

# Mike Raczkowski, J.D., CFP®

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Michael Raczkowski, SVP, Head of Advanced Planning, is an attorney and Certified Financial Planner® with over 20 years of experience in the life insurance industry. His primary focus is providing advanced planning assistance for Osaic advisors and other producers.

Mike joined Highland following a long and successful career at John Hancock where he held multiple roles, including account management, internal and external wholesaler, and advanced markets attorney. He established credibility and respect from many of John Hancock's distribution partners in the brokerage market with his knowledge, passion, creativity, as well as his willingness to learn and be flexible. Mike also has experience in the field, starting his insurance career as a producer at New York Life.

Mike received his Bachelor of Arts degree from Bridgewater State University in Massachusetts and completed his J.D. at Suffolk University Law School in Boston. He is licensed to practice law in the Commonwealth of Massachusetts.

Born and raised south of Boston, Mike now lives in Medway, Massachusetts, with his wife, Meredith, his children, Caleb and Evie, and their dogs, Fiona and James Tiberius. In his spare time, Mike enjoys woodworking and—despite some near-misses—still has all 10 fingers.

## 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](http://www.highlandbrokerage.com).

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