

# BETTY CROSSLAND

## PUBLIC SECTOR MARKET DEVELOPMENT

Betty Crossland joined the MJ Insurance team in 2012 managing public sector market development within our Benefits Consulting practice. Prior to joining MJ, she held the role of benefits consultant and regional manager at NISBenefits. With over 40 years of industry experience, Betty brings a wealth of knowledge and expertise to the Benefits Consulting team.

Betty's main focus is on benefits plan challenges and solutions for public sector employers, specifically school corporations. She works to develop relationships with public sector employers and associations for potential employee benefits partnerships with MJ Insurance and our Benefits Consulting team.

Outside of work, Betty loves spending time with family and friends. She is fortunate enough to include them in her other favorites... volunteering and enjoying the outdoors. She gets up to walk every morning, rain or shine, to start her day. Betty feels very grateful for all that she has been given, and truly wants to pay it forward to others in areas where she can help.



### EDUCATION

University of Illinois

### PHILANTHROPY

Fishers Sertoma Club  
Prevail of Hamilton County  
Lutherwood Adopt-a-Dorm  
Hamilton Southeastern Schools  
Hear Indiana

### LEADERSHIP

Hamilton County Leadership Academy  
Class of 2010

### EXPERTISE

Employee Benefits Plan Challenges  
Solutions for Public Sector Employers  
School Clientele