

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.