



PODCAST INTERVIEWS

# Working with Phil M Jones

Everything you need to know  
to make your job easy!

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**phil**mjones  
make more of your conversations count

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

If you're reading this, then it looks like you've chosen to interview me for your upcoming podcast.

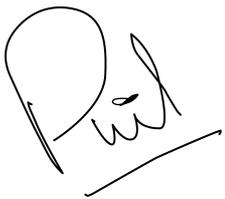
The least that I can do to return the favor is to make your stressful job as easy as possible by being a delight to work with.

That's why I've put the following together to give you all that you'll need to make everything run smoothly on recording 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 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". The signature is stylized with a large, looped "P" and a cursive "il".

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 succeed.

He took everything he had learned about leadership, sales and business growth from his previous roles, and created a sales

methodology that was introduced to thousands of independent business owners across the UK.

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 written 8 best-selling books, produced two original programmes for Audible and delivered over 2,500 presentations in 57 countries across five continents.

To date, more than two million people (both sales and non-sales professionals, leaders and experts) have benefitted from his teachings and now have more influence, confidence and control when steering their conversations.

Phil's unique philosophy of using specific word choices to teach people "Exactly What To Say" in order to influence, persuade and drive outcomes, has made Phil one of the most practical and in-demand business experts on the planet. Phil currently lives with his wife Charlotte between their homes in St Petersburg, FL and their retreat in the Buckinghamshire countryside, has four beautiful daughters, and a rather surprising passion for Bourbon.

Phil aims to be a delight to work with. His objective is to make your 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 Podcast Interview Requirements

- Prior to scheduling the podcast, Phil requires a commitment to a marketing plan for the episode (see below).
- Once the commitment has been submitted to Bonnie, your podcast interview will be scheduled.
- There are just a few other questions necessary from an administrative standpoint, here (see below).
- Once scheduled, please know that Phil prefers to run his podcast interviews organically; that is, without prepared questions or filling out presentation decks for the host.
- Phil is flexible in using the preferred platform that the host requires.
- Phil is equipped with the necessary professional microphones and proper studio lighting to ensure the ultimate success of your podcast interview.
- Once your podcast interview has been completed, please send the appropriate links and show notes to Bonnie (bonnie@philmjones.com).

## Audience Takeaways

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

For any of these additional services or if you have any questions/ideas, then please contact Bonnie at [bonnie@philmjones.com](mailto:bonnie@philmjones.com).

What is your proposed marketing plan for publishing the episode?

Please provide an overview for what can be expected in promotion following the recording.

Items of particular value to Phil are as follows:

- Will you commit to using excerpts from the interview in your social media and tagging Phil?
- Will you be sending a series of emails to your list promoting the interview before or after the interview?
- How will the interview be archived, and will the show notes and description provide all relevant links to books and back links to Phil's site?
- What is your combined reach across all mediums?
- Will you commit to future promotional emails for Phil's future book launches or promotions relevant to your audience?

# Important Questions

- Is the interview to be video or audio only?
- Any specific questions for Phil to prepare for?
- How did the interview request come about - what's your connection to Phil?
- What's the overall finished length of the show?
- What is the demographic of the primary audience and do you have numbers on the reach of the show (ex., Twitter following, Facebook numbers - general reach)?

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!