

# JOHN LONG

## RISK MANAGEMENT CONSULTANT

John Long joined the MJ Insurance team in 1979 as producer and risk management consultant in our Property & Casualty department. Prior to joining MJ, he was a field sales manager at Indiana Farmers Mutual Insurance Company.

As lead consultant in our Small Business Unit, John and his team work to create risk management strategies and insurance programs tailored to fit the specific needs of companies in the following industries: social services, start-ups, small business and contractors. With nearly 45 years in the business – 39 of those with MJ – John's technical expertise and broad skill set have played an integral role in the growth of our Small Business Unit. John and his team focus on creating risk management solutions and strategies that strategically align coverage with need for individual small business clients.

When John isn't providing the best possible customer service for his clients, he enjoys traveling and spending time with his family - especially if it is time spent on the beach! He is true to his alma mater and cheers for the IU Hoosiers in all sports, though he is also a big Colts fan during football season. John would love to see the Northern Lights in the future.



### EDUCATION

Indiana University

### DESIGNATIONS

Indiana Property & Casualty License