

Kathleen Wood Biography



Kathleen is the founder of Kathleen Wood Partners, an innovative growth strategy firm, specializing in transforming visions into reality through strategy brand optimization and leadership development. -The scope of Kathleen Wood Partners spans from hospitality, healthcare, service, manufacturing and retail clients. Her firm consistently works with Fortune 500 leaders, INC 1000 founders and entrepreneurial businesses.

Kathleen is a nationally recognized growth strategist, motivational speaker and author, and a proven leader in business and non-profits. She blends her corporate sensibility and rigor with entrepreneurial vigor and innovation to deliver sustainable solutions. In 2010 she published her first book, *The BEST Shift of Your Life – The Restaurant Manager’s Guide for Success Outside the Restaurant*.

Kathleen’s successful career experience features extensive strategic and executive leadership in operations, franchising, sales and marketing. Kathleen served as the President and COO of Raising Cane’s Chicken Fingers from 2005–2007. During her tenure, she led the organization through the impacts of Hurricanes Katrina and Rita and the extensive recovery process that followed and through an unprecedented 100% growth in two years. The highlights of Kathleen’s

tenure as President and COO included sales growth from \$24M to \$100M, expansion of store locations from 24 to 68, geographic expansion from 3 states to 14 states and an increase of workforce from 800 to 2100. The most significant contribution however was the development of a strategic platform for growth while maintaining the integrity of the Raising Cane’s culture and brand.

Kathleen is also a featured speaker and keynote presenter at corporate events, association meetings and multiple industry functions. The following is a sample of her recent presentation platforms:

- TDN2K Global Best Practices Conference
- National Restaurant Association – Human Resources and Safety Conference
- Connecticut Assisted Living Association
- The Interim Healthcare National Conference
- FaBLE – Food and Beverage Leadership Exchange

Kathleen is currently an advisory board member for Bama International and she is the co-founder of Foodservice Council for Women. Kathleen is a past president and board member of Council of Hotel and Restaurant Trainers. She is also a past Executive Committee Member and Board Member for Women’s Foodservice Forum.



P A R T N E R S

Kathleen has never left her operational roots and is a founder and business partner in Suzy's Swirl, a frozen dessert concept founded by herself, her sister Sue and niece Jen Tierno. Their vision is to re-ignite the American Dream through swirling frozen goodness, swirling greatness and swirling gratitude with their innovative franchise program. Their vision is to re-ignite the American Dream through swirling frozen goodness, swirling greatness and swirling gratitude with their innovative franchise program.

She holds a Bachelors of Science degree in hotel restaurant and management from University of Wisconsin – Stout and Master in Business Administration from Loyola University of Chicago.

As a premiere consultant in the foodservice and hospitality industry, Kathleen Wood has consulted with executives and teams of many leading organizations including:

- Boudin Bakery
- Beef O' Brady's
- CC's Coffee
- Checkers/Rally's
- Crispy Catch
- Corrections Corporation of America
- Famous Dave's of America
- Fleming's Prime Steakhouse and Bar
- Finally Restaurant Group
- Last In Concepts
- MasterCard International
- McAlister's Deli
- P.F Chang's China Bistro
- PepsiCo North America
- Perkins/Marie Callender's
- Raising Cane's Chicken Fingers
- Ruffino's Italian Restaurant
- Village Tavern

Kathleen Wood has been a featured keynote/presenter at the following conferences or events:

- Association Healthcare Foodservice
- CHART - Council of Hotel and Restaurant Trainers
- Community Coffee General Manager Meeting
- Connecticut Assisted Living Association
- Eat N' Park, Manager Meeting
- Farmer Boys, Manager Meeting
- Interim Healthcare Annual Leadership Conference
- MEG - Marketing Executive Group of the National Restaurant Association
- MUFSSO - Multi-Unit Foodservice Operators Conference
- Perkin's /Marie Callender's Conferences
- Restaurant Leadership Conference
- SHFM - Society Hospitality and Foodservice Management