

FearLess Negotiator

Mary A. Redmond

FearLess Negotiator, Speaker, Author,
Body Language Expert



Mary A. Redmond brings a unique and highly specialized set of skills to large and small corporations, associations and not-for-profit organizations throughout the United States.

Audiences choose Mary to share common sense negotiation tips and processes that work for every organizational level. Her stories are fresh from the negotiation trenches. Her real life examples of body language hit home and are chocked full of her passion for fairness in contracts as well as in all aspects of life. Her passion for accurately interpreting body language helps audiences learn how to read what others are thinking before they open their mouths. Mary coaches clients on how to be better prepared for their next negotiation. Some clients retain her to negotiate on their behalf in complex and time consuming negotiations.

After a Fearless Negotiation Workshop, you'll be able to speak out and ask for what you want, need and deserve. It will no longer frustrate you when you're negotiating your next raise, assigning new projects to a team, collaborating with colleagues or dealing with a stubborn teenage child...or spouse. You will leave her seminar with a new Success Attitude. And you will know "If You Don't Ask You Won't Get."

Mary's years of negotiation experience in the male-dominated fields of finance and sales have enabled her to understand and experience the differences in how men and women communicate in a negotiation. Misunderstandings and poor communication are quite common when men and women attempt to negotiate. She helps her audiences unlock the silent clues that both men and women send that are known as body language and micro-expressions.

For more than 21 years she negotiated on behalf of some of the largest financial institutions in the world including GE Capital, Orix Financial, Mellon Bank Leasing and Wells Fargo Equipment Finance.

Mary has been speaking professionally for more than eight years. She is a past president of the Kansas City chapter of the National Speakers Association and the chapter's 2013 Member of the Year. She is also the Education Chair for the Kansas City Kansas Women's Chamber of Commerce.

She is co-creator of the popular DVD and CD series *Men and Women do it Differently...Negotiate that is!* and the author of the training course and workbook *The LeaseSpeak™ System: Your Guide to Saving Money on Leases*.

The Kansas City Business Journal and the Kauffman Foundation honored her with the Women Who Mean Business award.