

# FearLess Negotiator

## Mary A. Redmond

FearLess Negotiator, Speaker, Author,  
Body Language Expert



Mary A. Redmond, The FearLess Negotiator, is a professional speaker, author and coach. With 22 years of negotiation experience in the male-dominated fields of finance and high commission sales, Mary excelled in tough pressure, stress-filled situations. She was a top sales producer for financial institutions including GE Capital, Mellon Bank and Wells Fargo Bank.

For nine years she has traveled the U.S. sharing negotiation techniques and business success stories using her high-energy style.

Mary is a past president of the Kansas City chapter of the National Speakers Association and the chapter's 2013 Member of the Year. She serves on the board of directors of the Kansas City Kansas Women's Chamber of Commerce, and is a member of the Heartland Chapter of the International Coaches Federation and the Bonner Springs, Kansas, Toastmasters Club.

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

Mary is co-creator of the popular DVD and CD series *Men and Women do it Differently... Negotiate that is!* She is the author of *The LeaseSpeakSystem:™ Your Guide to Saving Money on Leases* and recently released a DVD workshop, *Negotiate: Be H.E.A.R.D.*

Her newest keynote, "*Keep On Keepin On: Destination More,*" covers her 15-year sobriety journey and the challenges she still faces from a traumatic brain injury. She shares battles waged and lessons learned. Mary's mentors, counselors, teachers, coaches, family and dear friends have taught her the importance of faith, forgiveness, acceptance, honesty and resilience.

She is filled with hope for herself and others who fight the same daily battle she fights. Her spiritual connection and constant communication with God sustain her. She claims joy, humility, gratitude and huge doses of humor and laughter. The blessings she shares with her audiences guides them through tough times and times of triumph.