



Courtney D. Lynch

Courtney Lynch is co-founder of Lead Star, a consulting firm dedicated to the leadership development of women in corporate America, non-profit organizations, colleges and universities. Courtney's leadership education began when she was commissioned as a United States Marine Corps officer. In the Corps, Courtney learned to lead in a highly competitive environment. The US Marine Corps remains the military branch with the fewest women - out of 180,000 warriors only 1,000 are female officers.

Courtney's military service included overseas assignments in Japan, Indonesia, Korea and Thailand. As a Marine, she led units as large as 50 troops and as small as teams of four. She finished her initial service as a spokesperson for the Marine Corps at the Pentagon. Her distinguished performance of her duties earned her two Navy Achievement Medals and the Joint Commendation Medal.

Upon leaving the Marine Corps, she worked as a sales manager for Rational Software (now owned by IBM). At Rational, she led her team to generate more than \$30 million in revenue. Their performance translated to meeting 126 percent of their sales quota during her first fiscal year as a manager. Recalled to active duty military service after the events of September 11th, 2001, Courtney was assigned to Joint Forces Command, where she analyzed media coverage of ongoing military operations in Iraq and Afghanistan.

While working fulltime – both as a sales professional and as a Marine – Courtney attended law school, earning her law degree from William & Mary School of Law. Upon graduation and her second release from active duty military service, she began employment with one of the largest law firms in the country. After deciding that the formal practice of law was not for her, she left the law firm to establish Lead Star. She is married to Patrick Lynch, a former naval officer who now serves his community as a firefighter.

In addition to founding Lead Star, Courtney is co-author of a leadership book for women, *Leading from the Front*, (McGraw-Hill, February 2006). She and her business partner, Angie Morgan, have been featured guests on CNBC, FOX News, and CNNfn. Their efforts with Lead Star have also been noted in publications ranging from Fast Company to The New York Times. Courtney was also the recipient of the 2005 Stevie Award for Best Woman Entrepreneur.

Courtney believes that strong leadership skills are the secret to a balanced life. She credits the leadership training she received in the Marine Corps as the foundation for her success. In addition to her roles as wife, daughter, lawyer and friend, Courtney is most proud of her role as primary caregiver to her 93-year-old grandmother, "Nana." Nana lives with her and her husband Patrick.