

## CORPORATE KEVIN MASUDA

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WHY HE MATTERS When Masuda began representing Beats Electronics four years ago, the company wasn't worth much.

In 2014, Beats was sold to Apple for \$3 billion in a deal Masuda spent more than three months negotiating.

NEGOTIATIONS "Somebody asked me if I was Chinese, and I said no. He then told me how much he hated Chinese people. I told him my wife is Chinese."

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