

# FRANK CROSSLAND

## EMPLOYEE BENEFITS CONSULTANT

Frank Crossland joined the MJ Insurance team in 1974 as employee benefits consultant and quickly grew to become one of the agency's top performers. His track record for growth and leadership continued throughout his career where he managed the employee benefits department for his first 30 years at MJ and was also named an agency principal and vice president. Now, Frank focuses on consulting group clients on cost-saving benefit solutions and managing employee benefit risk exposure while acting as a mentor for rookie producers in the benefits department.

Frank works with his clients to understand their unique business objectives and designs innovative strategies in alignment with the company's corporate goals. He has a broad base of specialties including employee benefit plan design, plan funding arrangements, pharmaceutical solutions, population growth, insurance trust management, wellness and health care clinic development and integration. At MJ, Frank and his team work to provide value and unparalleled service to all of their clients, a longstanding value that continues today.

Outside of MJ, Frank enjoys spending time with his wife, Betty, and their six grandchildren. Frank also likes to golf and watch spectator sports, especially the Colts, Notre Dame and Butler Basketball.



### EDUCATION

Indiana State University

### PHILANTHROPY

Boy Scouts of America  
Big Brothers Big Sisters Indianapolis  
Church Involvement

### INVOLVEMENT

Anthem Agency Advisory Board - Past  
UNUM Agency Advisory Board - Past  
UnitedHealthcare Advisory Board - Past