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**MJ Insurance Acquires ProCourse Fiduciary Advisors, Expanding Its Benefits Consulting Practice to Include Retirement Plan Advisory**

**INDIANAPOLIS (August 3, 2021)** – [MJ Insurance](#), a leading risk management and employee benefits agency for more than 50 years, today announced the acquisition of ProCourse Fiduciary Advisors (ProCourse). This partnership enables the firms to offer a holistic approach to wellness and include retirement plan advisory services. The transaction closed on June 30, 2021.

“We believe the marketplace will begin moving away from a siloed approach toward employee benefits, retirement and compensation management and will evolve to an integrated total rewards philosophy,” stated Andy Vektor, Executive Vice President of MJ Insurance. “The merging of our firms allows us to uniquely address total rewards consulting via an integrated approach to data analytics that to this point has not been effectively introduced to employers and their associates.”

ProCourse, an independent Registered Investment Advisor (RIA), specializes in managing retirement plans and financial wellbeing programs—working with employers to make strategic decisions to move the needle and improve financial outcomes. ProCourse founder and CEO, Doug Prince, will continue to serve as CEO of ProCourse with the entire team of 13 remaining in the Carmel, Indiana location.

ProCourse and MJ have been close partners for nearly a decade and have a shared vision for the future, client-centric mindset and commitment to giving back in the communities in which they live and work. “The synergies and cultures of our two firms is what makes this partnership so ideal,” explains Doug Prince, CEO of ProCourse. “Our combined goal is to make a difference in people's lives—not solely from a retirement planning, benefits and financial wellness standpoint—but addressing total wellness. This move will allow us to take the shared client experience to the next level.”

“As a purpose-driven organization, it is important for us to partner with other like-minded organizations,” stated Michael H. Bill, CEO of MJ Insurance. “Each of our firms possess a unique expertise in health and welfare, and retirement consulting. More importantly, we have a shared philosophy when it comes to organizational culture and client service. This partnership amplifies our commitment to creating an exceptional client experience.”

MJ Insurance, one of the largest privately-held insurance agencies in America, is a commercial and personal insurance, risk management and employee benefits consulting agency that since 1964, has grown from a two-person start-up to an agency with more than 170 employees. With offices in both Phoenix and Indianapolis, MJ specializes in a diverse selection of service lines including construction, energy, transportation, manufacturing, sororities and recycling as well as a complete suite of employee benefits programs and services. MJ Insurance serves clients in more than 16 countries and in every U.S. state.

## **ABOUT MJ INSURANCE**

Indianapolis-based MJ Insurance exists to inspire the success, fulfillment and wellbeing of each person it serves—associates and their families, business partners, clients and the community. MJ serves a diverse client base that includes local, regional, and national companies. Fifty-seven years after its founding, MJ Insurance continues to expand through culture, service and leadership. Additional information may be found at [www.mjinsurance.com](http://www.mjinsurance.com).

## **ABOUT PROCOURSE FIDUCIARY ADVISORS**

ProCourse is an independent Registered Investment Advisor (RIA) that specializes in advising over 401(k), 403(b) and other institutional retirement plans. ProCourse exists to make a difference: in the community, with clients, and ultimately their employees. Since 1998, the team has worked together to improve the financial health of those they work with. Find out more at [www.procourseadv.com](http://www.procourseadv.com).

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