

# EXECUTIVE PROFILE | Kandace Patton Watson



**Kandace Patton Watson** is the chair of **Kilpatrick Townsend & Stockton LLP's** mergers and acquisitions, securities and corporate team

in Southern California and leads the corporate department's Southern California health and life sciences and medical devices teams. Watson has extensive experience representing companies, corporate boards and executives in complex transactions and in numerous industries, with an emphasis on health care and pharmaceutical, biotechnology, Internet and media, software and technology, and food and beverage companies.

Watson was a nominee for "Power of Attorneys 2012 – San Diego's Top Corporate Counsel." In 2008, she received the Earl B. Gilliam Bar Association's Distinguished Service Award. And in 2006, she was recognized as one of the "Forty under 40" by the Phoenix Business Journal. She also regularly presents and writes on corporate issues to industry, trade and legal organizations.

## PROFESSIONAL PHILOSOPHY

**Essential working philosophy:** Express appreciation often.

**Best way to keep a competitive edge:** Surround yourself with superior, client-focused staff.

**Guiding principles:** My answer is always "Yes"; I'm just working on the caveats.

**Yardsticks of success:** Number of lives you improve through pro bono service, mentoring, great lawyering and love.

**Goals yet to be achieved:** Visiting ancient Rome.

## JUDGMENT CALLS

**Best professional decision:** Calling the bluff of a patent troll in the middle of an M&A transaction — saved the client millions.

**Worst professional decision:** Letting a client take a five-year earnout against my advice.

**Toughest professional decision:** Leaving San Diego after the dot.com bust.

**Biggest missed opportunity:** Living outside of the U.S.

**Mentor:** My family. They are experts in everything from technology and cosmetology to medicine and marketing.

**Word that describes you:** Dynamic.

## TRUE CONFESSIONS

**What you like best about your job:** The rapid pace and complexity of M&A and licensing deals with complex [intellectual property] assets.

**What you like least about your job:** Needing to stop for food and water.

**What you hope to accomplish in your job:** Solidify our market brand as the number one choice for life sciences M&A, licensing and securities offerings in San Diego.

**Pet peeves:** Mediocrity.

**Most important lesson learned:** To trust my negotiation and contract

drafting instincts. I have an excellent ability to predict future problem points and to draft protective provisions. Successfully lead a client out of a major contract liability with a two-line letter.

**Person most interested in meeting:** **Michelle Obama** — what did she really first think when **Barack** said he was running for president?

**Three greatest passions:** Faith, family and friends.

**First choice for a new career:** Executive vice president of M&A and IP licensing for my family's company.

## PREDILECTIONS

**Favorite quote:** "Now faith is the substance of things hoped for, the

evidence of things not seen." Hebrews 11:1. If you don't believe it, how can you achieve it?

**Most influential book:** "Getting to Yes: Negotiating Agreement Without Giving In" by **Roger Fisher, William Ury and Bruce Patton.**

**Favorite status symbol:** Symbol, wedding ring; status, still in love with my husband.

**Favorite restaurant:** **Amaya at the Grand Del Mar.**

**Favorite place for business meetings:** Del Mar.

**Favorite vacation spot:** Miami.

**Favorite way to spend time:** Refining my negotiation skills with my 2-year-old twins.

## RESUME

**Name:** Kandace Patton Watson

**Firm:** Kilpatrick Townsend & Stockton LLP

**Titles:** Partner; chair of the mergers, acquisitions, securities and corporate team in Southern California

**No. of employees:** 1,300

**Year founded:** 1860

**Education:** Bachelor's degree, Hampton University; law degree with honors, University of Texas School of Law

**Birthplace:** Los Angeles

**Age:** 41

**Current residence:** San Diego

**Family:** Husband and four children



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**Thorsnes  
Bartolotta  
McGuire**

2550 5th Avenue

11th Floor

San Diego, CA 92103

Voice 619/236-9363

Fax 619/236-9653

Toll-free 800/577-2922

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