



Andy Fancher

Director

U.S. Employee Benefits Services Group

Andy joined U.S. Employee Benefit Service Group (USEBSG) in April 2020 as a Director in the North Texas market. His responsibilities include identifying target markets, new client acquisition, developing channel partnerships, and extending market penetration.

Andy has over 16 years of progressive and diverse experience in the insurance industry. Prior to joining USEBSG, Andy ran a successful life and health brokerage agency selling to both individuals and businesses. He joined Colonial Life & Accident Company in 2009 and quickly rose to District Manager in 2011. In this leadership role he was responsible for recruiting, training, and motivating a sales team of direct and brokerage agents. His specialty is building and maintaining relationships with clients and the broker community.

Andy uses a consultative approach with all his clients and treats them with the same level of commitment. He works directly with business owners to effectively communicate, educate, and implement an effective benefits program. His vast knowledge of the industry gives him the ability to engage the smaller business owner up to million-dollar organizations. He brings a wealth of knowledge to the brokerage community helping them to increase revenue, optimize communication, introduce the next generation of technology, and provide a best in class product portfolio.

Andy graduated from the University of Central Oklahoma and received a Bachelor of Arts degree in Marketing Communication. He lives in Irving, Texas, with his wife and three sons. An active member of his church, Andy serves in both community outreach efforts and on the praise and worship team.