

John (Jack) Calabrese, CLU, AALU, FLMI
Senior Vice President, National Recruiting & Sales
Joined SIAA in 2018



Jack serves as SIAA's Senior Vice President of National Recruiting & Sales, with responsibility for all aspects of recruiting, including selection, onboarding, training, compensation, incentives, and recognition. He plays a pivotal role in helping Master Agencies identify and recruit Member Agencies, driving success in writing business, and exceeding SIAA's recruitment goals.

From 2018 to 2021, Jack held the position of Senior Vice President of Life and Benefits at SIAA. His strategic review and adjustments to the traditional Life Insurance products transformed it into a significant revenue-generating offering for Member Agencies, Master Agencies, and SIAA.

Jack began his insurance career as an individual producer, sales manager, and underwriter, and has held positions at New England Financial, American General, Chubb, and Lincoln Financial, where he supported the independent insurance distribution channels.

During his 20-years at Liberty Mutual, Jack held several roles including Director of External Learning Services, Director of Training, Director of Implementation Services, and Director of Hiring & Training. In this capacity, he provided direction and management for learning and development activities, managed a team of professional learning consultants, and was responsible for business process review, and all training, communication, and usability related to 'design and development of technology solutions.

Jack attended Southern New Hampshire University in Manchester, NH, majoring in Communications, and Franklin Pierce University in Rindge, NH.