MERGED TRANSCRIPTIONS: PEA 2024 WS 04

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📊 WORKSHOP SUMMARY:

• Workshop: PEA 2024 WS 04

• Total Files Merged: 6

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📋 INCLUDED FILES:

1. PEA 2024 - Workshop 04 - Session 1 - Transcription (4,884 words)

2. PEA 2024 - Workshop 04 - Session 1 - Transcription (4,884 words)

3. PEA 2024 - Workshop 04 - Session 2 - Transcription (18,504 words)

4. PEA 2024 - Workshop 04 - Session 2 - Transcription (18,504 words)

5. PEA 2024 - Workshop 04 - Session 3 - Transcription (19,338 words)

6. PEA 2024 - Workshop 04 - Session 3 - Transcription (19,338 words)

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• Search presenter names or timestamps to locate relevant sections

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📄 FILE 1: PEA 2024 - Workshop 04 - Session 1 - Transcription

📊 Words: 4,884 | Original: PEA 2024 - Workshop 04 - Session 1 - Transcription.docx

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sess 1\_Transcription

[Performer] (7:15 - 7:45)

Got to ride for something, got to die for something Say you only live once, well I keep it a hundred More money, more problems, keep on coming Try to never go back, but these niggas keep frontin' Right now, everything going right Pick a fuck up tonight, though Said nothing's impossible See me running through the city, no obstacles No option, told, one way to go I have waited on a miracle There ain't no miracles around here

[Background chorus / vocals] (7:47 - 7:56)

There ain't no miracles, I'm not afraid of the impossible There ain't impossible around here

[Event Host / Hype Voice / Transitional Comments] (8:00 - 8:24)

I ain't afraid, I'm already dead I just don't know where I'm going It's crazy how the devil gets us when we have the scent My hands already red, I lost so many men Heavy is the head that bears the crown that I'm wearing, man I was a loser just trying to fit in a letter, man But those were school days, I grew up now, I'm a letter man I never thought that a song I wrote in a minivan Would ever have the impact I'm reading inside these letters, man

[Performer] (8:24 - 8:53)

Big K.O.'s, I heard your story and felt the man Your voice inspires, I feel like I can do anything By the way, I sent you something from my brother Opened it up for Razorbell, he was a cutter, damn What if you were me in 2003? Rap was just a dream, back in jeans Burning black CDs to feed them to the street Once you let adversity hide you are a conformity guy You will realize everything you need's inside you, inside you There ain't no miracles, there ain't no miracles around here

[Background chorus / vocals] (8:56 - 9:17)

There ain't no miracles, I'm not afraid of the impossible There ain't impossible around here There ain't impossible I never waited on a miracle There ain't no miracles around here

[Audience Member] (9:54 - 9:56)

You know we finally here, right?

[Performer] (10:12 - 10:48)

It's Friday then, then, then, then I thought the hands of time would change me And I'd be over this by now, yeah It's been too long since we got crazy I'm lucky it's been an hour I'm counting down till Friday comes I'm gonna, I'm gonna do too much No, I'm all in my bag, that's clutch Feeling it, feeling it, feeling it Every Friday, Saturday, Sunday And this weekend all the way, yeah It's Friday then, then Saturday, Sunday What?

[Event Host / Hype Voice / Transitional Comments] (10:48 - 10:59)

It's Friday then, then Saturday, Sunday What? It's Friday then, then Saturday, Sunday What? It's Friday then, then Saturday, Sunday What?

[Performer] (11:07 - 11:30)

The lights I came for The lights I came for This could be bad for me Cause I want more Wanna feel the bass vibrating through the floor So keep it playing I'm on the wave And I'ma ride it all the way When it comes like

[Event Host / Hype Voice / Transitional Comments] (11:54 - 12:15)

It's Friday then, it's Sunday, Sunday 1, it's Friday then, it's Sunday, Sunday 1, it's Friday then, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and,

