



MEYNER AND LANDIS LLP
COUNSELLORS AT LAW

**Please Join Me While I Present As A Panelist
At The Montclair State University, Feliciano School of Business**

Playing Hardball in Heels: Learn the Art of Negotiation

**Monday, March 28, 2016
6:00 PM to 8:30 PM**

Montclair State Feliciano School of Business building (room 101)
1 Normal Ave., Montclair, NJ

Seal the deal. Drive the hard bargain. Turn a dispute into détente.

If you'd like tips and strategies on how to be a better negotiator, don't miss this great event the evening of March 28 at the Feliciano School of Business (room 101), Montclair State. A panel of experts will explain how to hammer out a deal, whether it's a business transaction, salary negotiation or resolution of a conflict.

Panelists will also discuss whether women need to negotiate differently than men. Should women use a gentler, softer approach—or play hardball in heels? Are there lower expectations when a woman is sitting at the negotiation table—and if so, is there a way to capitalize on that?

Panelists:

Mimi Feliciano, founder and CEO, FEM Real Estate
Marcy LoCastro, CEO, MLoCastro Consulting
Rosaria Suriano, partner, Meyner and Landis
Moderator: Michele Ansbacher, vice president (retired), Prudential Financial

Event is presented by the Feliciano Center for Entrepreneurship and the Women's Center for Entrepreneurship Corp.

Event is free and open to the public. Men are welcome and encouraged to attend.

Agenda:

6:00-6:45 p.m. Networking with pizza
6:45-7:00 p.m. Welcome and 1-minute pitches from the audience
7:00-8:00 p.m. Panel discussion with audience Q&A

Directions and parking info: Park in the Red Hawk Deck on campus, exit the deck on Level 5 and proceed straight up the walkway (soccer field will be on your left) to the new School of Business building. Campus map with directions.

Join the conversation on Twitter and Instagram: #MSUmeetup and @FelicianoCenter and @WCECNJ

Speaker bios:

Mimi Feliciano is founder and CEO of FEM Real Estate, a Real Estate Investment Company, based in Montville. FEM develops, owns and manages commercial real estate nationwide, and Mimi is often at the negotiating table, closing complex deals. Currently, Mimi is working on a redevelopment project in Long Branch which will feature 47 luxury beachfront condominiums. Mimi spent 12 years prior as the owner and CEO of Lincoln Park Healthcare, the largest nursing home complex in New Jersey. Mimi is a member of the advisory boards of the Feliciano School of Business and Feliciano Center for Entrepreneurship.

Marcy LoCastro, CEO of MLoCastro Consulting, is semi-retired and has over 35 years of experience working with boards, CEOs and CFOs providing accounting solutions, software package implementations, business process improvement, management reporting solutions and Sarbanes-Oxley reviews. She was the first woman partner at JH Cohn in 1985, Andersen NJ in 1994 and E&Y NJ in 1996. Marcy also provides women's leadership training and coaching for companies, including on the topic of negotiation. A graduate of Montclair State, Marcy is a member of the Montclair State University Foundation board..

Rosaria Suriano, a partner at Meyner and Landis, is an experienced litigation attorney representing large and mid-sized companies in business litigation, contract disputes, real estate transactions and construction litigation. She brings to her clients the wisdom and knowledge of over 24 years of trial and appellate court experience in both state and federal courts. She has worked for several of the state's largest and most prominent law firms. She recently headed the commercial litigation department of a business boutique law firm. She has successfully handled complex contract and business matters, including partnership/shareholder disputes, trade secret and restrictive covenant litigation, and domain name disputes.

Michele Ansbacher recently retired from Prudential Financial. Her role prior to retiring was the Vice President of the Eastern Territory in Agency Distribution, Prudential's nationwide sales organization. She was responsible for the oversight of 14 agencies in the Eastern U.S. including Maine, New Hampshire, Rhode Island, Massachusetts, Connecticut, New Jersey, New York and Eastern Pennsylvania. Michele, who began her Prudential career as a management intern, held a variety of positions at the company and found herself negotiating both internally and externally. A graduate of Montclair State, she is a member of the advisory board of the university's Feliciano School of Business.