



Randy Wood

Managing Partner

U.S. Employee Benefits Services Group

Randy Wood has over three decades of experience dedicated to providing high quality consulting and enrollment services on a nationwide basis. His insurance career began in 1981 in the individual life and health business as an agent and later in management. In 1991, he became benefits director of a professional employer organization (PEO) managing benefits for over 25,000 employees.

In 1997, Randy started a new firm, Benefit Service Consultants, Inc. (BSCI) and his team of salaried benefit counselors began providing a comprehensive supplemental benefits portfolio and enrollment platform to help employers and brokers reduce the cost and administrative burden of employee benefit enrollment. With his vast experience, BSCI specialized in PEOs regardless of size and geographic location, currently providing benefits for over 200,000 employees. Randy has consistently been a leading producer in voluntary benefits for numerous carriers.

In 2007, his company merged with Bentec Workplace Solutions, which allowed him and his team to offer expanded services to their growing client base. In 2015, Randy assumed the position of CEO of Bentec with the goal of creating one of the fastest growing benefit enrollment firms in the country. In July 2018, Bentec was acquired by U.S. Retirement & Benefits Partners and Randy assumed the role of Managing Partner of their benefits division, U.S. Employee Benefits Services Group (USEBSG). BenTec subsequently rebranded as U.S. Enrollment Services.

Randy resides in Sarasota FL where he enjoys golf, and anything with his kids and grandchildren.