

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

Members of the elite Chairman's Council rank in the top three percent of more than 17,000 licensed agents.

KANSAS CITY, Mo., August 23, 2018 (Newswire.com) -

Rebecca Gorrell, Principal of PIVOT Income Strategies, has been named to New York Life's Chairman's Council for 2018. Members of the elite Chairman's Council rank in the top three percent of New York Life's elite sales force of more than 17,000 licensed agents in sales achievement. Ms. Gorrell is associated with New York Life's General Office in Overland Park, Kansas.



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 having a father 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 and commitment, and a 'do anything' attitude that I am very thankful for."

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— REBECCA GORRELL  
PRINCIPAL OF PIVOT INCOME  
STRATEGIES

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 life-cycle 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](http://www.MDRT.org)), regarded as the standard of sales excellence for life insurance and

financial advisors. She has served on the board of directors for NAIFA, *National Association Insurance & Financial Advisors* since 2007, making her way through the chairs, serving in all three executive positions, most recently as President in 2013. She currently holds the National Committee Person seat for the Johnson County-Wyandotte County chapter ([www.NAIFA.org](http://www.NAIFA.org)). 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. In 2013, she was asked by the AARP to become one of 5 local *Authorized to Offer* agents for the New York Life branded AARP life, annuity and long-term care products available to AARP members. 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](http://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, their business and creating guaranteed income in retirement.

Today, Rebecca has over 2,000 clients across 10 states, with over \$500 Million in Assets Under Care, including Death Benefit Proceeds, Annuities, Mutual Fund Accounts, Long Term Care, and Cash Value of Life Insurance. Rebecca finished 2017 in the top 275 of more than 17,000 NYL advisors nationwide.

### About PIVOT Income Strategies:

PIVOT Income Strategies ([www.PivotIncomeStrategies.com](http://www.PivotIncomeStrategies.com)) believes making small pivots in your financial strategies can have a dramatic impact on what's ahead. PIVOT Income Strategies helps you make the pivotal changes in your financial, protection and investment strategies to help protect you, your family, your business and create guaranteed income in retirement. PIVOT is led by Rebecca Gorrell, who manages more than 2,000 clients across 10 states, and over \$500 Million in Assets Under Care, including Death Benefit Proceeds, Annuities, Mutual Fund Accounts, Long Term Care, and Cash Value of Life Insurance. For additional information, dial 913-661-7229.

### About New York Life:

New York Life Insurance Company ([www.newyorklife.com](http://www.newyorklife.com)), a Fortune 100 company founded in 1845, is the largest mutual life insurance company in the United States\*, and one of the largest life insurers in the world. Headquartered in New York City, New York Life's family of companies offers life insurance, retirement income, investments and long-term care insurance. New York Life has the highest possible financial strength ratings currently awarded to any life insurer from all four of the major credit rating agencies\*\*.

\* Based on revenue as reported by "Fortune 500 ranked within Industries, Insurance: Life, Health (Mutual)," Fortune magazine, 6/1/18. For methodology, please see <http://fortune.com/fortune500/>

\*\* Individual independent rating agency commentary as of 8/1/2017: A.M. Best (A++), Fitch (AAA), Moody's Investors Service (Aaa), Standard & Poor's (AA+)

Source: PIVOT Income Strategies

## Additional Links

- [www.PIVOTIncomeStrategies.com](http://www.PIVOTIncomeStrategies.com)