



## Katherine Shell

SENIOR DIRECTOR - LEGAL PROFESSIONAL DEVELOPMENT

THE LINK VIRTUAL OFFICE

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### OVERVIEW

Guided by her belief that deeply understanding client needs strengthens every aspect of client service, Katherine helps lawyers—and the business professionals who support them—deliver exceptional, client-centered results.

As Husch Blackwell's senior director of professional development, Katherine brings a client's perspective to how lawyers and business professionals are trained, developed, and supported. She focuses on helping teams think like clients—understanding business objectives, anticipating challenges, and delivering solutions that drive meaningful outcomes.

Katherine began her career in house with a business-focused lobbying group and later advised corporate legal departments as a consultant, working closely with general counsel on outside counsel management, risk, talent development, strategy, and operations. She gained firsthand insight into how clients select, evaluate, and partner with law firms, then applied that perspective at a legal industry consultancy supporting a national network of firms, including Husch Blackwell. There, she led Fortune 500 law firm panel selections—analyzing data, managing RFPs and RFIs, and evaluating pitches—while also helping firms strengthen client development strategies and better articulate their value. This combined client- and firm-side experience now shapes her work in professional development, with a focus on building stronger lawyers, more effective teams, and enduring client relationships. As

## HUSCH BLACKWELL

client expectations evolve, she partners closely with firm leadership to ensure development offerings remain aligned with what clients value most.

Recognizing that clients want to be strategic partners in driving growth and shaping solutions, Katherine encourages lawyers to engage earlier, think more creatively, and move beyond a single “right” answer to address broader business goals. She leads a comprehensive professional development platform that supports attorneys and business professionals in delivering excellent client service at every stage, encompassing foundational, substantive, and role-based training; leadership development; mentoring and sponsorship; coaching for partners and laterals on pitching and articulating the firm’s value; and development programs for business professionals from firm fundamentals through advanced leadership. Technical training in AI and emerging technologies ensures the firm remains positioned to deliver innovative, high-quality service in an evolving marketplace.

### Education

- J.D., University of Georgia School of Law
  - *Journal of Intellectual Property*, Notes Editor
- B.A., Washington and Lee University
  - English (Women’s Studies concentration)

### Admissions

- Georgia (Inactive)

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\*Katherine works remotely. Contact her via email or phone for in-person/virtual meetings. Use the Chattanooga office address for mail/deliveries only.