

## 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.