

## Primary Bio

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

The author of five international best-selling books, and the youngest ever winner of the coveted "British Excellence in Sales and Marketing Award", Phil is currently one of the most in-demand assets to companies worldwide.

He is by no means your typical sales expert.

Phil is famous for his inspiring "Magic Words", and his highly engaging, practical approach to what is often a subject that is littered with hype and power-hungry "gurus".

His vast knowledge and experience can be simplified into just three areas:

1. Acquiring more customers
2. Having them come back more often
3. Helping them spend more when they shop

With the experience of over 2,000 presentations in over 50 countries across five continents, Phil has a busy and active travel schedule. When not on the road, you will find him at home in New York City or in his peaceful retreat in Buckinghamshire, England.