




# FRANK CROSSLAND

EMPLOYEE BENEFITS CONSULTANT

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## EDUCATION

Indiana State University

## PHILANTHROPY

Boy Scouts of America  
Big Brothers Big Sisters  
Indianapolis  
Church Involvement

Frank Crossland joined the MJ team in 1974 as an employee benefits consultant within our Benefits Consulting department and quickly grew to become one of the agency's top performers. Frank and his team work to provide value and unparalleled service to all of our clients, a practice Frank has had in place throughout his entire career.

Frank collaborates closely 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 healthcare clinic development and integration.

Frank's track record for growth and leadership continued throughout his career, where he managed the Benefits Consulting department for his first 30 years at MJ. He 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 novice consultants in the employee benefits department.

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