

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

Chief Growth Officer  
Joined SIAA in 2018

---



Jack serves as the Chief Growth Officer at SIAA, leveraging his extensive experience in recruitment, sales, and strategic growth initiatives. Joining SIAA in 2018, Jack has consistently played a pivotal role in the organization's expansion efforts, most recently as the Senior Vice President of National Recruiting & Sales before taking on his current position. As Chief Growth Officer, Jack is responsible for driving SIAA's growth strategy, focusing on recruiting new members nationally and fostering the organic growth of existing members through a range of training and growth coach resources and programs.

Jack's tenure at SIAA is marked by significant achievements, including a transformative approach to Life and Benefits. His strategic enhancements to traditional Life Insurance products have markedly increased their revenue potential for both member and master agencies, demonstrating his ability to innovate and lead within the insurance sector.

Prior to SIAA, Jack's career in the insurance industry spanned various significant roles at renowned companies such as New England Financial, American General, Chubb, and Lincoln Financial, where he supported independent insurance distribution channels. His extensive experience is highlighted by over two decades at Liberty Mutual, where he held several key leadership positions. In these roles, he was instrumental in directing learning and development initiatives, overseeing technology solution implementations, and leading business process improvements.

Jack attended Southern New Hampshire University, majoring in Communications, and Franklin Pierce University in Rindge, NH. This background in communications has played a crucial role in his leadership and strategic initiatives within the insurance industry.

As the Chief Growth Officer, Jack Calabrese remains a cornerstone of SIAA's mission, harnessing his deep industry knowledge and dedication to excellence to steer the organization toward sustained growth and success.