

# JD GUSTAFSON

Principal & Business Development Manager

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## Current Responsibility

JD Gustafson is a principal and business development manager in Milliman Omaha's Employee Benefits Health and Welfare Practice. He manages the sales and marketing staff within the Omaha office.

## Professional Work Experience

JD has over 17 years of sales experience, including 12 years in the risk management and insurance industry. JD actively traded commodities and developed risk management plans for large farming operations while working for an agricultural consulting firm.

Prior to joining Milliman, JD worked for a large national insurance carrier selling group ancillary benefits (Life, STD, LTD, and Dental). Most recently, JD was a producer for a large national insurance brokerage.

In his current position as principal and business development manager, JD specializes in the following:

Initiating contact, responding to inquiries, and distributing informational material to prospective agencies

Setting up, developing, and managing relationships with agencies, professional employment organizations (PEOs), and association groups

Assessing marketplace needs to ensure our consulting is valuable and applicable to our clients

Providing fee quotations and initial contract requirements

Coordinating new client implementation, including services and scheduling with Milliman consultants

Responding to RFPs, RFIs, and client requests for services

Coordinating the delivery of services and addressing any questions on timeframes, deliverables, or fees

Establishing targets for new revenue growth with clients based on individual markets demands and Milliman resources

Managing and developing staff members

## Professional Designations

Producer License, Accident & Health, State Of Nebraska (2010)

Producer License, Life, State Of Nebraska (2010)

Series 3 Trading License, National Futures Association (2012)

Producer License, Property & Casualty, (2015), Multiple States

## Education

BS, Political Science, Missouri State University

## Presentations and Publications

Medicare for All and the PEO Industry (2020 NAPEO Magazine)