

## Representative Vell Placement

### **KAREN KATZ, ESQ.** **MEMBER OF THE BOARD OF DIRECTORS**



Karen Katz provides sophisticated services ranging from strategic planning, client interviews, complex proposal development, presentation and pitch training, and lead generation. Well known for her thought leadership, she is one of the first direct to market sales executives for law firms. She developed business and sold for Mintz Levin, DLA Piper, Pangea3, and Burns & Levinson and consulted with Mayer Brown, Brown Rudnick, Foley Hoag and many others. Karen has landed business with (amongst others) Abiomed, ICF, GE, Cardinal Health, Wellington Management, Framingham State, Partners Healthcare, Terra Therm, and the City of Boston.

A legal services entrepreneur, Karen helped grow and sell LawCorps Legal Staffing—one of the first contract legal services suppliers—and later served as Director of Legal Solutions at Pangea3, a legal process outsourcer. In both roles, Karen managed accounts and developed business directly with the Fortune 100, developing keen insights into the mind of legal services buyers. Karen practiced at Hale & Dorr and Crowell & Morning and was in-house counsel at St. Elizabeth's Hospital.

Karen graduated from the University of Michigan with honors and made law review at Boston University School of Law. She clerked on the First Circuit. She has been quoted in Massachusetts Lawyers Weekly, the Boston Globe, the Philadelphia Inquirer and other publications focused on the business of law. She authored AttorneyMan, an illustrated business development guide for lawyers. She was designated one of the 40 under 40 for her contributions to the business community by the Boston Business Journal.

With over 25 years of experience successfully presenting in courtrooms, sales pitch meetings, and as a professional on camera and voiceover spokesperson, Karen is an excellent presentation skills and pitch trainer. Her on-camera and voiceover clients include: Delta Dental, Boston Scientific, and Integrity-Interactive. She is Board President of Brookline Interactive Group, a media training and broadcast center.

### **About CAB Health and Recovery Services**

CAB Health & Recovery Services, Inc. is committed to building healthy communities by providing a full continuum of quality substance abuse and related health treatment and prevention services that strengthen the capacity of all families, businesses and communities to lead satisfying lives. CAB Health & Recovery Services, Inc. is affiliated with Northeast Health System. All of CAB's programs are licensed by the Commonwealth of Massachusetts Department of Public Health.