

# Phil M Jones

## Exactly Like...Nobody Else

Please contact a GDA agent for information.

### Topics

- Innovation / Creativity
- Sales

### About Phil M Jones

*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 counsel 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 as one of the youngest sales leaders in the United Kingdom, Phil created his training and consulting business in 2008. To date, more than 800 different industries, across 59 countries and 5 continents have benefitted from his input. He is trusted by aspiring leaders in health care, real estate, automotive, financial and more industries. He is also the founder of 5 multimillion-dollar companies.

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](#).

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.

A few noteworthy accolades include:

- An entrepreneurial success story and founder of five multi-million 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.



## Select Keynotes

### • Exactly What to Say – The Magic Words for Influence and Impact

Quite often, the difference between success and failure in business can be pinpointed to the compounded impact of your conversations. Words matter and understanding how you can use language to control a conversation is certain to provide you a fair advantage in your challenging marketplace.

Whether you are looking to lead your team, are in a sales conversation with a client, or negotiating with a supplier – knowing the right things to say, in the right way and at the right time is certain to have an instant positive outcome on your results.

This thought-provoking session will have you enthralled from the very start as you discover the power that language has over the subconscious brain, gain practical examples that you can apply instantly and learn how the “Magic Words” from Phil’s best-selling book, EXACTLY What To Say, are applied to your specific business-critical situations.

This session delivers immediate actionable outcomes, where you can expect to be keen to work on your new word choices as early as the next break that follows!

*EXACTLY Right For: sales, leadership, client-facing team members*

### • EXACTLY What To Say - Lead, Inspire and Motivate others

Being the person in charge is a HUGE responsibility. The second you become responsible for creating success through the efforts and contributions of others, the game is changed. Your individual ability becomes less of an asset and your ability to enable the brilliance in others becomes your new measure for success.

Unleashing the potential in your team is realized by having high levels of confidence and competence in hundreds of key conversations with the people that you lead.

Learn the secret language from a master of influence and become instantly empowered to have more control over your mission critical moments.

- ♦ Questions create Conversations
- ♦ Conversations develop Relationships
- ♦ Relationships enable Opportunities
- ♦ Opportunities lead to Action

If you want to change the actions and behavior of your team then learn how Phil’s “Magic Words” can be used in your daily efforts.

*EXACTLY Right For: leadership, sales leaders, managers*

### • EXACTLY What To Say - Navigate Change

With the wealth of disruption across countless industries, it is imperative that organizations and individuals quickly adapt to these changes.

Navigating change requires you to inspire and empower people to see things differently, act in different ways and create different results.

Creating the positive change you are looking for is directly correlated to the quantity of quality conversations that you have with your key people - this session is the perfect catalyst to create EXACTLY that.

Watch Phil reframe everyone’s perspective on their current situation, deliver the skills they need to have important conversations, with the influence required to be the change you are looking for.

When you change your WORDS, you can change your WORLD.

*EXACTLY Right For: companies undergoing massive change*

### • EXACTLY What To Say - Win More Business

Could it be possible that the biggest reason that you are not achieving your potential is because there are multiple moments in which you do not know EXACTLY what to say, when to say it and how to make it count?

Let’s face it, not having the right words at the right time could be the very reason that potential customers are choosing someone other than you as opposed to seeing the true value that you could deliver.

The reality of modern business is that many of your competitors are winning business from you. It’s not because they are better than you, it’s because they are telling a better story.

Learn the real value of your words and discover dozens of simple changes and key phrases that will allow you to control more conversations, reframe what others see and unlock the power of communication to the subconscious brain of your customers.

### Select Book Titles

- **2018:** Exactly What to Say: The Magic Words for Influence and Impact
- **2018:** Exactly How to Sell: The Sales Guide for Non-Sales Professionals
- **2018:** Exactly Where to Start: The Practical Guide to Turn Your BIG Idea into Reality

### Select Articles

- [Exactly What To Say - An Interview With Phil M. Jones](#)

Forbes article

- [Four infallible tricks to present your proposals and be more convincing](#)

GQ article

### Select Testimonials

"Phil is a true expert in the field of sales, sales management and motivation. Phil can demonstrate what he teaches so effectively that people actually get it. There are many that are very good in training on sales, sales management, and success principles; but few can do it in a way that the learner can easily apply what they have learned. Its hard to describe, but Phil is able to teach and demonstrate in a way where it just clicks. Simply put Phil Jones is very, very impressive."

— *Dustin Hansen, InXpress Americas*

"On behalf of APESEG, I would like to express our sincerest gratitude for your participation in the INSURANCE DAY. We are sure that the success achieved in this opportunity, was due to the high quality of speaker like you, who helped us reach and exceed our objectives. We hope we can count on you on a future occasion."

— *Eduardo Morón Pastor President, The Peruvian Asociation of Insurance Companies - APESEG*

"You were an absolute JOY to work with and I can't tell you how amazing the feedback has been. Truly incredible presentation. I should start sending you all the "implementation" I have received in emails from colleagues and other Buds. The material covered and takeaways were invaluable!!!"

— *Jillian Blumberg, Curaytor*