

Karen Eckert

Senior Vice President, Personal Insurance Agent Distribution

Karen Eckert is Senior Vice President of Personal Insurance (PI) Agent Distribution at Travelers. She oversees the Agent Distribution organization for PI, which includes seven regional sales teams, inside sales, a national partners sales team, an agency enablement circle and a home office field sales operations group. The Agent Distribution team has about 300 sales professionals who support over \$14 billion in premium across more than 20,000 locations in the U.S.

Bringing with her more than 35 years of agency experience in both Business and Personal Insurance, Karen joined Travelers in 2009 to lead the Central and Northeast Select Field Sales team. She then joined PI as the head of PI Field Sales Operations before leading the Agent Distribution team where she and her team have transformed agency and field experiences.

Prior to joining Travelers, Karen had a 23-year career working for another carrier where she advanced to leadership roles in underwriting, agency distribution management and field sales. She is a proven leader who has dedicated her career to supporting and promoting the success of independent agents in the marketplace.

A passionate leader with a strong work ethic, Karen's sound judgement and extensive knowledge about the industry and distribution is unrivaled. As a result, she is frequently sought after to speak about the independent agency channel and discuss marketplace and profitability strategies, as well as changes independent agents should make to ensure they are future ready.

Karen has a bachelor's degree from Eastern Illinois University and a master's degree from the University of Illinois.

A native of Chicago, she enjoys Gino's East pizza, hot dogs from Portillo's and Oberweis ice cream. Karen is an avid fan of pickle ball and lives in West Hartford, Connecticut, with her husband, John. They have two adult children, Claire and Nora.