



Mitch Stringer

Managing Partner

U.S. Employee Benefits Services Group

Mitch Stringer co-manages Union Lifestyle Benefits (ULB), Select Benefits Communications Group (SBCG) and SF&C Insurance Associates, firms that specialize in the design, communications, enrollment and administration of voluntary insurance benefits at the workplace and through web-based access. From face-to-face onsite enrollment to call center to online capabilities, developing solutions for employees and union members is the hallmark of these Owings Mills, MD -based organizations since the first businesses inception in 1981.

Mr. Stringer began his insurance career in 1986 as a field agent for SF&C, the company his father, Ed Stringer, founded in 1981 with Jim Franzoni. While with SF&C, Mitch marketed payroll deducted life and disability insurance products to municipal union members at the workplace.

In 1996, Mitch left Miami-based American Bankers Insurance Group after four years to join Transamerica in Los Angeles. During that time he was promoted to National Sales Director for Voluntary Benefits after being recognized as Sales Representative of the Year. He also developed production sources that quadrupled new sales volume. Subsequently, Mitch spent three years working as Western Region Vice President for Transamerica in Los Angeles where his role was to recruit new producers. At the time of his departure, regional production had grown substantially from new producers placing their business with Transamerica.

After years spent working for two worksite carriers and with several leading enrollment firms, third-party administrators and consultants, Mitch, his father, and business partner Jim Franzoni, launched Select Benefits in late 1999. Through his leadership, SBCG has evolved from solely a voluntary benefits enrollment firm to include such capabilities as consolidated benefits billing for over thirty carriers, national Call Center enrollment, and full Consumer Driven Healthcare education for clients' employees.

Longtime an advocate of industry involvement, Mitch is a frequent speaker and participant at industry conferences such as the Baltimore Association of Health Underwriters, Society of Human Resource Management, and Greater Washington Association of Health Underwriters and the former (NAPES) National Association of Professional Enrollment Specialists meetings among others. He is also a past and present member of a number of carrier advisory boards in recognition of his years as a leading worksite producer.

A graduate of Rollins College in Winter Park, FL, Mitch is a former Division I college pitcher at Jacksonville University and member of the school's Sun Belt Conference championship team. He is also a nationally recognized sports photographer having had his photographs appear in such publications as Sports Illustrated, ESPN the Magazine and The Sporting News.