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In his current role as Director, Risk Management Consulting Team for Highland Capital Brokerage, Jim directs a team of professionals that help to support the advanced cases and product needs of financial service professionals throughout the country.

Born and raised in North Dakota, Jim has been active in the financial services industry since 1981. During his career, he has worn a variety of hats beginning as an agent and later as a General Agent for Mass Mutual. In 1986, he joined the home office of Western States Life as Director of Business Development and later became the Director of Training and Advanced Markets.

Jim has been a speaker and CE instructor at hundreds of events throughout his career. He is an active member of NAIFA and the Red River Valley Estate Planning Council. He is a past president of the Red River Valley chapter of CLUs and ChFCs. He served on the NAIC model illustrations task force and was a member of LIMRA's advanced markets group.

Jim is an active member in his community. He is the past president and a current member of the Fargo School Board. He is the past president and a current board member of the North Dakota School Boards Association. In addition, he served on the board of directors for Pine to Prairie Girl Scout Council, Coalition for Disabled Persons of North Dakota, Northern Lights Boy Scout Council, and the distribution committee of United Way of Cass-Clay.

Jim and his wife Kay are blessed with two delightful daughters, Robin and Emma.

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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