

# 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

# Personal Intro from Phil

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 Tara an email at [PhilEA@cmispeakers.com](mailto:PhilEA@cmispeakers.com).

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

A handwritten signature in black ink that reads "Phil". The signature is stylized with a large, rounded "P" and a cursive "hil".

Phil M Jones

## 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.

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 Virtual Requirements

- Advance notice of the conference platform to be used
- Time scheduled ahead of the event to test technology

## 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 continue to learn 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 (Phil's 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!