

## Jayshree Patel



Jayshree Patel has been a financial professional with New York Life Insurance Company since 1997. Jayshree consistently ranks amongst New York Life's highest-achieving agents. She was named New York Life's 2012 Council President, the highest honor a New York Life agent can receive and which can be earned only once during an agent's career. The award is based on an agent's annual sales, customer service and integrity. She has qualified for Council 14 consecutive years, qualifying for Chairman's Council 13 times and Chairman's Cabinet 4 times. Jayshree was also the 2008 Council First Vice President in the West Central Zone. She is a Lifetime Member of the Million Dollar Round Table, having qualified for 13 years and making the Top of the Table in 2012.

Growing up in a small town in India with her widowed mother and four sisters, security and certainty were scarce. Marrying her husband Nilam at age 18, Jayshree later emigrated to the U.S. in 1993. In a new country, she found that working for a family business allowed her to make the adjustment smoothly while expanding her language skills. After the birth of first daughter in 1994, she started working with her father-in-law's video rental business. She learned to interact with the customers in English and became fluent in it.

As an agent, she now works to ensure her clients leave a legacy for their loved ones, so that they can live with security and dignity. Jayshree's practice focuses on estate conservation and financial strategies in the areas of liquidity and survivor needs, supplemental retirement income and college funding utilizing life insurance and other financial products. The majority of her clients are small business owners who are first generation immigrants.

She lives in Lincolnwood, IL with her husband Nilam and their three children.

"Discipline is key to anything worth achieving. As a financial representative, one must value one's own time. Time is as valuable to me as it is to my clients and prospects, so I make the most out of it. Every meeting is an important meeting." Says Jayshree