

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 all 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

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.

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



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 rear 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

- 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

Quite often the difference between you and people like you, isn't just your attitude, your hard work or your dedication to succeed, it's also knowing exactly what to say, when to say it, and how to make it count. Knowing the right words at the right time can often be the missing ingredient to your success.

That's why we've invited a very special guest for you today. Our speaker has made it his life's work to understand the precise challenges that prevent people from reaching their true potential.

Since 2008, he has been applying his learnings to help global brands, independent businesses, and people just like you to discover the EXACT ways to dominate in their market.

- Best-selling author of Exactly What To Say, Exactly How To Sell, and Exactly Where To Start
- The youngest recipient of the "British Excellence in Sales and Marketing" award
- Undefeated champion of building IKEA furniture (pause)

Please join me in welcoming the man that is here today to help make more of your conversations count ... Phil M Jones!