

# TRIANGLE BUSINESS JOURNAL



## Sterling Perkinson Kilpatrick Townsend

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**Title:** Partner

**Age:** 39

**Company description:** Law firm

**Birthplace:** Sanford

**Family members:** Wife, Ashley Matlock Perkinson; daughters, Tess and Margot

**Education:** B.A. (English and mathematics) and Master of Accounting, UNC-Chapel Hill, law degree, Washington University in St. Louis School of Law

**What accomplishments are you most proud of?** I had the opportunity to work on some of the first “jumbo” pension annuitization deals, where a company transfers billions of dollars of pension liabilities to an insurance company by purchasing annuities with a multi-billion dollar premium. My clients were special committees charged with ensuring the annuities purchased were the safest available for participants and beneficiaries of the pension plan – protecting the retirement savings of more than 100,000 retirees. Because these were novel transactions, I was able to help design the blueprint for the way these deals should be structured and to develop relationships with people at the cutting edge of the field. I’m very proud of my work supporting my daughter Tess as the Youth Honoree for the 2016 Triangle Walk to Cure Arthritis. Our experience at an earlier Arthritis Foundation event had shown us how much it meant to her that so many people wanted to help kids with arthritis.

**What community cause or charity have you been involved in during the past year?** I’ve been involved with North Carolina Opera as a board member and secretary. I’ve had the chance to participate in a transformative time in the company’s history, as it has matured into one of the region’s most ambitious arts organizations, with productions outside of the traditional canon, such as Das Rheingold and Hercules vs. Vampires this season and Cold Mountain, a North Carolina story based on a book by a North Carolina author, which it co-commissioned, in the fall of 2017.

**What is the greatest obstacle you have overcome in your career?** When I was a junior associate the senior partner I primarily worked for left for another firm. It put me in an uncertain position – would I need to relocate my family? I learned to adapt and to establish relationships across offices. As a result, I was able to stay in Raleigh and build a national practice.

**Nothing makes me madder than ...** lapses in judgment borne of overconfidence.

**Who is your mentor?** My partners, Mark Wincek and Sarah Lowe, have been invaluable in learning the area and establishing strong client relationships.

**What is your favorite Triangle restaurant?** Stanbury.

**Who would make the guest list for your dream business lunch?** Jeff Bezos, Daniel Kahneman (Nobel Laureate in Economics), Cornelius (the “Commodore”) Vanderbilt.

