

# JACOB JONES

## EMPLOYEE BENEFITS CONSULTANT

Jacob Jones joined the MJ Insurance team as an employee benefits consultant in 2017. With nearly a decade of industry experience, Jacob's expertise lies in consulting group clients on cost-saving benefit solutions. Prior to joining MJ, Jacob worked as a sales consultant for a large, regional brokerage firm where he worked with business owners to assess benefit costs designing structured programming to help control expenses, all while offering the best coverage for their employees.

As a consultative broker, Jacob enjoys working with clients to both understand and connect their overall business goals to their employee benefits programs. He and his team help to identify the primary cost drivers affecting their clients' benefit plans and work to develop tailored solutions designed to solve complex health insurance issues, contain prescription drug costs and provide analytics to track success and forecast future opportunities.

Outside of work, Jacob is a "wellness fanatic." He ran track in college and has since continued to put an emphasis on self-improvement through health and fitness. Jacob also enjoys hanging out with his friends and socializing at local restaurants and breweries. An avid traveler, Jacob hopes to visit every continent.



### EDUCATION

Indiana University

### DESIGNATIONS

Indiana Life & Health License  
NAHU Certification in ACA

### PHILANTHROPY

Penrod Society  
Cystic Fibrosis Foundation  
United Way  
Immaculate Heart of Mary - Coach