



## FEATURED SPEAKER



### Kathy Scharr

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MO State Sales Director  
American Family Insurance



### BIO

Kathy has over 32+ years in the insurance industry. During her career in this industry, she has served numerous roles in claims, sales & product training, consulting and currently the Director of Sales for Missouri for American Family Insurance. She holds several industry designations including Chartered Life Underwriter (CLU), Chartered Leadership Fellow (CLF), Associate in Claims (AIC), Life Underwriting Training Council Fellowship (LUTCF) and currently working toward her Certified Insurance Counselor (CIC) designation. She holds an Associate of Project Management designation and a Dual Master of Art in HR Development and Management. She currently leads a salesforce of 330 independent agents and 22 leaders and support employees.

Kathy is married to Tim Scharr for 31 years and they have two children; Nathan a recent Economics grad from Mizzou and Jacob a sophomore at Mizzou.