

# FearLess Negotiator

## Mary A. Redmond

FearLess Negotiator, Speaker, Author,  
Body Language Expert



Mary Redmond left the corporate world in 2002 to start her company. She had no idea that her consulting practice would lead her to a life as a speaker, trainer and coach.

Audiences love her humorous, crazy and inspiring life stories, fresh from the negotiation trenches of her consulting business. She shares negotiation lessons that give audiences the tools to communicate more effectively with employees, suppliers, colleagues, family and friends.

Mary is the creator of *The LeaseSpeak™ System: Your Guide to Saving Money on Leases* and *Negotiate: Be HEARD*, and co-creator of *Men and Women do it Differently...Negotiate, that is!*

## Keynotes

### Changes and Choices: It's All in Your Attitude

Small business owners wear many hats to survive and thrive. Mary uses hats to share stories of courage, her own and those of others, that inspire and challenge you to create new ways of looking at your life.

She reveals changes and choices that result in opportunities for growth as well as the consequences that accompany risk-taking decisions.

She challenges you to make subtle adjustments to be a more powerful, passionate player in your family, business and community.

### Keep On Keepin' On: Destination More

Are you looking for **More** in your life? **More** fun, friends, love, excitement. How about **More** serenity, peace, contentment and joy?

You cannot find a "More App" to download. **More** is an inside job. That means work for your head and your heart to find your own version of **More**.

Four keys to get the life you'll treasure:

- Gratitude: Say please and thank you.
- Honesty: With self and others.
- Openness: To the new in life.
- Willingness: Outside the comfort zone.

No matter the twists, turns and roadblocks, Keep on Keepin' On for **More** life. Soar to **More**.

### Negotiate: Be H.E.A.R.D.

#### If You Don't Ask, You Don't Get

- Homework: Research, prepare and plan.
- Explore: Engage, ask, question, listen.
- Assess: What more should you know?
- Recommend: Role play and accountability.
- Document: Revise, finalize, remove surprise.

## What clients say . . .

"It was magical how you connected with the audience. Your presentation on Communications and Listening gave us skills to take back to the workplace and put to use immediately."

*Phyllis Fulk, North Medical Managers*

"The keynote address on 'Keep On Keep' On Destination More' energized everyone to move forward with their daily responsibilities and to be much more accepting of change in spite of roadblocks."

*Lynelle Munn, Kansas School Nutrition Association*

"Mary was well received by all attendees. We heard many comments such as 'thought provoking' and 'we want more time with Mary Redmond.' We would highly recommend Mary as a speaker and definitely will consider her for future engagements."

*Rhonda Ross, NACM Credit Professionals Alliance*

"As program chair . . . it is sometimes difficult to engage speakers who inform, educate, challenge, or entertain. And you did all four at the same time, beautifully and effortlessly. I was inspired and challenged to use the skills you taught us in my own workplace."

*Norma Bell, Tri-County Mental Health Services*



## FearLess Negotiator LLC

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