




BYRON SHULTZ

VICE PRESIDENT OF SALES + STRATEGY,
BENEFITS CONSULTING - ARIZONA

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EDUCATION

B.S.M. in Finance - Tulane
University Hartford School of
Insurance

DESIGNATIONS

Commercial Lines Coverage
Specialist (CLCS)
Certified Work Comp Advisor
(CWCA)

PHILANTHROPY

Phoenix Children's Hospital Golf
Committee - Chairman (2016)

Byron Shultz joined the MJ team in 2011 as an employee benefits and risk management consultant. He quickly established himself as one of the agency's top performers and was subsequently promoted to vice president of sales + strategy for the benefits consulting team in Arizona. In addition, he has been appointed as a principal of the firm. From risk management to employee benefits, Byron and his team work collaboratively to develop innovative strategies and create customized solutions tailored to client's specific needs.

Byron's strong finance background has enabled him to align key financial business metrics with a company's risk management and employee benefit programs. He firmly believes in the power of data to drive strategy and identify the most effective and efficient ways to transfer, mitigate, and prevent risk for his clients. His expertise in this area has been instrumental in helping his clients achieve their business goals and objectives.

Outside of work, Byron is passionate about his family, golf, personal wellness, and traveling to new places. A long-time golf lover, Byron's number one bucket list item is to play at the Augusta National. He also enjoys reading, and his favorite book is the *Outliers* by Malcolm Gladwell.