

# Barbara Corcoran

## Real Estate Mogul & Business Expert

Please contact a GDA agent for information.

### Topics

- Celebrity
- Entrepreneur
- Innovation / Creativity
- Real Estate
- Teamwork / Teambuilding

### About Barbara Corcoran

Barbara Corcoran Inc. was founded by real estate entrepreneur Barbara Corcoran in 2005 as the latest endeavor in her highprofile, multi-faceted, and highly successful career. This multimedia company blends Barbara's real estate expertise and her growing media presence in a one-of-a-kind package that taps Barbara's many talents.

As founder of The Corcoran Group, Barbara used her ingenuity, quick wits, and solid instincts to turn a \$1,000 loan into a multibillion dollar business. In the 28 years Barbara ran the company, she honed her skills in marketing, negotiating, innovating, and surviving in the lean times and thriving in the good times—everything you need to know to establish, run, and grow a business. Then, in 2001, Barbara sold the company for over \$70 million.

Barbara next put her entrepreneurial knowledge down on paper, penning the best selling, unconventional business book *If You Don't Have Big Breasts, Put Ribbons on Your Pigtails*. The book is aptly sub-titled *And Other Business Lessons I Learned From My Mom*, as Barbara credits her mom's good sense and positive vision with giving her the tools she needed to succeed so fabulously in the notoriously cutthroat world of New York real estate. Her second book, *Nextville: Amazing Places to Live the Rest of Your Life*, is fast on its way to becoming her second best seller.

As a much-in-demand motivational speaker, and now a best-selling author, Barbara has successfully transitioned from her role as head of The Corcoran Group to that of popular television personality. Today Barbara is the real estate contributor to NBC's *TODAY Show* and a 'shark' on the ABC reality show *Shark Tank*. She can also be seen on HGTV's *Top Ten* and LXTV's *Price Fix*. In addition, Barbara is a regular columnist for the *New York Daily News* and *MORE Magazine*.

### Select Keynotes

#### • BARBARA'S STORY

With straight D's in high school and college plus 20 jobs by the time she turned 23, Barbara's beginnings may have seemed lackluster but it was her next job that would catapult her to meteoric success. She borrowed \$1,000, quit her job as a waitress and started a tiny real estate company in New York City. Over the next 25 years, Barbara built a \$5 billion real estate business, The Corcoran Group.

#### • BEHIND THE SCENES

Take a deep dive behind the scenes of *Shark Tank* and get your most riveting questions answered. Do the Sharks invest their own money? What are the traits of successful entrepreneurs? What makes a business flop? What is Kevin really like? Barbara spills all the secrets of the tank in this candid and captivating presentation and reveals never before scene photos of what it's really like in the entrepreneurial waters.

#### • Interview with Barbara

Turn the tables on Barbara in this suped-up Q&A session. Barbara puts herself in the hot seat by answering your questions on entrepreneurship, building a successful business, what it's like to be on *Shark Tank* and more. Your very own company executive is invited to lead this engrossing discussion.

#### • LEADERSHIP WORKSHOP

Highly motivating and sensationally entertaining, Barbara shares her strategies to get your team pumped up and moving forward with new ideas



and fresh solutions. Barbara's unique and practical lessons help salespeople, managers and business owners lead their enterprises to the next level.

### Select Book Titles

- **2011:** Shark Tales: How I Turned \$1,000 into a Billion Dollar Business
- **2003:** Use What You've Got, and Other Business Lessons I Learned from My Mom

### Select Articles

- [Barrick Lecture Series: Barbara Corcoran \(from "Shark Tank"\) - "A True Rags to Riches Story"](#)

In 1973, Barbara borrowed \$1,000 from her boyfriend, quit waitressing and started a real estate company in New York City called The Corcoran Group. Over the years, she parlayed that loan into a premiere \$5 billion-dollar real estate business.