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Since launching the book "Exactly What to Say - The Magic Words for Impact and Influence", Phil and the team have been inundated with requests to help tailor

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the messages to the specific challenges of companies around the globe and helping people to find more of the right words at the right time to deliver the right result.

Exactly What to Say For You and Your Business - Phil M Jones

Phil M. Jones is a serial entrepreneur,

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business growth expert and the best-selling author of Exactly What To Say, Exactly How To Sell, and Exactly Where To Start. 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.

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Say is yet another book which falls in

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this category; and it's worth every penny. About Phil M. Jones. Phil M. Jones is a British sales expert and bestselling author. Entering the world of business at the age of 14, just four years later, Jones became the youngest sales manager at fashion retailer Debenhams and went on to work with a number of Premier League teams afterward on sponsorship

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5 stars Fun little book but questionable
morals.

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Exactly What to Say: The Magic Words
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is a very quick read. As in, you can probably finish it in under 1 hour if not less than 40 minutes. But its value was in making me think about the words I use in my day-to-day conversations and what kinds of adjustments I can make to shape conversations in favorable ways.

Thoughts on "Exactly What to Say:

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The Magic Words for ...

Summary: Exactly What to Say by Phil M. Jones. The ability to know exactly what to say and the insertion of a few magic words, could be just the tonic that moves you from counting conversations into making conversations count.

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Exactly What to Say: The Magic Words for Influence and Impact by Phil M. Jones. Phil is the author of five international best-selling books, and the youngest ever winner of the coveted

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“British Excellence in Sales and Marketing Award.” But let's go back in time - Phil entered the business world at the age of 14.

The Marketing Book Podcast:

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Debby Peters, founder of Connex Nation and a BNI member for the past 25 years,

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joins Dr. Misner on the podcast this week to talk about her new book, Tell Me Exactly What to Say. The concept of this book was born when a student asked her to demonstrate how to introduce two people in his network to each other.

Episode 652: Tell Me Exactly What to Say - The Official ...

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