

# 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!*

## Contract Negotiation Programs and Keynote

### 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.

#### I Don't See What You're Saying!

- Manage Fear: Fight, flight, fold or fake it.
- Body Language: Eyes lie, feet don't.
- Micro Signals: In the blink of an eye.
- Vocal cues are clues to thoughts and feelings.

#### Contracts: Don't Let the 'Gotchas' Get You!

- Uncover hidden costs and requirements.
- How to manage lease contracts.
- 5 ways to redefine Fair Market Value.
- Renegotiate existing leases.

#### 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**.

## 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*

"Many thanks for the high energy, humor and heartfelt empathy that you expressed to our chapter members. I find challenges in presenting development material that is beneficial to the professional side of our membership and the associate (vendor) side . . . professional members used your material to help their jobs, associate comments came back with positive aspects that helped them in business."

*Richard Collins, IFMA Houston*

"Our group is a tough crowd to engage, but you created an environment comfortable enough for them to climb out of their shells and participate! The information you presented was timely, relevant and spot-on for our membership."

*Jen Robbins, Platte City Area Chamber of Commerce*

"The keynote address on 'Keep On Keepin' On' 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*



## FearLess Negotiator LLC

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