

KEYNOTE SPEECH

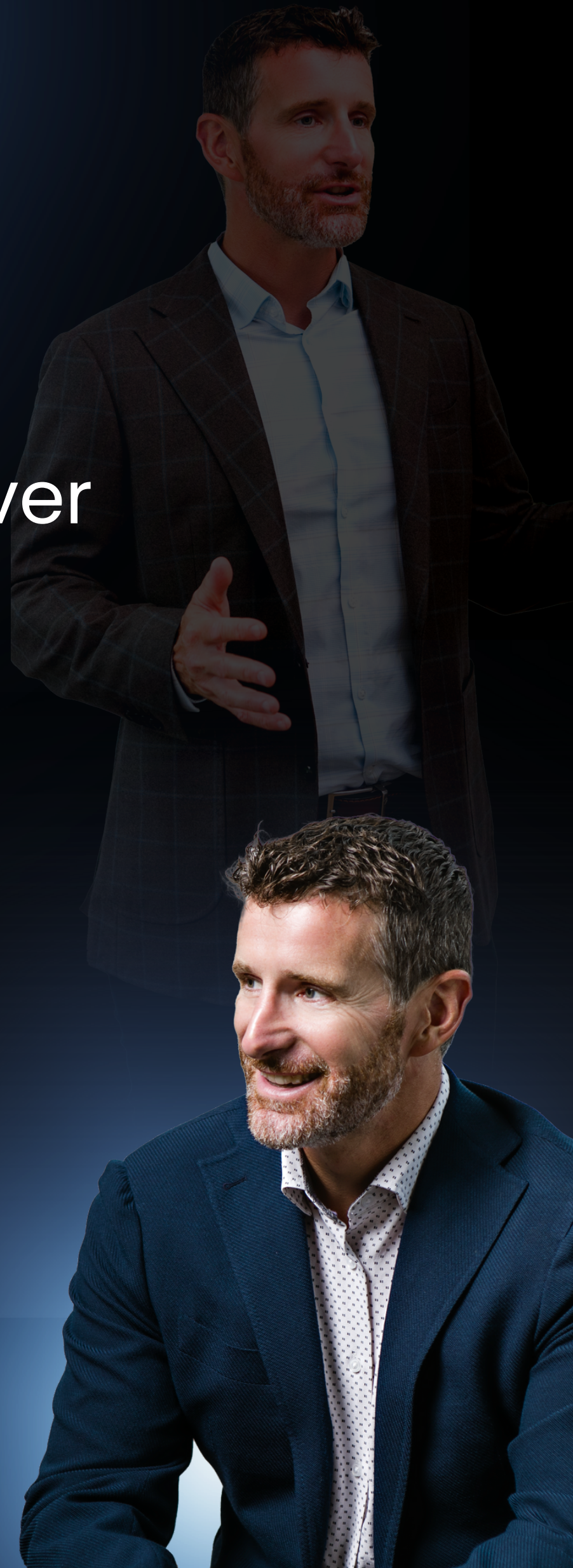
Sales Redefined: Seeking Meaning Over Transactions

Phil Jewell

Leadership Disrupter

Elevate your business by making a bigger impact, gaining more clients and closing more deals.

Powerful storytelling combined with practical and simple lessons, learned across countries, continents, and cultures.



Main takeaways:

- Discover the importance of character and mindset and use it as the bridge to connect with your clients.
- Understand the two key questions we need to ask to get to the heart of your client's needs.
- Gain the courage and confidence to be truly authentic and show-up exactly as you.
- Uncover the mindset shift required to create a long-lasting legacy and resilient real estate brand.
- Leave with the one enduring thought that is at the core of your success.

Keynote description:

In Phil's signature keynote speech, he uses powerful personal stories from serving as a young army officer leading soldiers in combat to working in the real estate industry to share the most important principles, practical questions, and thoughts to ponder anyone wanting to elevate their sales business should have.

He will do this whilst recounting his times on patrol in the wadi's and deserts of Afghanistan and the lessons he learned on the way; ones that had been introduced to him during his training and became embodied during some of the most intense challenges a leader can face. These lessons have helped shape him, yet they don't define him. He also shares powerful stories and lessons he's learned on the way, whether working in a fast-food restaurant during high school or trying to be the best parent he can to two wonderful children. What he shares and how he does it is as real and authentic as it gets.

With such broad experience, he bridges the gap from his stories and message to make it resonate with sales professionals, so they can successfully transfer and apply them in their own unique context.



Marc Doucet
Area Manager, Royal LePage



"Phil spoke at our annual business planning sessions totalling around 300 people. We wanted to inspire and motivate our agents; give them the belief that they have what it takes to navigate the challenges ahead. Phil met this objective and more. His powerful storytelling captivated the audience and I have never seen every single person in the room be as silent and engaged as when Phil was speaking. His ability to relate the message to our world and unique challenges was extremely appreciated and impressive, and without a doubt he left us all inspired to face the uncertainties that lie ahead."



Chelsea Lawlor
Founder, Chelsea L Team, ExP Realty



"Phil's unique blend of personal anecdotes, relatable messages, and practical insights is unmatched. Personally, his keynote reshaped my team's perspective, motivating us to strive for excellence. Without reservation, I endorse Phil Jewell as your next keynote speaker – he's not just a speaker, but a catalyst for growth".



Coady Sandford,
Owner, Press Realty



"I've had the incredible opportunity to attend two keynote speeches by Phil, and I can't emphasize enough how transformative the experiences were. As someone deeply involved in the real estate industry, I've attended my fair share of seminars and presentations, but Phil stands out as the ultimate go-to speaker for the real estate world. What truly sets Phil apart is his ability to inspire and motivate. The stories he shares are not just powerful personal experiences, but rather relatable narratives that strike chords with each and every attendee. Phil's authenticity was palpable, creating a genuine connection that transcended the stage and resonated with everyone present."

