



**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.

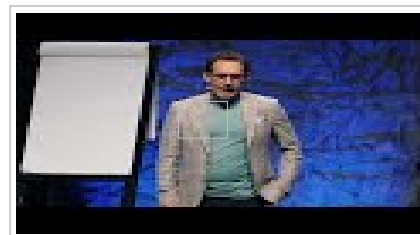
After several years of being one of the most in-demand young sales leaders in the UK, Phil decided it was time to dedicate his future to helping others to succeed. Ever the entrepreneur, Phil started his training and consulting business from scratch in 2008 and has grown a deep body of work that showcases 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 vas...

**Phil M. Jones**

### Speech Topics

- Virtual Keynotes
- Sales
- Retail
- Personal Growth
- Organizational Skills
- Negotiating



## Testimonials

Phil kept our entire audience on the edge of their seats for more than an hour. He is not only a masterful storyteller and coach, but he spent time with us to genuinely learn our business. His presentation was tailored on spot to our industry, the experiences that our sellers were facing, and our selling propositions. It was exciting to work with someone who is dedicated to his craft to personalize his message so that every person in the audience walked away with pages of notes, and a feeling that Phil was speaking directly to them. Weeks after our sales kickoff, we are still receiving notes from sellers thanking us for having Phil coach them and sharing with us the difference that he has already made in their sales career.

- Meg Swanson, Chief Marketing Officer, Accruent.

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.

