

## 2022 LEADERSHIP

### EXECUTIVE TEAM

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**KAREN STAKEM HORNIG**  
Chief Executive Officer

**Karen Stakem Hornig** is the CEO of NIPR, a Kansas City-based technology company that supports the insurance industry. She has led NIPR since July 2014. Ms. Hornig previously served as Deputy Insurance Commissioner for the State of Maryland beginning in 2008, where she assisted in the development of the agency's legislative package, managed the operations of the Maryland Insurance Administration, including the agency information technology division. 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 as Vice President for Enrollment Management and as an adjunct professor at the University of Maryland School of Law. She currently serves as Immediate Past Chairperson of the Board of Directors for the Kansas City Tech Council.

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



**ERIC SAUL**  
Chief Technology Officer

As NIPR's Chief Technology Officer, **Eric Saul** leads the Product Management and Engineering teams 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.



**SARAH HEIDENREICH**  
General Counsel

**Sarah Heidenreich** is currently the National Insurance Producer Registry (NIPR) General Counsel. She joined NIPR in January 2015. She handles all general legal issues relating to NIPR and works closely with the NIPR Board on strategic planning, cybersecurity and enterprise risk management. Ms. Heidenreich served as Legal Counsel for the NAIC from 2008-2015. She was primarily responsible for legal issues involving NIPR and provided legal support for various NAIC committees including the Receivership and Insolvency and Accreditation Task Forces. Ms. Heidenreich began her career with the Alliance of American Insurers addressing issues affecting the commercial insurance industry. She has also worked in private practice focusing primarily on commercial automobile and commercial general liability insurance coverage. Ms. Heidenreich serves as the Executive Sponsor to NIPR's Diversity, Equity, and Inclusion Advisory Group and is responsible for employee engagement.

Ms. Heidenreich received her bachelor's degree in Political Science from the University of Illinois and her Juris Doctor from Drake University.



**VALERIA WILLIAMS**

Director of Business Development  
& Customer Experience

As NIPR's Director of Business Development and Customer Experience, **Valeria Williams'** areas of responsibility include leading the customer service, billing, and business development areas while focusing on revenue generation and improving services provided to NIPR's customers. Ms. Williams is responsible for collaborating with internal and external stakeholders to ensure that NIPR's front end applications, tools, and services are enhanced, designed, and/or implemented in a manner that puts the customer first.

Ms. Williams joined NIPR in 2015 and prior to this served as Director of Producer Licensing at the Maryland Insurance Administration where she participated as a member of the NAIC Producer Licensing Working Group. She began her career with Pearson Vue (formerly ASI) where she served as Senior Supervisor supporting contracts for Maryland Insurance Administration, District of Columbia Insurance Department, and several professional licenses and certifications regulated by the District of Columbia.

Ms. Williams holds a bachelor's degree in Arts & Sciences with an emphasis on Psychology and Sociology from Tennessee State University



**LAURIE WOLF**  
Deputy Director

As NIPR's Deputy Director, **Laurie Wolf** leads the state support and implementation teams which provide daily customer support to all states/jurisdictions and manage the state implementations of NIPR's products/services. The teams also assist the states to improve their business requirements by utilizing NIPR's technical solutions to make the state producer licensing process more streamlined and uniform.

Ms. Wolf joined NIPR in 2008, as its Senior Regulator Relations Manager before being named the Deputy Director in 2014. Prior to joining NIPR, Ms. Wolf was the Director of the Agent Licensing and Investigation Division for the North Dakota Insurance Department for 19 years. She also served as Chair of the NAIC Producer Licensing Working Group.

Ms. Wolf holds a bachelor's degree in business administration from the University of Mary, Bismarck, ND. She is a Certified Insurance Counselor (CIC) and was also a licensed insurance agent and company underwriter. Ms. Wolf is a past recipient of the Regulator Recognition of the Year Award and the Robert Kennedy Appreciation Award by the Securities & Insurance Licensing Association (SILA).

## 2022 LEADERSHIP

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