



Loree Toedman
Senior Vice President, Personal Insurance Field Sales

Loree Toedman is Senior Vice President of Personal Insurance Field Sales at Travelers. She oversees the Field Sales organization for Personal Insurance, which includes 8 regional sales teams, an inside sales team and a home office field sales operations group. The Personal Insurance Field Sales team has about 300 sales professionals that support approximately 9,000 independent agents in 20,000 locations. These independent agents produce approximately \$8B in premium for Travelers.

Loree joined Travelers in 2010 and brings more than 30 years of experience, including 10 years of agency experience and more than 20 years in field sales management. She is a passionate leader who brings energy, a strong work ethic and extensive knowledge about the industry and distribution to the organization.

Prior to joining Travelers, Loree held several sales positions in increasing importance at multiple insurance companies. She has a passion for independent agents and has spent her career supporting and promoting their success in the marketplace.

Loree is frequently invited to speak in the industry about the independent agency channel to discuss their current growth trajectory and profitability as well as what changes independent agents need to be investing in to ensure they are future ready.

A graduate of the University of Kansas, Loree is also an Accredited Advisor in Insurance (AAI) and holds numerous insurance designations.

Loree lives in Denver, Colorado with her husband Denny and their Golden Retrievers Chalk and Jay. She is an avid golfer, skier and outdoor enthusiast.