



philmjones

helping your business reach new heights

Everything That You Need To
Know Before Hiring Phil M Jones
To Speak At Your Event

A PERSONAL MESSAGE FROM PHIL M JONES

Firstly, I'd like to start by saying "thank you." I feel highly privileged that you've enquired about hiring me for your upcoming event.

Throughout this guide, you'll discover what I can bring to your event, you'll learn a little more about me and you'll even get to meet some of my delighted clients.

But before we jump into all the serious stuff – I'd just like to take a moment to share something that really bugs me.

You see, often with booklets like these, all the speaker wants to do is talk about how great they are and they give you little idea to what they're actually like to work with.

Because, I've been speaking, and running my own events for just over nine years, and one thing that I've learnt is that speakers can be real divas!

My entire philosophy is to be a joy to work with, delight your audience and make your life as easy as possible – I'm incredibly British!

So, have a read through, get a feel for how I can help and if you have any questions that you'd like to ask me directly – then just drop me a personal email at phil@philmjones.com

My assistant Bonnie will also be in touch with you soon to discuss availability.

Thanks a million,



Phil M Jones



WHO'S PHIL M JONES?

Best-selling author, multiple award-winner and one of the most sought after speakers on the circuit, Phil M Jones is highly regarded as the world's leading sales trainer.

From training more than two million people worldwide to coaching some of the biggest brands in the world – Phil's mission to “teach the world to sell” has resulted in his expertise being globally recognised.

By understanding behaviour, he's able to use his infectious thought-provoking style of delivery to make long-lasting change by re-wiring beliefs and instilling what he refers to as his “Magic Words”.

By teaching audiences how to use particular word patterns and showing them exactly what to say in order to work around difficult situations, Phil's able to help non-sales people to increase their activity and have more of the right conversations to generate more of the right outcomes.

Having won multiple awards including the prestigious Sales Trainer of the Year in 2013 – Phil's written a series of best-selling books and has a number of online training programmes that have enrolled tens of thousands of members.

Phil now travels the world, speaking to audiences in all corners of the globe – to date; he's spoken in 56 different countries across five continents and with his growing popularity, he's expected to add many more to his roster.

A RUN THROUGH OF PHIL'S CAREER

- Numerous successful entrepreneurial businesses from the age of 14.
- Selected to join the Management Team for Debenhams at just 18 years old – Making him the youngest manager in the company's history.
- Instrumental in a leadership and training role in increasing profitability and sales within 7 DFS stores across the UK.
- Worked with a number of Premier League football clubs to help them agree multi-million pound sponsorship and licensing agreements, tripling their retail sales.
- Was involved in growing a investment property business that had a revenue stream in excess of £240m per year.
- Launched Phil M Jones Ltd to teach other business owners actionable strategies to grow and optimise their sales.
- Winner of the “Best New Business” award in 2008 following the success in first year of trading.
- Trained over 2,500 people within the first 12 months, before licensing his training across the UK, Switzerland, Australia and New Zealand.
- Authored a series of that both achieved Amazon best-seller status.
- Awarded with the prestigious British Excellence in Sales and Marketing awards for his training programmes and contribution to the industry.
- Recognised as the prestigious fellowship of Professional Speakers Association and became the youngest ever winner of the coveted Sales Trainer of the Year award.
- Has spoken in 56 different countries across five continents including Iran, Australia, Colombia, Dubai, Canada, Eastern Europe and 35 US states.
- Continuing his mission of “Teaching the World to Sell” through his FREE smartphone app, that was launched and is now an essential training tool for thousands of business owners worldwide.
- Launched a subscription-based training programme, which recruited over 5,000 members within the first three months.





PHIL'S AREA OF EXPERTISE

Audiences described Phil M Jones as the world's leading sales trainer and once you're audience have witnessed his cheeky British chap persona, then you'll soon understand why.

Phil's real skillset is what he refers to as his "Magic Words."

By understanding language and human behaviour, Phil teaches your audience how to use specific word choices to overcome objections and difficult situations.

Whether your audience are your best salespeople or if they've never made a sale in their life - they'll soon be feeling enthused and sharp-tongued, ready to increase your company profit.

But one thing you'll be sure to love is Phil's infectious personality - he is guaranteed to light up the room with his lovable British style of delivery.



PHIL'S KEYNOTE SPEECHES

Here are four of Phil's most well received keynote speeches, and details of how he can personalise his time with your audience in order to make the biggest impact

Magic Words

This is Phil's most popular keynote and is focussed entirely on using the right word choices to overcome challenging scenarios. Delivered in his unique style, with plenty of fun injected, your audience will leave enlightened and empowered to put the new words into action.

Opening More Doors

Lead flow is everything – whether you're a business owner or sales professional, getting in front of highly qualified prospects is one of the biggest challenges that you face. This keynote shares Phil's practical and proven strategies for turning on your lead-flow tap.

Teaching the World to Sell

Phil's flagship presentation is aimed at helping non-sales people to influence decisions by asking carefully selected thought-provoking questions. Through re-wiring beliefs and instilling his proven sales principles, your audience will walk away feeling enthused and ready to make their mark on the world.