[Musical Performer] (13:30 - 16:04)

and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and and and I had a house , Oh, I can't get enough Ooh, you got me feeling like I wanna be that guy I wanna kiss your eyes I wanna drink that to smile I wanna feel like high Like my soul's on fire I wanna stay up all day and all night Yeah, you got me singing like Ooh, I love it when you do it like that Bend your toes up, give me the shivers Oh, baby, you wanna dance till the sunlight cracks And when they say the party's over Then we'll bring it right back And we'll say Ooh, I love it when you do it like that Bend your toes up, give me the shivers Oh, baby, you wanna dance till the sunlight cracks And when they say the party's over Then we'll bring it right back Baby, you burn so hot You make me shiver with the fire You got this thing you started I don't want it to stop You know you make me shiver Baby, you burn so hot You make me shiver with the fire You got this thing you started I don't want it to stop You know you make me shiver Yeah, you got me singing like Ooh, I love it when you do it like that Bend your toes up, give me the shivers Oh, baby, you wanna dance till the sunlight cracks And when they say the party's over Then we'll bring it right back Ooh, I love it when you do it like that Bend your toes up, give me the shivers Oh, baby, you wanna dance till the sunlight cracks And when they say the party's over Then we'll bring it right back

[Music Performer] (16:12 - 16:35)

Let's get down, let's get down to business Give you one more night, one more night to get this We've had a million, million nights just like this So let's get down, let's get down to business Mama, please don't worry about me Mama, about to let my heart speak

[Adam Goff] (16:36 - 16:38)

My friends and family

[Music Performer] (16:42 - 17:03)

Let's get down, let's get down to business Give you one more night, one more night to get this We've had a million, million nights just like this So let's get down, let's get down to business Let's get down, let's get down to business

[Backgorund Chrous] (17:03 - 17:15)

Give you one more night, one more night to get this We've had a million, million nights just like this So let's get down, let's get down to business

[Adam Goff] (17:32 - 18:00)

Ladies and gents, that's your one minute warning. Can you take your seats now please? 60 seconds So take your seats, get ready for a lift off in 60 seconds.

30 seconds ladies and gents, 30 seconds.

[Event Facilitator or Co-host] (18:14 - 19:08)

Just like this, so let's get down, let's get down Ladies and gentlemen, property entrepreneurs please clap your hands and give a huge round of applause and welcome to the stage Mr Adam Goss All right good morning, good morning, good morning, good morning Are we ready for today?

[Adam Goff] (19:09 - 29:30)

Nervous? No, no, yes I am, it's good wasn't it? Nice to see you all, well done, early start, early start, we'll let some stragglers be drifting in a second, don't worry about them.

Strategy day, this is where the rubber hits the road, this is where, this is separation season, this is where we get to see who's really got the metal, who's really done the work and who's going to execute and get results this year. So congratulations everyone being here early, ready to roll, let's give a round of applause for everyone that is here today, ready to smash it. Good stuff, workshop four, my second favourite workshop obviously behind the end of year, so super excited about today.

What you don't want to happen is your phone to go off during a presentation, so now is the queue to, we have actually got a credit card machine at the back now, because it's get up and give back season, so we can take payments off you literally without even knowing, so when you walk past Bianca it'll just be like the contactless, but then you know and you're over here and before you know we've hit our get up and give back target and no one have to do any walking or any charity or anything.

So yeah anyway, so that's very real and please do put those on silent now. Winter is here, autumn is over, the season of journals, of head in the clouds, of bigger picture is done. We've given it plenty of time, but it's time now to put it away and then focus on actually executing the plan.

So we've done what most people will never do, which is spend a significant amount of time on a strategy and we've crafted it and honed it and we've given you this specific bar and it's hard, right? Who found it quite hard doing these presentations? Right, we've raised the bar again, it's like specific targets, you know putting it in specific boxes, it's like it's challenging, but it's giving you clarity, you should have clarity now, we've solved clarity.

Now we've got to go and solve the other problems that you've identified in autumn through the year, so that's what winter is all about. Key sentiment for winter is if you work hard in winter you'll have an easy summer, you know you'll be sat here at the end of the year putting together your presentation will be a diddle, you know you'll be shouting from the rooftops about how great it's been because you'll have grafted now. You just get on with regular life after this and just think it's cruise control because it's winter and no one's really doing anything, you're going to be chasing your tail, you're going to be behind and you're going to be disappointed come the end of the year.

So have a hard summer, sorry a hard winter and have a very easy summer, don't do it the other way around, okay? That's the thing I want you to take with you. Did Siri have something, was that Siri, was it?

Did Siri have something to say? That's all right, it's all good. So today's format, okay, it's a familiar format, we're going to start with our strategy day presentations, you're going to be delivering them.

