



## **The MJ Companies Expands into Tennessee with Nashville-Based Benefits Industry Leader at Helm**

*Naming 20-year industry veteran Austin Madison to be its Market Leader, MJ launches Tennessee expansion and opens new Nashville office*

**INDIANAPOLIS (May 28, 2025)** – [The MJ Companies](#) (MJ), a leading business and financial services consulting firm for more than 60 years, announced today an expansion of its diversified services and solutions into Tennessee. Leading the firm's new Nashville office is Market President of Tennessee Austin Madison.

As one of America's largest privately held agencies, MJ has offices in Phoenix, Indianapolis, Denver, and now Nashville, all offering risk management, employee benefits, retirement, compensation, and total rewards consulting services. MJ serves clients in more than 54 countries and in every U.S. state.

MJ had long had its eyes on Nashville as a priority expansion location, based on the city's growth and the company's belief that its innovative solutions could raise expectations of what is possible in the market. But moving forward with the expansion was entirely dependent on identifying the right strategic leader who would be a cultural match.

"MJ is a privately owned business that prizes and prioritizes culture fit and common values. We start by identifying and recruiting the right people — people who share our ethos to help clients be better, healthier and happier. We hit a home run with Austin Madison," said Michael H. Bill, CEO at The MJ Companies. "Austin is highly respected throughout the Nashville region and known across our industry as a leader and a genuine professional who is committed to exceptional client service. He's obsessed with discovering winning strategies that will lead our clients to great success and with finding the right professionals to work with him as we grow our presence in Tennessee."

"I have long been impressed with MJ's leadership and culture through the relationships I've developed as a member of national industry groups, and my recent conversations with their leadership team have only cemented my enthusiasm," said Madison. "The opportunity to take full advantage of MJ's resources and immerse myself in their culture while building a likeminded team in Nashville was too appealing to turn down. I'm excited for what is to come."

Madison holds a Bachelor of Arts degree in Communications from the University of Kentucky, where he was also a four-year varsity letterman in baseball. With more than 20 years' experience

in the insurance industry, he has held partner and practice leader roles at leading brokerages. Madison lives in Brentwood, Tennessee, with his wife and three children.

Since 1964, MJ has grown from a two-person start-up to an agency with more than 250 employees. Much of that growth has been driven by MJ's belief in a data-driven, tech-enabled approach that helps give clients the best choices and supports a fact-over-fiction decision-making process. To that end, the company employs a proprietary analytics tool called [APERTURE](#) that combines real-time data from multiple sources to provide actionable intelligence through intuitive dashboards.

MJ offices have been recipients of numerous *Best Places to Work* designations across its footprint. Nationally, the company has been named a *Best Practices Agency* multiple times and routinely appears on Top 100 Agencies and Brokers lists.

Under Madison's leadership, the Nashville office plans to hire additional consultants and support staff to meet clients' needs as it expands in the market and across the state.

## **ABOUT THE MJ COMPANIES**

Indianapolis-based The MJ Companies, one of the largest privately held agencies in America, exists to inspire the success, fulfillment, and wellbeing of each person it serves — associates and their families, business partners, clients, and the community. MJ's client base includes local, regional, and national companies in more than 54 countries and in every U.S. state. With offices in Denver, Indianapolis, Phoenix, and now Nashville, MJ specializes in a diverse selection of client services including commercial and personal insurance, risk management, employee benefits, retirement, compensation, and total rewards consulting. Additional information may be found at [www.themjcos.com](http://www.themjcos.com).