



MEDIA RESOURCES

Welcome to the National Insurance Producer Registry (NIPR) Media Resources Kit

This resource is designed to support members of the press with timely, accurate, and approved information about NIPR, our leadership, and the role we play in supporting the insurance licensing community. Inside, you'll find official brand assets, organizational background, leadership bios, and key facts to assist with news coverage, features, and media inquiries.

Contact us

For additional information or interview requests, please contact the NIPR Communications team [here](#) or NIPRcommunications@nipr.com.

Find more information at [NIPR.com](https://www.nipr.com)



Who is NIPR?

The National Insurance Producer Registry (NIPR) is a not-for-profit technology organization providing cost-effective, streamlined, and uniform licensing data and compliance services for the insurance industry. Created to address the complexity of state-based insurance licensing, NIPR provides the national technology infrastructure that enables consistency, efficiency, and secure data exchange among state insurance departments, and the insurance industry. Celebrating 30 years of service, NIPR is committed to advancing its mission through our values of innovation, collaboration, and trust.

NIPR works closely with state insurance regulators and supports all U.S. states and jurisdictions. NIPR is an affiliate of the National Association of Insurance Commissioners and is governed by a Board of Directors representing state insurance regulators and members of the insurance industry.

NIPR Facts-at-a-Glance

- Founded in **1996** – **30th Anniversary in 2026**.
- Headquartered in **Kansas City**, but has operated with a completely remote workforce since 2020.
- **201** full-time employees in **30** different states.
- Supports **every U.S. state and territory**.
- Maintains millions of detailed producer records (**9.2M in 2025**) and processes billions of dollars (**\$1.38B in 2025**) in state fees on behalf of states and territories.
- Record-high **\$100M in total revenue** and **186M transactions** in 2025.



POWERED BY PEOPLE

See more about the impact NIPR has been making over the last three decades [here](#).



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Executive Bios

Since July 2014, **Karen Stakem Hornig** has led NIPR through a period of significant growth, expanding its services to service all fifty states, the District of Columbia, Guam, Puerto Rico and the U.S. Virgin Islands.

Ms. Hornig previously served as Deputy Insurance Commissioner for the State of Maryland beginning in 2008. There she managed the operations of the Maryland Insurance Administration, including the agency's information technology division, and served as the agency's hearing officer. She served in various legal roles including Chief Legal Counsel for the Baltimore Police Department, Assistant City Solicitor for the City of Baltimore, Assistant Attorney General for the State of Maryland and as a litigator in private practice. Ms. Hornig also worked in higher education serving her alma mater, Notre Dame of Maryland University, as Vice President of Enrollment Management. She served as an adjunct professor at Notre Dame and at the University of Maryland School of Law. She is involved in the Kansas City Tech Council where she served as chairperson of the Board of Directors, and a member of the 2019 class of *Kansas City Business Journal's* Women Who Mean Business.

A native of Maryland, she received her bachelor's degree in history from the College of Notre Dame of Maryland and her Juris Doctor from the University of Maryland School of Law.



Karen Stakem Hornig
Chief Executive Officer

As NIPR's Chief Product and Technology Officer, **Eric Saul** leads the Product Management, Communications, and Technology divisions to deliver high-quality technology products aligned to NIPR's mission, vision, and business objectives. He works across the NIPR divisions as a servant leader, ensuring technology solutions fulfill business requirements and meet customer needs.

Prior to joining NIPR in 2020, Mr. Saul spent 20 years providing technical leadership in both the for-profit and not-for-profit sectors. He led technology teams for Quest Diagnostics with responsibility for technical solutions delivering wellness screenings and pre-employment drug testing services to employers across the country, as well as paramedical and health data collections for the life insurance industry. Prior to Quest Diagnostics, Mr. Saul led technology teams at US Central, a not-for-profit corporate credit union delivering mission critical payment services for credit unions across the country.

Mr. Saul graduated from Missouri State University with a Bachelor of Arts degree in Computer Information Systems.



Eric Saul
Chief Product &
Technology Officer

Other Resources

- [NIPR's Latest News](#)
- [30th Anniversary Webpage](#)
- [2025 Annual Report](#)



NIPR Branding



For logos, staff photos and other branded images, please contact the NIPR Communications team [here](#) or NIPRcommunications@nipr.com.