

# 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 [tara@philmjones.com](mailto:tara@philmjones.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 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.

An entrepreneurial success story and founder of 5 multimillion dollar companies, Phil M Jones is Strategic Advisor to pioneering leaders of the world's biggest brands. The author of 7 best-selling books including the "Exactly" Book Series with over 2 million copies sold, he is the Producer of the "Most Listened To" Audiobook of all time and Innovator of the highly coveted "How to Persuade" audible production. To date, more than 800 different industries, across 59 countries and 5 continents have benefited from his input. 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 and many others.

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 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)
- A conference chair needs to be made available as a prop on or near the stage

NOTE: Phil Jones will bring a USB memory stick containing his PowerPoint presentation. As it contains moving images, he will need to preview the slides during his sound check. Phil can provide his slides in advance if required.

## Phil's Preferred Walk-on/Walk-off Music

B.o.B - "Magic" (feat. Rivers Cuomo)

## Phil's Virtual Requirements

- Phil's virtual presentation can be hosted on the client's existing platform.
- The client hosts and moderates the meeting and is responsible for invitations and/or event registration.
- Phil's preferred platform to deliver the best virtual presentation is Zoom.
- Phil's sessions are very interactive – he engages a number of participants via both audio and video.

## Inside Phil's Studio

Phil's studio is complete with the following equipment:

- Panasonic Lumix G7 Mirrorless Camera
- Logitech Brio 4K Webcam
- Blue Yeti Studio Microphone
- Rode Go Compact Wireless Lavalier
- Elgato Camlink HD Streaming Filter
- Elgato StreamDeck Switcher
- MacBook Pro
- iPad Pro – linked as third camera for Ecamm Live Virtual Camera – creates his digital chalkboard
- 2 x Panasonic curved monitors
- Various LED lights
- Typically streams through Ecamm Live virtual camera feed



## Rehearsal

A few days prior, Phil requires a dry-run with the moderator and the host of the meeting. The day of the event, Phil will join the host 30 minutes prior to the event start time. He will mute his video and audio until he is introduced.

## 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 Tara as soon as possible – [tara@philmjones.com](mailto:tara@philmjones.com).

# Speaker Introduction

Phil M Jones is a best-selling author of 7 business books and one gorgeous children's book...

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.

A sought after advisor to global brands, creator of the most listened to non-fiction audiobook of all time and a firm believer that almost every problem could be prevented or solved if more people just knew EXACTLY WHAT TO SAY.

Here to help YOU make more of YOUR conversations count. ..

Please welcome, Phil M Jones!