

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!*

Negotiation & Body Language Programs

Negotiate Equipment Lease Fine Print: Financial Implications and 'Gotchas'

- Decipher Lease Speak
- Learn how to reduce lease spending
- Uncover hidden costs and requirements
- What attorneys and accountants don't see
- 4 ways to define Fair Market Value

Lease Contract Ts, Cs and XYZs and the Changes You Make

- Review core documents to spot problems
- Maintenance Agreements and Gotchas
- Contract negotiation process
- Stipulated loss value table options

Negotiations: When You Need to be H.E.A.R.D.

- Homework: Research and plan
- Explore and engage
- Assess what you know and don't know
- Recommend, propose and close
- Document and distribute the agreement

Men and Women Show it Differently... Body Language that is!

- What you said is not what I heard.
- Decode Mixed-messages.
- Communication is not natural
- What is it with feet, eyes, hands & arms?
- Micro-Inequities and expressions.

What clients say . . .

"Mary does a masterful job in bringing life and excitement to a vitally important topic. Her presentation was one of the best I have attended in a long time."

Bob Rudzki, Greybeard Advisors

"I figure that if I come away from a conference with three good ideas, my time was well invested. It was a bonus to get three ideas from your session alone."

E. Renn Yorgason, Moffatt Thomas Chtd.

"Even though I have been negotiating contracts for over 20 years, I learned new ideas in Mary's class on how to better structure my leases and what is really negotiable in a lease."

Jim Haining, CPSM, C.P.M., A.P.P., Clark County, NV

"Mary's presentation was not only informative, but also entertaining. Her experience provides a valuable insider's perspective that will benefit all attendees."

Fred Ledbetter, C.P.M., LifeNet Health

"Attending one of Mary's 'Contract Gotchas' seminars is a real eye opener on small print contract verbiage and a painless way to see contracts in a much better perspective."

C. Renee Barrett, Randolph-Brooks Federal Credit Union

"Our members received specific actions to take in order to improve lease negotiations and management for their respective companies. Mary's professionalism was refreshing and is a key reason we hope to invite her to another event"

Joseph R. Britt, CPSM, NAPM-Houston



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