

# Inspired Speaking Impactful Workshops Practical Advice



JOANNA MARTINEZ

SPEAKER, CONSULTANT & ADVISOR

AUTHOR, *A GUIDE TO POSITIVE DISRUPTION*

*A Guide to Positive Disruption* focuses on Joanna's experiences working through the ups and downs of the corporate world to make positive changes at the companies for which she has worked. She speaks and writes on the subject via Webinars, inhouse events, and professional conferences.

Additionally, Joanna is recognized as a global procurement / supply chain leader with clients ranging from Fortune 50 companies to technology startups.

A **five star** presentation!

– FRANK MUSERO, Divisional Director, WBRsearch



Delivers **witty** and **wise** insights.

– JULIENNE RYAN, J Ryan Partners

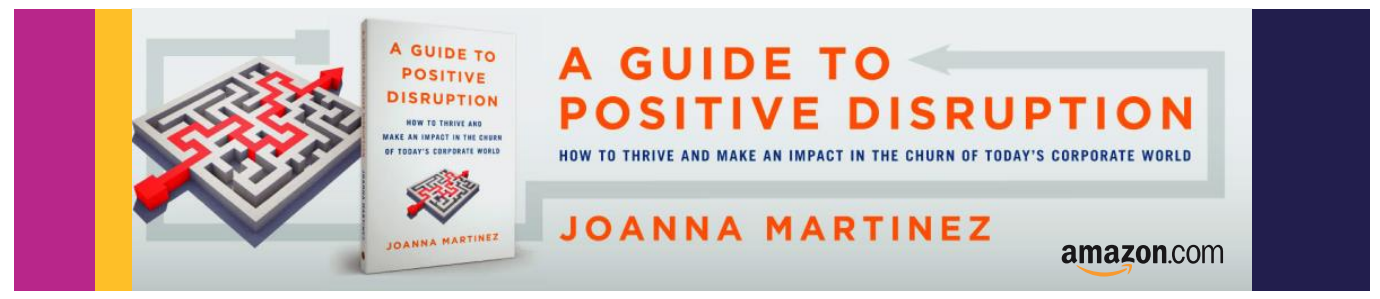


Joanna is **engaging, entertaining** and **informative**. Her keynote presentation was filled with insight, and her anecdotes from a career filled with positive disruption delighted our attendees.

– ROSEMARY MALONEY, President, New York City Business Travel Association

**Fantastic. Some really valuable life/career lessons delivered with humor. The message is good for all ages/stages. Students should listen to Joanna to prepare themselves for the real world where the tech they create could actually make them less relevant if they're not prepared.**

– BRENDAN FRANCIS, CEO, Fulton Francis



## Find and Implement Constructive Changes That Help Both You and Your Company

Joanna Martinez gives you the tools to become an effective agent of constructive change, a "positive disruptor".

*By the end of the event, audience members will know how to:*

- Find new ideas that will benefit your company
- Sell your ideas internally
- Roll with the punches of negative upheavals and stay focused on bringing positive changes to your firm
- Be seen as a leader of constructive change
- Stand apart so you're recognized for the contributions you make

No one is immune to disruption. But you can take lessons from the inevitable churn and turn it into something positive for yourself and your team.

Don't let the source fool you – this is more than just Procurement advice; this is **quality life advice**. Nicely done, Joanna Martinez.

– CASEY SCOTT, Procurement Director

I used your advice and incorporated technical analysis in my presentation to the prospect on Monday and they were on the edge of their seats... It's always a good sign when the [prospect] whispers, '**this is fantastic information.**'

– MIKE SCHWARTZ, Image Systems

### SAMPLE TOPICS

Packed with true stories and real-life examples, Joanna's sessions focus on exposing participants to new ideas that are immediately actionable.

- 1 | **A Guide to Positive Disruption:**  
Find and Implement Constructive Changes that Help Your Company and Yourself
- 2 | **Digital Opportunity: The New Frontier**  
Buying, Selling, and Working in a Digital World
- 3 | **Closing the Deal:** A Primer for Sales
- 4 | **Negotiation Tips and Tricks:**  
Lessons from the Front Lines

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