

# Working with Phil M Jones

Everything you need to know  
to make your job easy!



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](mailto:bonnie@philmjones.com).

I'm looking forward to working together. Thanks a million!

A handwritten signature in black ink, appearing to read "Phil M Jones". The signature is written in a cursive style with a large, looped "P" and a long horizontal stroke at the bottom.

Phil M Jones

## EXACTLY Like. . . Nobody Else

Phil entered the world of business at the tender age of 14. With nothing more than a bucket and sponge, he went from single-handedly washing cars at weekends to hiring a fleet of friends working on his behalf, resulting in him earning more than his teachers by the time he was 15.

Soon after, at just 18, Phil was offered the role of Sales Manager at fashion retailer Debenhams – making him the youngest Sales Manager in the company's history.

His early career went from strength to strength, as he worked with a host of Premier League Football Clubs to help them agree sponsorships and licensing agreements, to then being a key part of growing a £240m property business.

But in 2008, after several years of being one of the most in-demand young sales leaders in the UK, Phil decided it was time to dedicate his future to helping others to succeed.

He took everything he had learnt about leadership, sales and business growth from his previous roles, and created a one-day workshop, where he trained over 2,500 people in his founding year before eventually licensing his training to the UK, Switzerland, Australia and New Zealand.

### **But there was a challenge...**

As Phil plunged deeper and deeper into the world of training businesses, and worked with more and more organisations to improve their results – he was becoming increasingly uncomfortable with the style of information that the marketplace was glorifying.



Everybody is selling something, be it an idea, a product, a service or an outcome yet the term “Sales” was often about hype, it was celebrating ruthlessness and it was all about unethically persuading and influencing people to get what they wanted.

The only thing that ever seemed to matter was the short-term RESULTS, with no second-thought for the impact on all people involved.

Since then, Phil has made it his life’s work to completely demystify the sales process, and bring both simplicity and integrity to a world that is often full of big egos and even bigger lies.

With this as Phil’s core mission, he has gone on to deliver over 2,500 presentations in 57 countries across five continents, training more than two million people (both sales and non-sales professionals, leaders and experts) to learn how to have more influence, confidence and control when steering their conversations.

Phil’s unique philosophy of using specific word choices to teach his audiences “Exactly What To Say” in order to influence, persuade and drive outcomes, has made Phil one of the most practical and in-demand business speakers on the planet.

Phil currently lives with his wife Charlotte between their homes in New York City and their retreat in the Buckinghamshire countryside, has four beautiful daughters, and a rather surprising passion for Yoga.

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, he 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](mailto:bonnie@philmjones.com).

Phil M. Jones is a best-selling author of *Exactly What To Say*, *Exactly How To Sell*, and *Exactly Where To Start*.

He had his first business at just 14 years of age and is the youngest recipient of the “British Excellence in Sales and Marketing” award.

To date, over two million people, across 57 different countries have benefitted from his lessons.

And as a result, they now know exactly what to say, when to say it AND...

EXACTLY how to make more of their conversations count...

Please welcome, Phil M Jones!