



**T.J. Knaus**  
Chicagoland Executive Vice President

T. J. is in the downtown office of Gallagher and is committed to driving organic growth and providing the highest level of service and the best results available in the industry to his clients. T.J. began his career as a National Account, Loss Sensitive Plan underwriter for CIGNA Special Risk Facilities. With that experience as a basis, T.J. has spent 25 years as a Casualty insurance broker, designing complex programs for Fortune 1000 clients. He began his brokerage career at A&A/Aon Risk Services where he focused on large casualty clients, using the global marketplace to provide solutions for his clients. T.J. then went to Marsh to lead National Account casualty sales in the Chicago office. While at Marsh, T.J. helped to build the casualty book and make the casualty advisory area a strength of the Chicago office of Marsh. For the last 11 years, T.J. was at Lockton where he was a Unit Leader, overseeing large, loss sensitive business. While at Lockton, T.J. was part of the management team that saw revenues grow from \$19M to \$65M today.

T.J. is an expert at using risk analytics and financial modeling to aid in the determination of the best programs for his clients. T.J. has focused on many different industries, including Manufacturing, Consumer Products, Retail, Technology, Real Estate and Food & Beverage companies.

T. J. has worked with many different insurance companies and has sat on broker panels for companies such as AIG, Arch, CNA, Chubb, Hartford, Liberty Mutual, Travelers, and Zurich. T.J. is currently on the Hartford National Advisory Board. Maintaining relationships with senior management at various insurance companies has allowed T.J. to secure the very best pricing, terms, and conditions for his clients.

T.J. joined Gallagher in 2017.

#### Education

- BS, Political Science, University of Iowa
- MBA, Finance, DePaul University