

HCB Southeast

Local Key Contacts



HIGHLAND
CAPITAL BROKERAGE

National key contacts on reverse side

Highland Capital Brokerage Southeast

6100 Lake Forrest Dr., Suite 480
Atlanta, GA 30328
P: 404.240.6900
F: 404.240.6909

2201 North Florida Ave.
Tampa, FL 33602
P: 800.954.4457
F: 813.250.9100

www.highlandbrokerage.com

Management

Lance Barton

Managing Principal
P: 813.254.8000
lbarton@highland.com

Sales Team

Colin Berthaut

Sales Vice President
P: 504.232.4265
cberthaut@highland.com

Michael Boatman

Sales Vice President
P: 954.675.6202
mboatman@highland.com

Walter Brown

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

Chris Clausen

Sales Vice President
P: 727.871.9776
cclausen@highland.com

Hiram Collazo

Sales Vice President
P: 787.48.1923
hcollazo@highland.com

Chris Collins

Sales Vice President
P: 706.248.2508
chcollins@highland.com

Steve Enoch

Sales Vice President
P: 615.939.2617
senoch@highland.com

Lisa Fleming

Sales Vice President
P: 561.512.1054
lfleming@highland.com

Stuart Gannon

Sales Vice President
C: 205.520.6134
sgannon@highland.com

Bryan Haley

Sales Vice President
C: 239.248.4572
bhaley@highland.com

Mark Howard

Sales Vice President
P: 615.310.8890
mhoward@highland.com

Darren Kreitz, MBA

Sales Vice President
C: 334.590.4020
dkreitz@highland.com

Richard Langhough

Sales Vice President
C: 704.608.5469
rlanghough@highland.com

Rodney Miller

Sales Vice President
P: 865.690.2046
rmiller@highland.com

Gary Parsons, LUTCF

Sales Vice President
P: 407.920.6879
gparsons@highland.com

Thomas Pate, CLU*

Sales Vice President
P: 813.340.0972
tpate@highland.com

Ray Perkins, CLU*, CASL*

Sales Vice President
C: 540.520.1976
rperkins@highland.com

Diane Pettit

Sales Vice President
P: 404.240.6904
dpettit@highland.com

Jorge Ramirez

Sales Vice President
P: 813.263.9161
jramirez@highland.com

Steve Ruffini, CLU*, ChFC*

Sales Vice President
P: 404.895.7036
sruffini@highland.com

Hugh Singletary

Sales Vice President
P: 678.207.2314
hsingletary@highland.com

Charles S. Swanson, CLU*

Sales Vice President
P: 843.224.7329
cswanson@highland.com

Chalmers Valentine, CLU*

Sales Vice President
P: 901.206.7007
cvalentine@highland.com

Illustrations & Sales Support

Jan Cox

Internal Wholesaler
P: 404.240.6915
jcox@highland.com

Trevor Davis, MBA

Internal Wholesaler
P: 800.954.4457 x1305
tdavis@highland.com

Eddie Liranzo

P: 561.338.6880 x2
eliranzo@highland.com

Greg Smith

P: 865.690.2039
gsmith@highland.com

Glenn Schultz

P: 813.254.8000
gschultz@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

Paul Chapman

Director, Field Operations
P: 404.240.6921
pchapman@highland.com

Laura Hughes

New Bus. Asst./Accounting
P: 980.233.3437
lhughes@highland.com

Amy Norton

Traditional Case Manager
P: 813.254.8000 x1308
anorton@highland.com

Donna Stout

Traditional Case Manager
P: 980.233.3433
dstout@highland.com

Carmen Wilson

Traditional Case Manager
P: 561.368.3195
cwilson@highland.com

Dee Dee Moreno

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

Claudia Bermudez

HEAT Case Manager
P: 561.338.6880 x3
cbermudez@highland.com

Cindy Smitherman

HEAT Case Manager
P: 317.208.9188
csmitherman@highland.com

Underwriting

Bob Brookie

AVP, Underwriting
P: 317.208.9162
rbrookie@highland.com

Dorothy Penney

Underwriting Consultant
P: 847.387.6030 x1821
dpenney@highland.com

HCB Southeast

National Key Contacts

Local key contacts on reverse side



HIGHLAND
CAPITAL BROKERAGE

Highland Capital Brokerage Corporate

3535 Grandview Parkway, Suite 600, Birmingham, AL 35243
P: 205.263.4400

www.highlandbrokerage.com

Annuities

Tom Leonetti, ACS
Sales Vice President – 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 Planning
P: 610.945.1235
msapyta@highland.com

Commissions

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

Adrian Crosby
Commissions Accountant
P: 205.263.9282
acrosby@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

Amy Norton
HighCap Concierge
P: 813.254.8000 x1308
anorton@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

Tonia Grace
Broker Contracting Analyst
P: 205.263.9278
tgrace@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

Paul Chapman
Director, Field Operations
P: 404.240.6921
pchapman@highland.com

HIGHLAND EXPRESS APP TEAM (HEAT):

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

Claudia Bermudez*
HEAT Case Manager
P: 561.338.6880 x3
cbermudez@highland.com

Cindy Smitherman
HEAT Case Manager
P: 317.208.9188
csmitherman@highland.com

TRADITIONAL TEAM:

Amy Norton*
Traditional Case Manager
P: 813.254.8000 x1308
anorton@highland.com

Carmen Wilson*
Traditional Case Manager
P: 561.368.3195
cwilson@highland.com

Donna Stout
Traditional Case Manager
P: 980.233.3433
dstout@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

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

*Primary Southeast Underwriters and Case Managers