That's Siri, because I said hey Siri, oh my god, Siri shut up. Bella changed it to a different accent, I can't change it back, only 20, I'll take it, I thought it was going to be like 200, anyway. So session one, we'll be delivering those, then we'll be voting, right, for the winners from your table, they'll be the finalists in session three.

Session two, I'm going to share with you your secret weapon for winter, so I want you to be a productivity powerhouse this winter and I'm going to add another layer to that which will also be the 28-day challenge and then Dan and I are going to go head-to-head for our strategy day presentations. Happy days, yeah, nothing like having a baby, being up against someone who's having a baby, to really set the standard, okay, so wish me luck. And session three, obviously it's going to be our finalists on stage, the pick of the litter, the people that will be fighting it out for these coveted Property Entrepreneur Advanced Strategy Day awards.

Okay, so this is everyone's opportunity to be an award winner, everyone has this opportunity, so deliver a fantastic presentation, smile and wink at your neighbours, get them to vote for you, whatever it takes, and you could be on stage fighting it out. We've got some feversome award winners in the room, so it's going to be a hell of a day. So are we ready for today?

Good stuff, so first things first, first things first, how are we getting on with the Game of Four Quarters workbook? Who's loving it? Yeah, it's pocket-sized, it's open next to me, even though I've got it all in my asana, I still like it having just written on that book, it's kind of super simple, old school, there, it's like, look at it, it's nice, I like it anyway.

But the Game Changer season is underway, so if you open your workbooks, please open your workbooks the first few pages, and get out your phones and scan the QR code in the workbook where the Game of Four Quarters, I think it's page four or five, it's right at the start. I'm going to get Dex to put some music on now. I want you to go back, look at your Game of Four Quarters workbook, and I told you this was coming, and scan the QR code and record the score that you got for December on your 10 out of 10.

Record the score, so it's page, it's literally just on the inside cover, like page two, three, page three, there you go. Were you in Santa Smash? Did you record it in Santa Smash, what you got?

I think you did. Yeah, how did you do in December? What score did you get?

Scan the QR, put it in, and then put your phone down, please. So it's a score out of 10. It's zero actually, you're in the wrong room, man.

Good man, nice, I like that. Okay, once you've done it, phone's down, super quick. Okay, this is your next level of accountability.

Okay, all done, phone's down, well done, thank you. So you should have your Jan one should be live. Jan one should be live, it was in your homework, should be live, should be going, should be rocking and rolling.

We're already like almost two weeks into the month, right, so people should be there with it. And reminder for later, open mic, huge success in December, we'll be doing it again. So if you stood up on stage, and you committed to something that was for this month, we'll get you back up on stage, you can tell us how you've done.

Or if you want to celebrate a success that you've had, you can get up on stage and share that. Or if you just like some accountability for something you've committed to, which could be something from your presentation, of course, then use the opportunity to come on stage and do that. So that's an open invite.

It's going to be later on the day around lunchtime. Okay, so get ready, get prepped, get yourself psyched up. If you said you were going to do it, and now you're talking yourself out of it, like, you know, get yourself a couple of coffees in the break and get ready to rock and roll that.

So you can make use of that opportunity. Okay, we're into it. So the presentations, as I said, these are the awards we're playing for.

So let's just go through the rules. 10 minutes per presentation, there'll be a big timer behind me. So you'll be able to see where you're at.

Obviously, you can start your own stopwatch, etc, whatever you want to do on your table. We'll pick a team captain in a second for the table. And then they'll be in charge of letting me know you're ready to go.

We need a quick changeover, like just, you know, get yourself prepped, go around the table in a certain order. So you know who's next, get yourself ready. And it will be seamless and smooth.

If you look in your workbooks, you've got notes for every presenter, and we've also put a score at the top. So what you can do is you can make notes to learn, things that inspired you, key points, maybe something you know, you want to talk to them about later, at a later date, something in common, or you want to offer some feedback. And you can give them a score.

That's going to make it much easier at the end to pick your winner. So I suggest you give everyone a score. Obviously, you don't want to make it too obvious if they can see.

So you want to sort of like privacy screen it. You know, I'm just a joke. But okay, so we've got three awards.

We've got, we've got obviously the strategy day advanced award winner, and then we've got second and third is to play for. And at the end, we'll be voting. Okay, so at the end, we'll be voting.

Don't vote for yourself, vote for others. And then we'll get the winners up on stage afterwards. Any questions about today?

I was going to run logistics. Okay, cool. Team Captain?