How To Get Just About Anybody To Do Just About Anything

The art of persuasion and negotiation are critical skills that benefit your personal life, professional life and relationships – but hardly anybody truly understands how to correctly utilise them. Phil's unique slant on negotiation and key philosophies allow you to get your way, more often with your prospects, customers and colleagues.

Bespoke (Based On Your Requirements)

Phil is happy to personalise his keynote based on understanding your goals. This is often defined by asking three questions:

1. What would you like your audience to think/act/do differently?
2. How would you like your audience to feel after our time together?
3. What's the one thing that would make my keynote a "knock out" blow?

If you'd prefer the personalised option, then just be sure to mention this in the booking process.

PHIL'S SPEAKING FEES

Although there may be variations of fees depending on your audience, requirements, location and timings, the following rates per talk, seminar or presentation apply:

North America and Canada- \$15,000

United Kingdom - £9,500

Europe - 11,800 Euros

Rest of the World - POA

You are not paying for Phil's time on stage - you are investing in his years of dedication and wealth of experience packaged neatly in a package for your audience.

You are getting Phil's full attention away from his loved ones and personal business interests and directed solely applied to you and your needs.

You are booking a rockstar who will make all the difference to your event.



FREQUENTLY ASKED QUESTIONS

We often find that the same questions often pop up before hiring Phil, so we've put together a few of our most commonly asked questions.

Q Our Audience Will Have A Range Of Experience, Some Learning The Ropes And Others Being Highly Trained – Is Your Content Applicable To All?

The short answer is yes.

My presentations are typically unique depending on your audience's needs – I won't just be giving them actionable strategies (which will benefit all parties), but most importantly, I'll be underpinning the entire talk with motivation to take action and drive results.

Q How Long Do Your Presentations/Seminars Often Last?

This will depend on what you're looking to achieve from hiring me.

Often, I can deliver a great presentation in just 60 minutes, however the sweet spot for a powerful contribution at your event is 90 minutes, although if you're looking for an all-day speaker/presenter, then I can also provide all-day service.

Q We're Interested In Booking You Short-Term, Do You Have A Minimum Booking Period?

There's generally a minimum of a three-month wait to hire me, but availability is completely dependant.

The best thing that you can do is to apply with your date and we'll check if there's availability.





FREQUENTLY ASKED QUESTIONS

Q What will Phil Require on the day?

Phil's requirements are very simple and the team will ensure that you have all the information you need in advance of the day.

No crazy demands - just a few bottles of room temperature water close by, a competent AV system and an audience willing to learn.

Q Can we pre order books or CDs for our delegates?

Yes - discounted rates on bulk purchases are available and can be discussed in the application process.

It may also be possible to produce bespoke branded gifts to support presentations.

Q Will Phil be available for additional appearances meetings during the event?

When you hire Phil, he'll essentially become your asset for the day.

He'll be more than happy to be involved in VIP lunches, book signings, photographs, press appearances, etc.



HOW TO BOOK PHIL – THE NEXT STEPS

You should now hopefully be in the position to go ahead and book Phil for your upcoming event – if so, then here's how the booking process works:

1. Bonnie (my assistant) will be in touch with you to discuss availability/details
2. If I'm available and you'd like to hire me, then we'll schedule a call where you and I can have a chat one-to-one
3. We'll jump on the call, we'll discuss what you'd like to achieve from the event and we can confirm all the details
4. On acceptance, we'll send you access to our 'Speakers Area' where you'll find full bios, images and full details that you can use to make your hire as effortless as possible

Remember, if you have any questions that you'd like to ask me personally, then you can email me directly at **phil@philmjones.com**

Thanks a million,

Phil M Jones

WHAT'S BEING SAID ABOUT PHIL?

“ I was honored to share a speaking stage with Phil Jones at an international sales event in the UK recently. I was blown away by his depth of knowledge around all things selling, and his supernatural ability to communicate in a way that makes you ‘get it’ immediately. Whether as a speaker, mentor, coach or trainer, Phil is THE perfect partner to empower any sales outfit to raise their game for peak performance. On top of that, Phil’s unbridled passion for people and sales makes him the most amazing, engaging and invigorating person to be around! ”

Rob Brown, Keynote Speaker
Event MC | Expert in Reputation,
Biz Networking, Referrals, Trust
& Collaborative Connected
Workforces

“ Phil has been a true partner with Beltone throughout the past 3 years providing tremendous value in numerous ways to our entire Beltone Network. When it comes to demonstrating value to customers, driving a better overall customer experience, and creating more business opportunities, there is no one that delivers the message better. His trainings continues to help us create the best customer consultative experience.

I am truly grateful for his partnership with Beltone and want to thank him for everything he has done for our organisation. ”

Jason Rach, Director
Sales at Beltone

“ Its tough to adequately describe Phil Jones. He is a true expert in the field of sales, sales management and motivation. Phil can demonstrate what he teaches so effectively that people actually get it. There are many that are very good in training on sales, sales management, and success principles; but few can do it in a way that the learner can easily apply what they have learned. Its hard to describe, but Phil is able to teach and demonstrate in way where it just clicks. Simply put Phil Jones is very, very impressive. ”

Dustin Hansen
CFECEO InXpress Americas
| Franchisor | International &
Domestic Shipping Specialist