

Karen E. Elliott

Assistant Vice President, Client Development

Incorporating Services, Ltd.

Dover, DE 19901

Services provided by company: While we might be boutique in size and attention, we offer extensive service offerings in Delaware, nationwide and on an international level. Incorporating Services, Ltd. (Incserv) provides Uniform Commercial Code (UCC) and corporate services, including corporate formations and filings, registered agent services, corporate record searches and retrievals, as well as federal agency and foreign embassy services.

How long I've been doing this job: 13 years.

Professional/work background:

Incorporating Services, Ltd.

Client Services Assistant 2005 – 2006

Client Services Representative 2006 – 2010

Sr. Client Services Representative 2010 – 2012

Corporate Division Manager 2012 – 2016

Assistant Vice President, Client Development 2016 – current

The best part about my job is being a part of a growing organization that allows me the opportunity to help support my co-workers success. There is great reward for the organization and me personally in receiving client praise and being part of our client's success. We have a GREAT team at Incserv and I am proud to be a part of the team.

The most challenging thing about my job is trying to serve our clients and staff by being a support to everyone. Based on my years with the company and my learned knowledge, I have become the go-to person for staff and clients. This presents a challenge to manage all of the different expectations.

I am most proud of my daughter, Lydia Rae. She is a shining star on the darkest of nights. She has the biggest heart, a great sense of humor and she is beautiful – on the inside and out.

I have never been married (it's the first thing that popped into my head!)

I admire my parents. They have always worked hard to provide for my 3 sisters and me and recently celebrated their 46th wedding anniversary. They taught me to have a strong work ethic, the confidence to embrace my dreams and always to live life with a big heart.

My advice to others is before you can make anyone else happy; you have to be happy first.

I am a member of the NPRRA because we can all learn something from one another; being in the same industry allows us to bond over experiences and share information to only make the association stronger.

My advice to new members is take advantage of everything NPRRA has to offer – networking, exposure, and relationships.

My favorite...

Place to visit: I am a cruise junkie! Anything that involves the Caribbean, I am there!

Quote: "It does not matter how slowly you go as long as you do not stop." Confucius

Book: Anything written by Gillian Flynn

Movie: Grease

NPRRA conference location and/or memory: Austin – what an awesome time!