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Women in Business p.6

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When Kathryn Fellows considered going back to work in 1967, her career counsellor told her she'd excel in two fields: sales or the priesthood.

"That second option wasn't really open to me, so I chose sales," said Fellows with a laugh.

With three children then under the age of eight, Fellows — today a self-employed account executive with RBC Dominion Securities in Belleville — not only wanted to earn an income, she wanted to make a difference.

"I remember talking to my dad about going back to work, and he said I could either just get a job, or do something really worthwhile. So I jumped off a cliff and into an area that was mostly male-dominated at the time."

It didn't take long for Fellows' talents to come to the forefront. She was soon the first woman in her company to write \$1 million worth of business in one year, an achievement that helped her chart a course to develop her own business at her own pace, with a high degree of independence.

"It's an ideal scenario for me," said Fellows, who employs a staff of three and has eldest son Michael Moffat as a partner at RBC. "I'm under the umbrella of the organization, but we work on commission and can set our own goals."

Months of training in the various components of financial planning earned Fellows one of the highest levels of qualifications in the financial services industry: a Fellow of the Canadian Securities Institute.

Investment strategies, estate planning, life insurance and effectively utilizing stocks, bonds and mutual funds are all part of Fellows' busy days.

And although most people head home to unwind at the end of it all, Fellows is likely to find visitors from out of province and honeymooning couples relaxing in her living room when she arrives.

She and husband Ron have operated Hickory House Bed and Breakfast at their Foxboro home since 1998 and enjoy meeting and interacting with guests from all walks of life.

She admits it's sometimes difficult to fit in couple and family time, but in

warmer months — when bed and breakfast season is at its peak — she and Ron go cycling five days a week, for an hour or two at a time.

"To make sure we can squeeze it in, sometimes we go as early as 6 a.m.," she said. "It's our way to stay fit and also spend time together. In the winter months, when the bed and breakfast isn't as busy, we have more opportunities to do other things."

Volunteering is also a big part of Fellows' life, and she's been asked to use

her financial expertise in a variety of fundraising activities for community organizations such as Crimestoppers, Westben Festival Theatre, Hospice Quinte, Quinte Ballet School and the Canadian Federation of University Women's latest project, the Quinte Women of Distinction book.

Friend and nominator Mary Bould of the CFUW said Fellows' achievements include helping to develop and produce two non-profit television shows broadcast on CBC Newsworld; helping to

found the local chapter of Habitat for Humanity and being one of the original board members of the Festival of Trees.

Fellows' "busy, productive life and balance of business, family and community activities make her a role model for women in business," said Bould.

For Fellows, investing in career counseling when she was ready to re-enter the work world "paid off hugely.

"I'd recommend it for anyone, as it helps to define their skills and strengths and gives them a focus. It's a big self-esteem booster, as well, to be told what you're good at and what you're capable of."

But once they're established in a career and working hard, she offers a little advice.

"Don't forget to play. It's important for your personal growth."