
PHILIP HESKETH

LONDON
SPEAKER
BUREAU

- Humorous, inspiring sales motivational speaker



Topics

- Business
- Leadership
- Marketing
- Psychology
- Sales
- Society

Philip Hesketh is a multiple award winning professional speaker on the psychology of persuasion and influence. He helps people improve their relationships, increase their sales and hold higher prices. Guaranteed.

Philip's two books on persuasion and influence; 'How to Persuade and Influence People' and 'Persuade' are both Amazon number one best sellers. His third book – a re-write and update of his 'Seven Golden Rules' book first published in 2009 will be published in Autumn 2019.

Having spent his entire working life studying and practising persuasion and influence, Philip Hesketh is now speaker on 'The Psychology of Persuasion'. Although the format, subject and content may change, the outcome is always the same. An inspired and better informed team of people who understand how influence, persuasion, and negotiation work. Not only from their point of view, but more importantly from that of their colleagues and clients.

Clients are both large and small, ranging from well-known multinational companies to more modest, locally-based concerns. The one thing they all have in common is that they understand that knowing how to persuade and influence a client or colleague is a key part of their role in today's working environment.

His audiences include accountants, lawyers, direct sales people, bankers, engineers and CEOs to name just a few. One delegate said recently, "It didn't seem to go more than ten minutes without feeling the need to either laugh out loud or write something down."

All of Hesketh's talks are tailored to a client's individual needs but the common aim is to teach people useful techniques to develop relationships, develop client and customer loyalty and increase sales. He is inspirational, insightful, motivational and thought provoking. But, above all, can help increase a team's effectiveness.