

Maria Marin

Author • Radio Host • Columnist
Motivational Speaker

**“How to Negotiate
In Business
& In Life”**



Keynotes

Seminars

Workshops

About Maria • Program • Client List • Testimonials • Contact

About Maria Marín

Radio and TV Personality, Author and Life Coach

María Marín is the leading motivational icon among Hispanics worldwide. Her message, dedicated to empowering “Latinos” for over ten years reaches millions through her columns, best-selling books, international seminars and radio show. As a “life coach” she now reaches thousands of listeners with her new program “El Show de María” on Univision Radio FM Network. The program covers relationships, family and personal growth topics.

Millions admire this Puerto Rican leader for having overcome many difficult obstacles in her life; she lost her mother at the age of eight and as a result of the sadness, she turned to over-eating. At 15, she faced another battle when she was diagnosed with Type 1 Diabetes, and from that point had to depend on insulin for the rest of her life. “The adversity I faced in my youth taught me that no matter the challenges you encounter in your life, if you maintain a positive attitude, you can overcome and achieve your dreams,” stated María, who is also the spokesperson for the American Diabetes Association.

María is the author of “Mujer Sin Límite” and “Pide más, espera más y obtendrás más,” two bestsellers in the Spanish-language market. In addition, María writes an exclusive column “Supérate” for People En Español Magazine and is the author of the international column “Mujer Sin Límite”, published weekly in the largest Spanish-language newspapers in United States, Puerto Rico, México, Central and South America.

María started her career teaching the art of negotiation; her extensive training in this field makes her the only Latina to teach negotiating strategies around the world. Whether she is presenting a negotiating seminar to a corporation, or speaking at women’s organization about self-confidence, her knowledge, inspiration and compelling messages have changed people lives forever.

During the last decade, Maria has been honored with national awards as Latina Entrepreneur of the Year 2004 by Latin Business Association, Latina Woman of the Year 2006 by National Latina Business Women Association, and Most Influential Woman in Radio 2010 and 2011 by Radio Ink Magazine. Every month, more than two million people access Maria’s websites and her social media network.

Awards:

“Most influential Women in Radio 2010” – Radio Ink Magazine

“Latina Woman of the Year 2006” – National Latina Business Women Association

“Latina Excellence 2006” – Hispanic Women’s Corporation

“Latina Entrepreneur of the Year 2005”- Latina Style Magazine

“Latina Professional of the Year 2005” – National Latina Business Women Association

“Latina Entrepreneur of the Year 2004” – Latin Business Association

Program

“How to Negotiate... In Business and In Life”

Keynote

Up to 1 & 1/2 Hour

In this program, Maria Marín will provide you with the techniques, strategies, tactics and psychological aspects of negotiation. Negotiating principles are universal; the same concepts that apply to sellers, buyers, project managers, or legal matters also work with your boss, your partner, or your family. She will train you in the competitive aspect of negotiating and at the same time how to build the foundation for a creative win-win agreement.



Seminar and Workshop

Up to 3 Hours

Course Outline

- ✓ The Fundamental Strategy of Buying and Selling
- ✓ Succeeding In a Difficult Negotiation
- ✓ Psychological Side of Negotiation
- ✓ Negotiating In Your Personal Life

Program

“How to Negotiate... In Business and In Life”



The Fundamental Strategy of Buying and Selling

- ✓ What Makes a Good Negotiator
- ✓ Win-Win Tactics
- ✓ How To Defend Your Price and Value
- ✓ Building Long Term Relationships
- ✓ Techniques To Determine Bottom Line Prices

Succeeding In a Difficult Negotiation

- ✓ Countermeasures To Stonewalling Tactics
- ✓ Dealing with Deadlocks - You Win!
- ✓ The Strategy of Concession Making
- ✓ Learn From Other Cultures' Negotiating Skills

Program

“How to Negotiate... In Business and In Life”

Psychological Side of Negotiation

- ✓ Your Expectation Determines The Outcome
- ✓ The Importance of Body Language
- ✓ Being Confident is Essential
- ✓ What Your Opponent Really Wants
- ✓ Discovering Hidden Information

Negotiating in Your Personal Life

- ✓ How To Test a Firm Price or Firm Position
- ✓ Negotiating Your Salary
- ✓ Buying Property and High Price Items
- ✓ Getting Your Spouse/Kids To Agree



Client List

United States

- + JP Morgan Chase
- + Honeywell Inc.
- + ICM Suppliers
- + OshKosh B'Gosh
- + Scientific-Atlanta, Inc.
- + Farmland Industries
- + Solectron
- + Abbott Laboratories
- + Pfizer
- + Guidant
- + Novartis Pharmaceuticals
- + AMAC (Airport Employees)
- + NMSCD

Mexico

- Ford Motor Company
- Avery Dennison Products
- Plexus
- Mattel Toys de México
- LG Electronics
- Johnson Controls
- Grupo Posada

Central and South America

- Banco Cuscatlán
- Pollo Campero
- Minera Yanacocha
- YEO-Young Entrepreneurs Org.
- YPO-Young Presidents Org.

Testimonials

“Maria is one of the best instructors I have ever had for any seminar or class. Her enthusiasm and knowledge about the seminar were fantastic. Her delivery was electric and made the seminar very informative and easy to follow.”

*- Latane Ware Jr. – Moore Brothers Company, Inc., Project Manager,
Washington D.C.*

“Maria, you have a wonderful gift...the ability to speak and teach in a fun and effective manner. Your class was very focused, and I walked away with the tools and the knowledge that I needed to help me effectively negotiate future personal and business deals.”

-Rene R. Simmons – Enterprise Technology, Relationships Manager, Texas

“I would like to congratulate Maria Marín because she is an excellent seminar leader. She showed passion for the topic and organization. She exceeded the expectations of the group as well as mine.”

- Sara Vazquez-Benvenuti – Bristol Myers, Manager, Puerto Rico

“You did a great job in presenting the material, lessons and exercises. I feel it was a very worthwhile seminar. I look forward to using what I learned – Everything is negotiable!”

- John Anthoni – Source California Energy Services, Inc., California



Contact

For Bookings

Demand Entertainment

Tel: (626) 576-2570

Email: Bill Marin - bookings@mariamarin.com

Website

www.MariaMarin.com