

Rebecca Gorrell of PIVOT Income Strategies, LLC, Named to New York Life's Chairman's Council

Members of the elite Chairman's Council rank in the top 3 percent of more than 12,000 licensed agents. Rebecca finished in the top 2 percent

MISSOURI, October 4, 2021: Rebecca Gorrell, a New York Life agent and independently a Principal of PIVOT Income Strategies, has again been named to New York Life's Chairman Council for 2020. Members of the elite Chairman's Council rank in the top 3 percent of New York Life's elite sales force of more than 12,000 licensed agents in sales achievement. Rebecca finished in the top 2 percent.

Since 2006, Rebecca has worked with her clients to put in place strategies and concepts that allow them to move closer to the life they want for themselves and their families.

"Growing up in the country, on 18 acres in Central Kansas, and coming from a family that owned and ran a small business, provided unique experiences that helped shape who I have become." Said Ms. Gorrell. "It helped instill hard work, commitment, and a 'do anything' attitude that I am very thankful for."

Because Rebecca is familiar with what it takes to start, run and make a living from a small business, a high percentage of her client base is comprised of small business owners. Helping them through the lifecycle of business is critical for their success towards retirement.

Since 2010, Rebecca has qualified as a member of The Million Dollar Round Table (www.MDRT.org), regarded as the Premier Association of Financial Professionals, is recognized globally as the standard of excellence for life insurance sales performance in the insurance and financial services industry. She has served on the board of directors for NAIFA, National Association Insurance & Financial Advisors, making her way through the chairs, serving in all three executive positions, most recently as President in 2013. In 2012, she was asked by New York Life to join a group of 125 peers selected to be the Political Involvement Leader for their respective firms. Serving as the Kansas City PIL she met with both the Missouri and Kansas senatorial and congressional representatives, locally and in D.C., advocating on behalf of her clients regarding issues and concerns that will impact their financial future. Rebecca believes in supporting those that have a vision and a dream, which is why she served on the board for ReVolve, a homegrown 501c3 focusing their efforts towards Kansas City's green impact/urban core zone and the rewards of a healthy lifestyle through cycling (www.revolvekc.org).

In 2017, PIVOT Income Strategies was formed. This team of associates enhances the structure under which Rebecca helps clients focus on making small pivots in their financial, protection and investment strategies that can have a big impact in protecting themselves, their family and their business, creating guaranteed income in retirement.

As of October 4th, 2021, Rebecca is in the top 2% in sales among the New York Life agents nationwide, with over 1,500 clients across 12 states, and over \$300 Million of NYLife Securities, LLC investments and New York Life Insurance.



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- *Rebeca Gorrell*
- *PRINCIPAL, PIVOT INCOME STRATEGIES*