.2818
jrousos@highland.com

Kevin Taylor

Sales Vice President
P: 610.945.1211
C: 484.695.0383
ktaylor@highland.com

Raymond Torrance

Sales Vice President
P: 610.945.1204
C: 484.343.1374
rtorrance@highland.com

John Yocum

Sales Vice President
P: 610.945.1218
C: 610.299.4447
jyocum@highland.com

Marketing & Illustration

Nick Augustine

Sr. Case Design Specialist
P: 610.945.1217
naugustine@highland.com

Gregory Barber, CFP®

Internal Sales Consultant
P: 610.945.1205
gbarber@highland.com

Donna Biles

Case Design Specialist
P: 980.233.3429 x1429
dbiles@highland.com

Ted Gibbons

Internal Sales Consultant
P: 610.945.1219
tgibbons@highland.com

Ina Fridkin

Administration Services
Manager/Concierge
P: 610.945.1214
ifridkin@highland.com

Laura Hughes

New Business/Administrative
Assistant
P: 980.233.3437
lhughes@highland.com

Ryan Kelly

Sales Support Representative
P: 610.945.1203
rkelly@highland.com

Robin Marquess

Case Design
P: 980.233.3444
rmarquess@highland.com

Advanced Markets

Michael J. Sapyta, CFP®, CLU®

VP, Advanced Sales
P: 610.945.1235
msapyta@highland.com

Phillip Hegg, Esquire

Attorney
C: 704.904.9158
O: 980.233.3446
phegg@highland.com

New Business & Field Operations

Email all applications and delivery requirements to: newbusiness@highland.com or fax to 205.776.1183

Nancy Hanson

VP, Field Operations & New Business
P: 205.263.9258
nhanson@highland.com

Carol Louros, CPA

Director, Field Operations
P: 908.336.9500
F: 908.358.0153
clouros@highland.com

TRADITIONAL TEAM:

Carolyn Faller

Case Manager
P: 610.945.1232
cfaller@highland.com

Deborah Paci

Case Manager
P: 610.945.1222
dpaci@highland.com

Donna Smith

Case Manager
P: 610.945.1207
dsmith@highland.com

Donna Stout

Traditional Case Manager
P: 980.233.3433
dstout@highland.com

HIGHLAND EXPRESS APP TEAM (HEAT):

Dee Dee Moreno

Manager, HEAT Team
P: 213.640.4355
dmoreno@highland.com

Joanne Dobbins

HEAT Case Manager
P: 610.945.1213
jdobbins@highland.com

Carol Gurgul

HEAT Case Manager
P: 262.364.0656
cgurgul@highland.com

Gabrielle Vitali

HEAT Case Manager
P: 610.945.1209
gvitali@highland.com

Underwriting

Michelle Konsky

Underwriting Consultant
P: 908.336.9520
mkonsky@highland.com

Dorothy Penney

Underwriting Consultant
P: 847.387.6030 x1821
dpenney@highland.com

HCB Mid-Atlantic

National Key Contacts

Local key contacts on reverse side



Highland Capital Brokerage Corporate
3535 Grandview Parkway, Suite 600, Birmingham, AL 35243
P: 205.263.4400 | F: 205.776.1110

www.highlandbrokerage.com

Annuities

Tom Leonetti
Sales VP, Annuities
P: 205.263.9289
tleonetti@ladenburgannuity.com

Advanced Markets

Bob Finnegan, J.D., CLU*
Sr. VP, Advanced Planning Attorney
P: 518.424.8928
bfinnegan@highland.com

Michael J. Sapyta, CFP*, CLU*
VP, Advanced Sales
P: 610.945.1235
msapyta@highland.com

Phil Hegg, J.D., LL.M.
Attorney
P: 980.233.3446
phegg@highland.com

Commissions

Kirk Collins
AVP, Brokerage Compensation
P: 205.263.9251
kcollins@highland.com

Cheryl Sturdivant
Commission Accountant
P: 205.263.9244
csturdivant@highland.com

HighCap Financial

Teague Wright
Sr. VP, HighCap Financial
P: 205.263.9290
twright@highland.com

Angela F. Blackburn, FLMI
AVP, HighCap Financial
P: 980.233.3421
ablackburn@highland.com

Ina Fridkin
High Cap Concierge
P: 610.945.1214
ifridkin@highland.com

IBD Distribution

Trey Wall, LUTCF
VP, IBD Strategies
P: 980.233.3403
twall@highland.com

Garry Shelton
Director, National Sales Desk
P: 980.233.3407
gshelton@highland.com

Institutional Distribution

Chase Allen, CLU*, ChFC*
VP, Institutional Distribution
P: 205.263.9218
callen@highland.com

Licensing

Paul Trapp
Manager, Broker Contracting
P: 205.263.9272
ptrapp@highland.com

Darlene Brown
Senior Broker Contracting Analyst
Broker Contracting
P: 877.439.7055
dbrown@highland.com

Long-Term Care

P: 877.422.5822
inquiry@highlandltc.com

New Business & Field Operations

Email all applications and delivery requirements to:
newbusiness@highland.com
or fax to 205.776.1183

Nancy Hanson
VP, Field Operations & New Business
P: 205.263.9258
nhanson@highland.com

Carol Louros, CPA
Director, Field Operations
P: 908.336.9500
F: 908.358.0153
clouros@highland.com

TRADITIONAL TEAM:

Carolyn Faller
Case Manager
P: 610.945.1232
cfaller@highland.com

Deborah Paci
Case Manager
P: 610.945.1222
dpaci@highland.com

Donna Smith
Case Manager
P: 610.945.1207
dsmith@highland.com

Donna Stout
Traditional Case Manager
P: 980.233.3433
dstout@highland.com

HIGHLAND EXPRESS APP TEAM (HEAT):

Dee Dee Moreno
Director, New Business
P: 610.945.1213
dmoreno@highland.com

Joanne Dobbins
HEAT Case Manager
P: 610.945.1213
jdobbins@highland.com

Carol Gurgul
HEAT Case Manager
P: 262.364.0656
cgurgul@highland.com

Rachel Sifuentes
Floating Case Manager
P: 847.387.6030 x1807
rsifuentes@highland.com

Gabrielle Vitali
HEAT Case Manager
P: 610.945.1209
gvitali@highland.com

NEW BUSINESS ASSISTANTS:

Jordan Graben
NBA Team Lead
P: 205.263.9253
jgraben@highland.com

Underwriting

Bob Brookie
AVP, Underwriting
P: 317.208.9162
rbrookie@highland.com

Michelle Konsky
Underwriting Consultant
P: 908.336.9520
mkonsky@highland.com

Dorothy Penney
Underwriting Consultant
P: 847.387.6030 x1821
dpenney@highland.com