

# BOSS *Lady*

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with Kathleen Bennett Marold

**O**wner of Floor 13 Textiles, a wholesale distributor of high-end decorative fabrics, and mother of three daughters, Kathleen Bennett Marold's "typical days" are never typical! The Town of Fishkill momtrepreneur balances a growing business in the hospitality industry and an unrelenting busy schedule with the help and support of her family and network.

After spending many years climbing the corporate ladder and questioning everything that came her way, Bennet Marold's entrepreneurial spirit led her to the launch of her own business in 2012. Once told by a headhunter that she could not succeed because companies look for men to run them, this full-time mom and entrepreneur has quickly become a success.

**HVP:** What does a typical day in your life look like?

**Kathleen:** No day is typical! I wake up around 5:45am and have 30 minutes of quiet before walking the dog, making coffee and seeing my oldest off to school. Then I take care of any work from the day before as well as any communications with my vendors in Asia and Europe.

**HVP:** What is the biggest challenge of having your own business?

**K:** Starting a national business with large accounts like Marriott, Hilton and Disney out of my dining room has been quite a roller coaster. The entire six years have been funded mostly myself with little investment capital. It has been challenging to not let the ebbs and flows of the company's cash flow impact my family.

**HVP:** How did you move your company from selling at your dining room table to landing international and national clients?

**K:** It's all about the people that believed in me. It also comes from a place of having the confidence to know that what you are providing is needed.

**HVP:** What is the biggest reward of having your own business?

**K:** Freedom! My office is where I want it to be and wherever I need it to be.

**HVP:** What is the best business advice you've ever received?

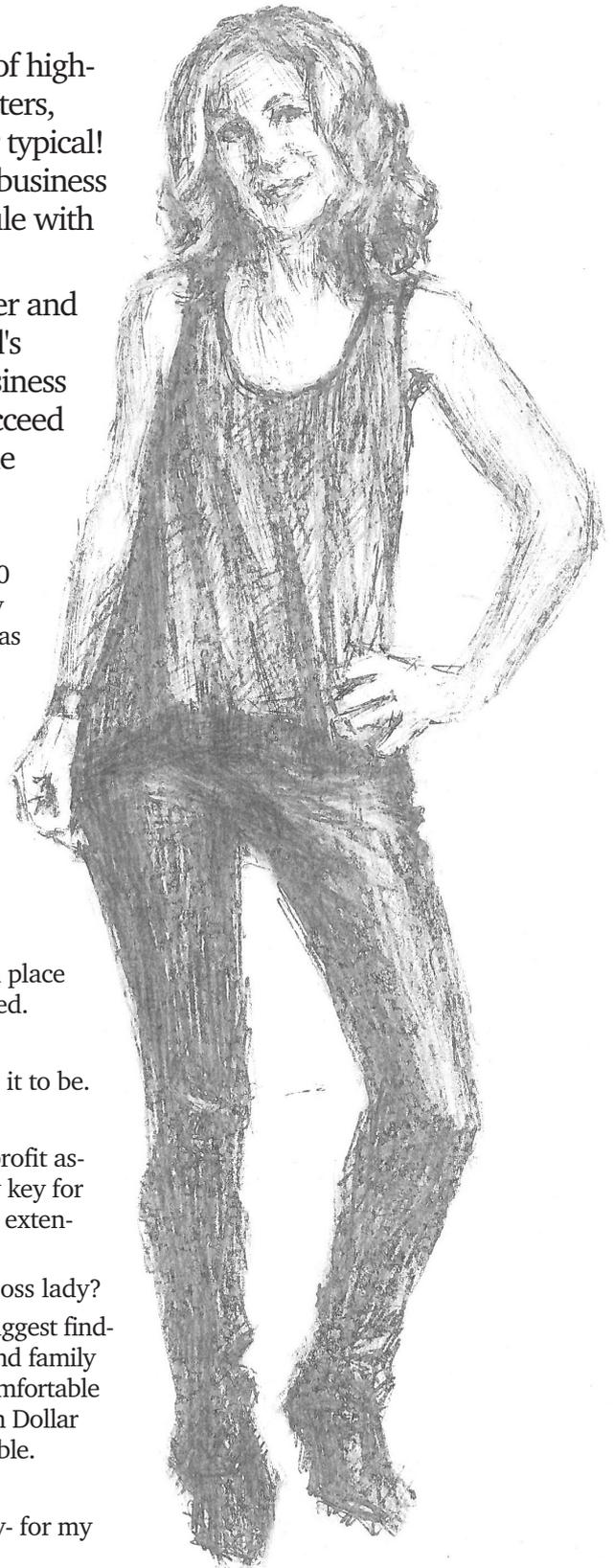
**K:** Contact SCORE first and hire a business coach. SCORE is a nonprofit association that helps small businesses get off the ground and was really key for me. The free resource with access to mentors, webinars, seminars and extensive advice has helped me every step of the way.

**HVP:** What advice would you give to women who aspire to be a boss lady?

**K:** Have a support group intact before you start. You will need it! I suggest finding groups of entrepreneurial women with similar goals. Most friends and family will tell you to pack it in when things get dire because they are more comfortable in safe situations. On a national level, I am part of a group called Million Dollar Women. Locally, I have found Hudson Valley Women in Business valuable.

**HVP:** What is your mantra?

**K:** "Seize the Day"! To me it means I must make the most of the day- for my family, my business, and myself.



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