Rufin? Team Captain? Ashley?

Team Captain? Graham? Thank you.

Team Captain? Chris? Steve?

Okay, nice one. 60 seconds to get ready. Which one are you going to go?

And who goes first? And then we'll kick us off and go live. Relax.

[Event Host / Hype Voice / Transitional Comments] (29:30 - 29:31)

Have fun.

[Adam Goff] (30:38 - 31:26)

Good luck, guys. Good luck. Good luck.

Good luck, everybody. Good luck, team. Good luck, guys.

This is cool. Love it. Love it.

Good luck. I just want to say good luck. Good luck.

Watch this one. Yeah, she's a feature. She's a previous winner.

So just... Yeah, yeah, yeah. Dark horses.

Yeah. Oh, guys, this is going to be so fun. This is going to be so fun, isn't it?

[Event Host / Hype Voice / Transitional Comments] (31:28 - 31:33)

He's excited. I love it.

[Adam Goff] (31:35 - 42:33)

I love it. Okay. Steve, ready?

Chris, ready? Steve, ready, yeah? Ready, Eduardo?

Ready? Ladies and gents. God, glad it is out again, isn't it?

One of my friends is the referee. Can you believe it? Really handsome.

He's really dark. He looks a bit like you, Eduardo. Dark, tall, handsome.

Contenders, are you ready? Three, two, one. Off you go.

Okay, we're all done? Nice. Nice.

Nice. Next presenter, get yourself in the seat, in the hot seat. Get ready, roll.

Nice. The brave souls that went first. Well done.

Yeah, I'd suggest having one seat maybe and just swapping the hot seat. It's quite good. Stand, sit wherever makes you feel comfortable.

[Audience Member] (43:01 - 43:03)

No problem. No problem.

[Adam Goff] (43:08 - 43:10)

Yeah, Rachel's a professional speaker, you know, so.

[Event Host / Hype Voice / Transitional Comments] (43:39 - 43:44)

Ready to roll? Okay.

[Event Staff] (43:45 - 43:46)

No worries. Don't worry. Okay.

[Adam Goff] (43:57 - 55:02)

Right, I think we'll get going. So, good luck. Second round of speakers.

Three, two, one. Off you go. Okay, well done.

Congratulations. Speaker two, done and dusted. Speaker three, make your way into the hot seat.

All right, David looks like he's ready. Martin's ready. Richie's ready.

Craig, you ready? Yep. Asian is almost ready.

[Audience Member] (55:27 - 55:29)

Thank you.

[Event Staff] (57:28 - 57:35)

Touch it. Don't touch it. Three, two, one.

Best of luck.

[Adam Goff] (1:07:36 - 1:09:22)

All right. Nice. Three down.

Next speaker, take your seats. Nicely done. All right.

Ab's almost ready.

[Event Host / Hype Voice / Transitional Comments] (1:09:22 - 1:09:35)

Table one, give us a go.

[Adam Goff] (1:09:36 - 1:09:47)

Emmett, are you first? Yeah. Everyone ready?

I think screens should be banned. I think bimmer and screens should be banned.

[Event Host / Hype Voice / Transitional Comments] (1:09:50 - 1:09:51)

Well, then we'll be here until Christmas.

[Adam Goff] (1:10:09 - 1:10:55)

Yes, Billy, you are doing a presentation. Fantastic timing. Look at that.

Look at that. It's honestly fun on a laptop. Okay, we're going to start now.

So best of luck. Next speakers.

[Event Staff] (1:10:56 - 1:10:59)

Three, two, one. Off you go.

[Adam Goff] (1:21:04 - 1:21:45)

Nice. Well done, everybody. Some really nice, heartfelt presentations.

I'll tell you what, Chris, are you having a toilet break? Let's have a two-minute toilet break. Only if you need the bathroom, please leave.

No tea and coffee. No tea and coffee. No nonsense.

No shenanigans. Lock the tea and coffee away. All right.

Toilet break, toilet break.

[Performer] (1:22:15 - 1:22:31)

This is how we dance. No mistaking. We make our breaks.

If you don't like our 808s, then leave us alone because we don't need your policies. We have no apologies for being the time you ever want.

[Event Host / Hype Voice / Transitional Comments] (1:22:47 - 1:22:50)

Find me where the wild things are.

[Performer] (1:23:09 - 1:23:45)

So don't get it mixed up. It's been my story. It's never switched up.

