

# FearLess Negotiator

## Mary A. Redmond

FearLess Negotiator, Speaker, Author,  
Body Language Expert



Mary A. Redmond is a speaker, author, negotiator and body language expert.

For more than 21 years Mary negotiated contracts for some of the largest financial institutions in the world including GE Capital, Ford Financial Services, Mellon Bank and Wells Fargo Bank.

For the past 12 years she has focused on clients who want to improve their negotiation abilities and understand how to read body language. She presents workshops and keynotes to corporations and association throughout the U.S. Many retain Mary as their “hired gun” and chief negotiator. She fights the fights for them. Other clients hire her as their negotiation trainer and coach.

Mary is the author and creator of the *LeaseSpeak™ System: Your Guide to Saving Money on Leases*. In 2011 she co-created the program *Men and Women Do it Differently...Negotiate that is!* with her colleague, Greg Williams, The Master Negotiator. In 2012 she and Williams released *Men and Women Show it Differently...Body Language that is!* In 2014 Redmond released a one-hour training DVD, *Negotiate: Be H.E.A.R.D.*

The Kansas City Business Journal and the Kauffman Foundation honored Mary with the 25 Women Who Mean Business award.

She is a past president of the Kansas City chapter of the National Speakers Association and the chapter’s 2013 Member of the Year. Mary is a charter member of the Bonner Springs Toastmaster Club and achieved the Competitor Communicator designation. She took second place in the District 22-Division K, Fall 2014 Humorous Speaking contest and first place in Division K Evaluation Contest.