



PODCAST INTERVIEWS

Working with Phil M Jones

Everything you need to know
to make your job easy!

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philmjones
make more of your conversations count

Firstly, I'd like to say "thank you".

If you're reading this, then it looks like you've chosen to interview me for your upcoming podcast.

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 recording 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 the team an email at podcasts@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, looped 'P' and a cursive 'il'.

Phil M Jones

EXACTLY Like... Nobody Else

Phil M Jones is one of the world's leading authorities on influence, persuasion, and the language of human decision-making.

As the author of the global phenomenon Exactly What to Say®, Phil's work has reached over 3 million people worldwide, been translated into dozens of languages, and adopted by organizations across more than 800 industries in over 60 countries. His ideas are trusted not because they sound good, but because they work in the moments that matter most: sales conversations, leadership decisions, negotiations, and all high-stakes human interactions.



Phil is widely recognized for his ability to distill complex human behavior into practical, repeatable frameworks that professionals can apply immediately. His flagship concepts around knowing Exactly What to Say, When to Say it, and How to Make It Count, have become embedded in leadership development, sales training, healthcare communication, financial services, and executive performance worldwide.

Beyond the stage, Phil serves as a strategic advisor to senior leaders and global brands, helping organizations identify their most critical conversations and engineer the language required to improve outcomes. His counsel is sought not only by executives, but by other thought leaders who value precision, clarity, and real-world application over theory.

An accomplished entrepreneur, Phil has founded and scaled five multi-million-dollar companies, including Orange & Gray, a market-leading communications agency. He has also produced the most-listened-to non-fiction audiobook of all time, and is the innovator behind the acclaimed How to Persuade Audible production.

Phil is one of fewer than 200 living members of the National Speakers Association Hall of Fame, a distinction reserved for speakers who have made a lasting global impact on the profession. He also serves in residence at [High Point University's Access to Innovators Program](#), alongside leaders such as Steve Wozniak and Marc Randolph, where he mentors and advises the next generation of global innovators.

Whether delivering a keynote to thousands or advising leadership teams behind closed doors, Phil's mission remains the same: to help great people get better, by transforming the conversations that shape results.

Phil M Jones is a globally recognized expert on influence, persuasion, and communication. Author of the international bestseller Exactly What to Say®, with nearly 3 million copies sold worldwide, Phil helps leaders and organizations master the conversations that drive decisions, performance, and results. A Hall of Fame professional speaker, serial entrepreneur and trusted advisor to global brands, Phil's work has positively impacted hundreds of sectors from Accounting to Net-Zero Industries and almost everything in between.

Phil aims to be a delight to work with. His objective is to make your 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.

Next Steps

- Prior to scheduling the podcast, a request must be sent in via the podcast request form.
- Once the request has been sent in, a member of the team will reach out to discuss scheduling the interview.

Requirements and Need to Knows

- Phil prefers to run his podcast interviews organically; that is, without prepared questions or filling out presentation decks for the host.
- Phil is flexible in using the preferred platform that the host requires.
- Phil is equipped with the necessary professional microphones and proper studio lighting to ensure the ultimate success of your podcast interview.
- Once your podcast interview has been completed, please send the appropriate links and show notes to Bethany at bethany@philmjones.com.

Additional Resources

We offer discounted pricing for bulk orders on books so that you can get the most from Phil's training and philosophies and can even customize books and audio programs for your individual needs.

For any of these additional services or if you have any questions/ideas, then please contact Tara at tara@philmjones.com.

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!