And I never pissed off the world. And I got my shots. Say I'm too well, did my own thing.

Late nights with the music too loud. I made it this far. So if you don't like me, because I'm in there.

I was raised in the land. We're a little different as far as I'm doing me. Don't mind me.

Only one time. I'm going to tell you kindly. Please stop.

I don't need you by me. But if you search, you know where to find me.

[Performer] (1:24:10 - 1:24:22)

If you don't like our 808s, then leave us alone because we don't need your policies. We have no apologies for being the time you ever want.

[Performer] (1:25:28 - 1:25:53)

Take a seat. Right over there. Sat on the stairs.

Stay or leave. The cabinets are bare and I'm unaware of just how we got into this mess. Got so aggressive.

I know we meant all good intentions. So pull me closer. Why don't you pull me close?

Why don't you come on over? I can't just let you go.

[Music Performer] (1:25:53 - 1:26:13)

Oh, baby. Why don't you just meet me in the middle? I'm losing my mind just a little.

So why don't you just meet me in the middle? In the middle. Oh, baby.

[Adam Goff] (1:26:31 - 1:26:41)

Take a step. Okay. Next week.

Best of luck.

[Event Staff] (1:26:41 - 1:37:36)

Three, two, one. Off you go. Okay.

Next week.

[Adam Goff] (1:37:38 - 1:37:45)

Next week. What number speaker are you? Do you know?

[Event Host / Hype Voice / Transitional Comments] (1:37:46 - 1:37:49)

One left? Two left.

[Adam Goff] (1:37:50 - 1:37:53)

How many left on your table? Two?

[Event Host / Hype Voice / Transitional Comments] (1:37:54 - 1:38:18)

Three? Three? Three left?

Three? Okay. You've been nervous, Chris.

[Adam Goff] (1:38:22 - 1:38:51)

Ready to roll? Oh, not this screen again. Honestly.

No. No, the screen's banned. Did you not?

You can't vote. If anyone uses the screen, you cannot vote for them. Looking good, ladies and gents.

Best of luck.

[Event Staff] (1:38:52 - 1:49:06)

Three, two, one. Let's go. Okay.

[Adam Goff] (1:49:14 - 1:49:15)

Ladies and gents, that's it.

[Event Facilitator or Co-host] (1:49:15 - 1:49:16)

Next speaker.

[Adam Goff] (1:49:16 - 1:49:54)

Penultimate speaker. Two to go. It's like an F1 pit stop on this table.

It's the Williams team. This is definitely not Red Bull. It is Williams.

Even you know it's funny, don't you? It was funny. That was funny.

I know. I spoke to Bianca.

[Audience Member] (1:49:55 - 1:49:55)

I've got the video.

[Adam Goff] (1:49:55 - 1:50:07)

Yeah, I don't. You know what happened on Wednesday about the mics. We don't have the film crew here, so I don't think we're going to have enough sound for her, the volume for her to be heard, unfortunately.

Do you know what I mean? Like the logistics have actually...

[Event Tech Support] (1:50:07 - 1:50:14)

No, but I can hear it on my table, though, or someone's table behind the table. But can they hear it? They can hear it on my laptop mic.

[Adam Goff] (1:50:14 - 1:50:50)

But will it be loud enough? So the table, it would be this table. So if...

Akash, how many more have you got on your table? Two, yeah. There's two left on every table, so it would be, yeah.

Otherwise, one table, we just have to watch it and everyone else be in the break. So I think it's going to be... It's a shame, man.

But it counts. Don't worry, it counts. Okay, ladies and gents.

Go on, groups.

[Event Host / Hype Voice / Transitional Comments] (1:51:11 - 1:51:12)

Woohoo! Best of luck.

[Adam Goff] (1:51:12 - 1:51:18)

Don't forget to give everyone a score. You're going to be voting very soon. Three, two, one.

[Event Staff] (2:01:19 - 2:01:20)

And that's time.

[Adam Goff] (2:01:43 - 2:02:49)

Fantastic. Well done, ladies and gents. Final speaker.

Take your marks. Best of luck.

[Event Host / Hype Voice / Transitional Comments] (2:03:29 - 2:03:30)

Thank you.

[Adam Goff] (2:03:30 - 2:04:01)

It doesn't like Max, does it? Okay, ladies and gents, we are ready to roll. Best of luck.

[Event Staff] (2:04:01 - 2:04:03)

Three, two, one.

