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### **Kathleen W Horvath: Bio**

Kathleen began her career in the non-profit industry as Director of Product Sales for Girl Scouts North Carolina Coastal Pines (formerly Pines of Carolina Girl Scout Council). At this non-profit organization, she excelled growing the annual gross sales to over 5 million dollars. As a result, Kathleen received national recognition within the organization, as well as, caught the attention of the largest supplier of Girl Scout Cookies- Little Brownie Bakers (Kellogg Snacks). Shortly after she was asked to join Little Brownie Bakers in a dual role as Associate Manager of Customer Marketing and a Sales Representative while managing a sales territory of over \$44 million dollars. During that time, she developed strategic marketing initiatives, designed and facilitated customer educational workshops and programs, and product marketing planning sessions.

In 2007, Kathleen changed industries and served as an employee benefits insurance and PEO workers compensation wholesaler to brokers and consultants. During that time, she earned her FL 215 Life, Health, and Variable Annuities license and became well versed in 2-20 Workers Compensation Insurance. She has spent the past 10 years assisting businesses manage their cash flow by training and educating them on specific Workers Compensation and Benefit programs available in the industry. She joined FIRM Consulting Group-HR Shield in 2012 and currently serves as Director of Operations.

Kathleen earned Bachelor of Science degrees in Electronic Mass Media Studies from East Carolina University, as well as, studied abroad at the University College of Belize. She enjoys volunteering with the American Heart Association, Delta Zeta Sorority, and spending time with her two children.