



Biography of Kelli K Grass, FLMI



Kelli started her career in the life insurance industry at CNA Insurance in Nashville, Tennessee in 1996. During her tenure, she worked her way up from a Life Specialist to a Senior New Business Manager handling all of the LifeMark Partners agencies as well as all the New York CNA firms.

Kelli joined LifeMark Partners in 2004 where she ran Operations of the House Account, promoted utilization of Case Clearing House, processed the Bonus and Pool calculations, and worked to bring operational efficiencies across all of LifeMark.

She has held various roles throughout her time with LifeMark, and now LIBRA where she serves as the Vice President & Chief of Staff. In her different roles she consistently works to strengthen relationships between carriers and BGAs with innovation to improve interactions. Most recently, Kelli was recognized as a 2022 NAILBA ID Award Winner.