

Berkley Accident and Health

Speaker Biography



Jeff Utoft

Regional Sales Manager

Jeff Utoft is a Regional Sales Manager for Berkley Accident and Health. Jeff attended Minnesota State University, Mankato and started his employee benefits career in 2000 with ING Employee Benefits (now Voya Financial). A longtime industry expert, Jeff has 20 plus years of Underwriting, Claims Management and Sales experience in the employee benefits arena.

Jeff has been with Berkley Accident and Health since 2022 and manages new business sales and retention for Berkley's captive division within the MN, WI, SD and ND region of the United States.

Jeff lives in a suburb of Minneapolis, MN with his wife and two children.

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Speaker Biography



Shawn Lanter

Vice President of Business Development

Shawn Lanter is a Vice President of Business Development for Berkley Accident and Health. Shawn graduated from Kansas State University in 1998 and started his employee benefits career with Great West Healthcare that same year. A longtime industry expert, Shawn has 20 plus years of alternative funding sales and management experience in the employee benefits arena.

Shawn has been with Berkley Accident and Health since 2012 and oversees new business sales and retention for Berkley's captive division within the Central part of the United States. He has spoken at numerous industry events over the years, including the International Society of Certified Employee Benefit Specialists and multiple Health Underwriter Association events.

Shawn lives in Kansas City with his wife and three children.