



News & Trending
NEWS

KIM KORANDO INVITED PARTICIPANT AT NATIONAL WOMEN RAINMAKERS ROUNDTABLE

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Smith Anderson partner, Kim Korando, was invited to participate in the *Women Rainmakers Roundtable*, a program to help successful women lawyers become successful business developers. Founded by Sara Holtz, a Harvard law school graduate whose professional experience includes Vice President and General Counsel of Nestle Beverage Company and Division Counsel for Clorox Company, this two-year coaching program brings together talented women partners with a strong commitment to growing their books of business and mentoring others to do so.

Since 1997, the *Roundtable* has helped over 250 women partners achieve their business development goals. Over 98% of participants report that the program met their goals and 70% report that their business grew as a result of program participation. Program goals for each partner include: focusing business development efforts; developing marketing skills; building marketing momentum; development habits that produce results; expanding referral networks; and increasing confidence as a business developer. Ms. Korando is the sole North Carolina participant in her *Roundtable* class which includes women partners who serve in leadership roles at leading national and international law firms including Fulbright & Jaworski; Jackson Lewis; McGuire Woods; O'Melveny & Myers; Sonnenschein; Steptoe & Johnson; Squire Sanders & Dempsey; Sutherland Asbill & Brennan; Vinson & Elkins; Venable; WilmerHale; Winstead; and Winston & Strawn.

Ms. Korando has 20 years experience in all aspects of employment law and leads Smith Anderson's Employment, Labor and Human Resources practice group. She is recognized as one of North Carolina's leading employment lawyers by *Chambers USA* and *Law and Politics North Carolina Super Lawyers*, and she serves as general outside employment, labor and human resources counsel to public and private companies in a wide variety of industries including utilities, pharmaceuticals, information technology, software, biotechnology, hospitals and healthcare, automotive, semiconductor, paper/cellulose and furniture manufacturers, insurance, banking, retail, and food and beverage distribution, as well as municipalities and law firms. Ms. Korando co-founded the Institute for Human Resources Training through which she regularly collaborates with companies developing in-house training programs, and has trained more than 10,000 supervisors, managers and HR professionals in legally compliant employment practices, as well as investigators for the U.S. Equal Employment Opportunity Commission. She has served as chapter editor for recent editions and supplements of the nation's leading employment discrimination treatise and authored the leading North Carolina book on workplace policies and forms, and is a frequent speaker for nationally recognized organizations.