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## AROUND THE INDUSTRY

# Real Time Campaign names co-chair

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Independent agent Karen Youngman, CPCU, has been named co-chair of the [Real Time/Download Campaign](#).

Youngman is a personal lines manager at Don Allen Agency, based in Rochester, N.Y. She started her career with Travelers Insurance before moving to marketing and business-line management positions at various independent agencies in the Rochester area.

Youngman has consulted independently to agencies on workflow and technology issues, such as conversion to transactional filing, download and the paperless environment. She was involved in the first personal lines download initiative with Continental Insurance and has worked with numerous carriers as they developed technology strategies.

Youngman said, "At this stage of my career, I can see my vision of one truly seamless exchange of all information from every company flowing from our agency management system to the companies and back."

