

EXACTLY Like... Nobody Else

**Master of Influence and Persuasion –
Author of Seven Best Selling Business
Books, One Children’s Picture Book –
Producer of “Most Listened To” Non-Fiction
Audiobook of all time.**



Phil M Jones thinks and acts differently. His precise insights around communication, added to a proven personal pedigree of peak performance and a richness of real-world experience mean that Phil is the kind of thought-leader whose council is sought by other thought-leaders.

He believes with passion that the answer to increased success, in every area of life, is to ask better questions, focus on QUALITY of conversation as well as quantity and that quite often, the difference between you, and all the others, is knowing Exactly what to say, when to say it, and how to make more of your conversations count.

Entering 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 on 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.

His early career was dynamic and challenging including leading experienced teams of sales professionals through his early twenties, as well as guiding Premier League Football Clubs to maximize sponsorships and licensing agreements, in addition to helping grow an independent real estate business to a revenue in excess of over \$240m with a sales team of just five.

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. Ever the entrepreneur, Phil started his training and consulting business from scratch in 2008 and has grown a deep body of work that showcases his core belief that changing your words can truly change your world.

Best known for his international best-selling book, *Exactly What to Say – The Magic Words for Influence and Impact* and his vast experience as a professional speaker at conferences and events, what is often overlooked is the strategic intellect he provides behind the scenes for some of the world's biggest brands to understand their critical conversations and the success language required to maximize their effectiveness.

To date, more than 800 different industries, across 59 countries and 5 continents have benefitted from his input. Trusted by dynamic and aspiring leaders in Healthcare, Real Estate, Automotive, Financial Services, SaaS, Home Improvement, Retail and many more – Phil is the

kind of expert that achieves his success through the people he supports and adores seeing other people shine.

Phil recently joined a long list of global leaders who serve in residence at High Point University's Access to Innovators Program. The program at HPU connects students with industry leaders for networking and mentorship opportunities. He joins Apple Co-Founder Steve Wozniak, Netflix Co-Founder Marc Randolph, Dallas Mavericks CEO Cynt Marshall, Domino's CEO Russell Weiner, ABC News' "Nightline" Anchor Byron Pitts, American Actor, Producer and Television Presenter Dean Cain and many others.

A few noteworthy accolades include:

- An entrepreneurial success story and founder of five multimillion dollar companies
- President of Orange and Gray – A market leading communications agency
- Strategic Advisor to pioneering leaders of the world's biggest brands
- Youngest ever winner of the British Excellence of Sales and Marketing Award
- One of less than 200 living members of the National Speakers Association Hall of Fame
- Innovator of the highly coveted "How to Persuade" audible production

- Creator of the most listened to non-fiction book of all time
- Author of 7 best-selling business books and one GORGEOUS children's book

His mission is simple. To help great people, get better. Because a relentless focus on getting better means that better soon beats the current best.

Phil M Jones is a master of influence and persuasion – the author of the best-selling “Exactly” Book Series with over 1 million copies sold – producer of the “Most Listened To” non-fiction Audiobook of all time – a trusted advisor for some of the world’s biggest brands – and entrepreneur since the age of 14.