



## **John (Jack) Calabrese, CLU, AALU, FLMI**

**Senior Vice President, SIAA Life & Benefits**

**Joined SIAA in 2018**

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Jack is accelerating adoption of and expanding SIAA's life insurance products and services. Subsequent to reviewing company relationships and appropriately adjusting the Life Insurance products that SIAA has traditionally offered, he is establishing life insurance as a significant revenue-generating product offering for member agencies, master agencies, and SIAA.

In the winter and spring of 2019, SIAA Life & Benefits held a 12-week promotion to engage member agencies, and encouraged them to become Crump Life representatives, while boosting their sales of life insurance. The increase of life insurance sales is helping members round out their books of business and build commissions in a highly competitive marketplace.

Prior to joining SIAA, Jack was Director of External Learning Services for Lincoln Financial Group, Director of Training for Liberty Mutual Benefits, and also held positions at Liberty Mutual as Director of Implementation Services and Director of Hiring & Training.

Jack holds several insurance designations including the CLU, AALU, FLMI and is currently attending the CPDM program for group benefits. Jack attended Southern New Hampshire University of Manchester, NH as a Communications major, and Franklin Pierce University, in Rindge, NH.

He and his wife, Deborah, live in Dover, NH. They have two children.