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For Immediate Release

Highland Capital Brokerage Hires Austin Jarvis, JD, MBA, as Vice President, Advanced Sales

(Birmingham, AL, September 12) – Highland Capital Brokerage, Inc., a subsidiary of Ladenburg Thalmann Financial Services, Inc., announced today that Austin Jarvis, JD, MBA, has joined the company as Vice President, Advanced Sales - Taxation. In this position, Mr. Jarvis will be focused on being a resource for advanced sales presentations to advisors and a ready resource for advisors with advanced sales and taxation cases.

“We are extremely pleased to have Austin join our esteemed Advanced Sales team at Highland Capital Brokerage,” said Jim Gelder, CEO. “Austin’s affiliation with a large national trust company and an accounting firm along with the last several years working with producers and advisors of a major insurance company gives him excellent breadth of experience. Not only will he be a great addition to the existing Highland advanced planning team, but he will become the face of Highland advanced planning resources to the Ladenburg Thalmann Financial Services community of IAB advisors.”

Prior to joining 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.

Mr. Jarvis 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.

About Highland Capital Brokerage

Highland Capital Brokerage is a national brokerage company providing point-of-sale support, advanced marketing, and creative estate and business planning techniques to financial advisors and insurance professionals. We deliver these services in an efficient, client-focused environment that extends to carrier and product expertise, underwriting negotiation, and complete back office processing. Our core competencies include life insurance, annuities, and long term care. Highland delivers objective access to major insurance carriers, advanced planning support, expertise in risk underwriting, and back office processing to insurance brokers, financial planners, and various institutions such as banks, wirehouses, and certified public accountant firms. To learn more about Highland Capital Brokerage, visit www.highlandbrokerage.com.

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About Ladenburg Thalmann

About Ladenburg Thalmann Ladenburg Thalmann Financial Services Inc. (NYSE MKT: LTS, LTS PrA) is a publicly-traded diversified financial services company based in Miami, Florida. Ladenburg’s subsidiaries include industry-leading independent broker-dealer firms Securities America, Inc., Triad Advisors, Inc., Securities Service Network, Inc., Investacorp, Inc. and KMS Financial Services, Inc., as well as Premier Trust, Inc., Ladenburg Thalmann Asset Management Inc., Highland Capital Brokerage, Inc., a leading independent life insurance brokerage company, and Ladenburg Thalmann & Co. Inc., an investment bank which has been a member of the New York Stock Exchange for 135 years. The company is committed to investing in the

growth of its subsidiaries while respecting and maintaining their individual business identities, cultures, and leadership. For more information, please visit www.ladenburg.com.

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