

Working With Phil M Jones

Everything That You Need To Know
To Make Your Job Easy!



Personal Intro from Phil M Jones

Firstly, I'd like to say "thank you".

If you're reading this, then it looks like you've chosen me to speak at your upcoming event.

The least that I can do to return the favor is to make your stressful job as easy as possible by being a delight to work with.

That's why I've put the following together to give you everything that you'll need to make everything run smoothly on the big day.

This includes my bios, details of what I'll need in preparation and my speaker introduction.

If you have any questions or need any further help, then please drop Bonnie (my Personal Assistant) an email at bonnie@philmjones.com

I'm looking forward to working together.

Thanks a million!

A handwritten signature in black ink, appearing to read "Phil", with a horizontal line underneath.

Phil M Jones

Long Bio

Phil M Jones has made it his life's work to demystify the sales process, reframe what it is to "sell" and help his audiences to learn new skills that empower confidence, overcome fears and instantaneously impact bottom line results.

Author of five separate best-selling books, and having been awarded as the youngest ever winner of coveted 'Sales Trainer of The Year award', Phil is currently one of the most in demand speakers on the planet.

But he's by no means your typical sales expert.

Phil's famous for his powerful "Magic Words" and his highly engaging, dry British approach to what is often a subject that is littered with hype and power-hungry "gurus."

By teaching "Exactly what to say" and the power of using specific word choices in order to increase influence and persuasion, audiences walk away with a new perception of sales, armed with proven skills and an insatiable hunger to put their new learnings into action.

With the experience of over 2,000 presentations in over 50 countries across five continents, you have the confidence of working with a seasoned professional, with a enviable track record who is guaranteed to deliver a positive impact on your success.

Short Bio

As the author of five separate best-selling books and the youngest ever winner of coveted 'Sales Trainer of The Year' award, Phil M Jones is currently one of the most in demand speakers on the planet.

Phil's famous for his powerful "Magic Words" and his highly engaging, dry British approach to what is often a subject that is littered with hype and power-hungry "gurus."

By teaching "Exactly what to say" and the power of using what he calls his "Magic Words" in order to increase influence and persuasion, your audience will walk away with a new perception of sales, armed with proven skills and an insatiable hunger to put their new learnings into action.



Working With Phil

Phil aims to be a delight to work with.

He's not the kind of speaker that has "Rock Star Requests" nor will he be bringing an entourage of assistants.

Instead, his objective is to make your stressful job as easy as possible.

But with that said; Phil does have a few small requests in order to help you get the best out of it him.

Phil's Onstage Requirements

- ☐ Two bottles of room temperature water
- ☐ Side table
- ☐ Preferably no barriers on stage (no lecterns or podiums)
- ☐ Preferably near mounted projectors
- ☐ Microphone should be a lavalier microphone or headset mic (handhelds will impact on his ability to present)

Phil's Preferred Walk-on/Walk-off Music

- Imagine Dragons – "On Top Of The World"
- Ed Sheeran – "Shape of You"
- Prodigy – "Stand Up"
- RAC – "Hollywood" (feat. Penguin Prison)
- B.o.B – "Magic" (feat. Rivers Cuomo)

Additional Services

When you book Phil you typically have him for the day – he's all yours.

Many clients wish for him to be involved in additional engagements such as photo ops, book/CD signings, lunches/dinners, group outings etc.

But please make sure you mention this as soon as possible – remember; if you don't ask, you don't get!

Audience Takeaways

Many clients like to provide their audience with a record of Phil's work so that everybody can keep learning after the event.

We offer discounted pricing for bulk orders on books so that you can get the most from Phil's training and can even customize books and audio programmes for your individual needs.

For any of these additional services or if you have any questions/ideas, then please contact Bonnie (Personal Assistant) as soon as possible – bonnie@philmjones.com

Speaker Introduction

Let me begin with a few questions

- Have you ever wanted to get your own way more often?
- Do you wish that you could make more sales, more easily?
- Could you use more of the right words in the right situations to get the right results?

If you answered, “YES” to any of those questions then you are in the right place!

Our speaker today has won multiple awards, authored five best-selling books, spoken in over 50 countries on five continents and has reached more than two million people globally.

When not working; you may find him practicing Yoga, exploring cities and working hard to get younger every year.

Helping us today is the man that’s changing the face of sales, please join me in welcoming from London, England ... speaker, author, and awful baseball player.

... Phil M Jones!