

TRIAD BUSINESS JOURNAL

OUTSTANDING WOMEN IN BUSINESS 2019: Katie King

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King manages five senior project managers spread across the country and one E-discovery attorney. She also helps manage technology specialists, three paralegals, eight attorneys and several assistants, along with up to 100 contract attorneys and paralegals. At any given time, her team is working 200 to 300 active cases. Her team generates nearly \$16 million in annual revenue.

Women continue to be vastly underrepresented in boardrooms and C-suites. What's the strongest business case for why that should change? There is a line my husband repeats often: When half of the smart people are excluded from participating, an organization (or government) will suffer and never reach its full potential. This rings true of leadership across all industries.

How can a woman best advocate for higher pay? The best way is to simply



ask for it. Be strong and forthright and clear. Lay out the reasons.

What three adjectives describe you? Inquisitive, dependable, empathetic

Name a woman you admire: My little sister, Marylynn. She's a physical therapist in Seattle specializing in neurotherapy, meaning she works with traumatic brain and spinal cord injury patients, helping them cope with (and

even thrive in) their new bodies and minds.

What's something about you that would surprise people? I brought a dog home from Central Africa when I was in the Peace Corps.

What were you doing 20 years ago? I was living in a house with my best friends in college. I graduated a semester early, but convinced my parents to let me stay at Duke to volunteer full-time at the Triangle Residential Options for Substance Abusers, an intensive two-year residential drug and alcohol treatment center.