

Karen Gray, DIA

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Karen Gray serves as the Director of Disability Insurance for Highland Capital Brokerage, where she brings more than 25 years of experience and leadership in the financial services industry. Since beginning her career in 1998, Karen has built a distinguished reputation as a specialist in disability insurance, partnering with financial professionals to design comprehensive income protection strategies that support long-term financial security for their clients.

Prior to Highland, Karen served as a regional disability wholesaler with Principal Financial Group. During her tenure, she strengthened her technical expertise, expanded her understanding of distribution dynamics, and refined her ability to train and mentor advisors in income protection planning. She holds her DIA designation, as well as Life and Health license.

Beyond her professional achievements, she's committed to empowering others – whether through education, mentorship, or collaboration. Her leadership style is grounded in authenticity, approachability, and a genuine passion for helping advisors bring meaningful protection to the clients they serve.

Based in Atlanta, Karen leads an active and outdoors-focused lifestyle. She enjoys all sports and outdoor activities, especially hiking, yoga, and spending time in the gym. She's also a proud mother to her daughter, Hannah, who is currently in college. Outside of work, Karen values time with family and friends and looks forward to beach vacations whenever she can carve out time to recharge.

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, long-term care, and disability insurance. 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.

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