

## WOMEN IN BUSINESS

### BEVERLY TAYLOR

**President** | Continental Cabinets Inc.

Continental Cabinets, which chalked up about \$130 million in revenue in 2007, manufactures unfinished cabinets and sells them to retail home centers across America. Owner and President Beverly Taylor stepped into her role after company founder, her father Ken Taylor, died in 2004.

**Q: What do you see as the biggest issue in your industry right now?**

The majority of cabinet manufacturers, regardless of size, have excess capacity right now. Cabinet sales are directly related to new construction and remodeling. This is making the selling environment very competitive.

**Q: What are your goals for this year?**

We're taking advantage of the slower economy to make improvements in machinery, sourcing and product development. I'm excited about our new rough mill, which should be live by the end of the summer.

**Q: What are your long-term goals?**

I would like to bring employee ownership to the company; I think that's when the business will really take hold.

**Q: Who has been your greatest mentor and why?**

My father had the most impact the first 16 years of my career. He taught me the importance of showing up every day, listening instead of talking, never feeling sorry for myself and treating every person with respect.

### BUSINESS OWNER

**TYPE OF BUSINESS:** Manufacturer and distributor of cabinets and vanities

**LOCAL ADDRESS:** 2841 Pierce St.  
Dallas 75233

**OWNERSHIP:** Private

**EMPLOYEES:** 765

**ANNUAL REVENUE:** \$130 million

**PHONE:** 214-467-4444

**WEB:** [www.ccabinc.com](http://www.ccabinc.com)

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**Q: Do you believe the "glass ceiling" still exists?**

When I began working with my dad, there were very few women in our industry. Today, there are women in every facet of our industry, including leadership. Women today can do anything they want, thanks to those who came before us.

**Q: What advice would you give to women professionals?**

Expect to work hard to be rewarded and you won't be disappointed.

**Q: What do you enjoy doing in your leisure time?**

Spending time at home with my husband and dogs is a luxury.

**Q: What is your favorite book?**

"All the Pretty Horses" by Cormac McCarthy and Hemingway's short stories.

**Q: What is your business motto?**

If it was easy, everybody would be doing it. This was my dad's reply anytime I complained. It always shut me up.

**Q: What keeps you awake at night?**

Our country needs comprehensive immigration reform that is fair. We must find a way that doesn't tear families apart or foster discrimination. We also need realistic energy policies. We as a country must learn to conserve and find alternatives to fossil fuels.

**Q: What is your guiding leadership principle?**

I look for strong managers and try and stay out of their way.

**Q: What truth would you share with new managers about leadership?**

You're not always the most liked in the group, but hopefully you're trusted and respected.