



# **MEDIA ALERT**

## **EFG Expands Leadership with Industry Expert Karl Nilsen Joining as Vice President of Underwriting**

**DALLAS, TX (April 7, 2026)** EFG Companies today announced that Karl Nilsen has joined the company's Underwriting and Risk Department as Vice President of Underwriting. Bringing 20+ years of retail automotive underwriting expertise, Karl will partner closely with the company's Chief Risk Officer and actuarial resources to oversee and refine underwriting processes, develop proactive risk strategies, and leverage analytics to improve product underwriting performance and profitability. The addition of Karl's proven analytical skills to the company's nationally award-winning claims administration function amplifies the company's arsenal to generate profit within its clients' reinsurance positions while delivering valuable protection to contract holders. For more information, visit [www.efgcompanies.com](http://www.efgcompanies.com).

"All economic indicators point to 2026 being an even more challenging year with lower year-over-year new and used vehicle sales on top of already tighter profit margins," said Jennifer Rappaport, President and CEO of EFG Companies. "EFG is aggressively committed to delivering on our promise to help clients generate greater profit through its best-in-class resources, innovation, and client engagement. Karl's technical expertise, strategic thinking, and practical execution combined with his ability to transform complex environments into high-performing, data-driven outcomes will prove highly beneficial in our quest."

Prior to joining EFG, Karl served as Vice President of Underwriting and Risk Management at Smart AutoCare.

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### **About EFG Companies**

For nearly 50 years, EFG Companies has provided consumer protection programs for vehicles and residences across seven market channels. The company's strategic intent is to build sustainable market differentiation and profitability for its clients and partners, including dealers, lenders, manufacturers, independent marketers, and agents. EFG's award-winning engagement model is built upon the belief that the company serves as an extension of its clients' management teams, providing ongoing F&I development, training, product development, compliance, and nationally recognized product administration with an ASE-certified claims team. Learn more about EFG at: [www.efgcompanies.com](http://www.efgcompanies.com)

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