

## **Maria Marin Short Bio**

**Maria Marín** empowers others to succeed in business and in life, but most importantly to believe in themselves. She is an internationally known expert in the “Art of Negotiation”. Marín has trained thousands of executives how to sharpen their negotiating skills, including Fortune 500 companies in the United States and major corporations in Latina America. Her infectious energy and charismatic delivery connects with audiences, leaving them inspired to achieve their goals. Marín is the author of “Secrets of a Confident Woman”. She hosts a nationally syndicated radio show on ABC Radio Networks affiliates. Marín also writes a syndicated newspaper column in the main markets as well as a monthly column for *People en Español* magazine.

## **Keynote Description**

### **Expect More...and You Will Get More!**

Believe it or not, your customers are not seeking the lowest price, the best services or the highest quality. What are they looking for? ... SATISFACTION! This keynote will provide you with the techniques, tactics and strategies to build and develop new customer relationships. You will learn the competitive aspect of negotiating and at the same time how to build the foundation for a creative win-win agreement. The biggest difference between a successful and an unsuccessful negotiator is their level of self-confidence. Maria Marin will inspire you to leave this session full of confidence and ready to put into practice the "Golden Rule" of negotiation: Expect More...and You Will Get More!