[Adam Goff] (2:14:17 - 2:20:41)

Stay put. Don't go anywhere. Don't go anywhere.

Don't go anywhere. You've got to do some voting. Got to do some voting.

Okay, let's resume our seats, please. Just swing yourselves around. Swing yourselves around.

James, are you still presenting or are you done? Okay, we'll stop it there. Right, so can I have your attention, please?

Can you look at me? Can you look at me? Can you look at me?

Can you look at me? Let's all take a couple of breaths together. So just chill out.

Just breathe in. Breathe out. Breathe in.

Breathe out. Breathe in. Breathe out.

It's done. Yay! Sorted.

Put your feet up. Relax. Chill out.

I know you can't. Well, not six of you can't, anyway. So how was it?

Best ever? The deck is like leveled up, right? And was it just me?

Whole another level. Congratulations, everybody. Well done.

You've done it. Now is the time to look back over your notes, to check your scores, and to reflect on who you think has delivered the best presentation, perhaps in terms of the way they've delivered it, the practice they've put into it, how clearly they spoke, as well as the content. How clear are their goals?

How clear are their targets? Does it all fit together coherently? Was it exciting?

Did they tell a story? All of these things would factor into how I would vote for someone on strategy day. Which one touched you the most?

Which one do you remember? And which one were you just really impressed with? So we're going to put some music on.

We're going to give you 60 seconds to reflect, to review, and then to cast your votes using the QR code in the workbook. No talking, please, during this time. I will eject you.

Ashley, you're talking. Rupin, there's no need to talk about this. can we vote and put your phone down?

Serious stuff. Okay, good stuff. Right, fantastic.

Thank you for placing your votes. Well done, everybody. We're going to go to the break now.

Remember when I reset the bar on breaks, lunches, if you're going to talk to someone at the break, why not ask them about their year of? Like, what is your year of? What inspired you from your table?

Like, what's your year of? Did you learn about someone? Like, let's try and have high level conversations.

Once you've said hello, and you've done a hug, it's like, okay, cool. What did you pick up most from from session one? Yeah, what's the biggest thing for you this year?

What's going to be your award? What's going to be your challenge? Would you like to be told you're accountable to anything?

Let's have some really like higher value conversations. We can take those into lunch as well. So congratulations, everyone.

We'll be back in here. Please be in here for five to 12. Ready for session two.

Round of applause. Congratulations.

[Performer] (2:22:18 - 2:22:40)

Make me feel good. Make me feel nice. Give me your loving all through the night.

Make me feel good. Make me feel nice. Give me your loving all through the night.

[Performer] (2:23:29 - 2:24:17)

Make me feel good. Make me feel nice. Give me your loving all through the night.

Make our own rules, our own room. Nobody's here. Let them sell what they are selling, then nobody's here.

So gather all the rebels now, we'll rebel rounds and sing aloud. We don't care what they say, no way, no way. And we will leave the empty chest of those who say we can't see.

We make our breaks. We don't need your policies.

[Performer] (2:25:01 - 2:25:02)

Get it

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[Performer] (7:15 - 7:45)

Got to ride for something, got to die for something Say you only live once, well I keep it a hundred More money, more problems, keep on coming Try to never go back, but these niggas keep frontin' Right now, everything going right Pick a fuck up tonight, though Said nothing's impossible See me running through the city, no obstacles No option, told, one way to go I have waited on a miracle There ain't no miracles around here

[Background chorus / vocals] (7:47 - 7:56)

There ain't no miracles, I'm not afraid of the impossible There ain't impossible around here

[Event Host / Hype Voice / Transitional Comments] (8:00 - 8:24)

I ain't afraid, I'm already dead I just don't know where I'm going It's crazy how the devil gets us when we have the scent My hands already red, I lost so many men Heavy is the head that bears the crown that I'm wearing, man I was a loser just trying to fit in a letter, man But those were school days, I grew up now, I'm a letter man I never thought that a song I wrote in a minivan Would ever have the impact I'm reading inside these letters, man

[Performer] (8:24 - 8:53)

Big K.O.'s, I heard your story and felt the man Your voice inspires, I feel like I can do anything By the way, I sent you something from my brother Opened it up for Razorbell, he was a cutter, damn What if you were me in 2003? Rap was just a dream, back in jeans Burning black CDs to feed them to the street Once you let adversity hide you are a conformity guy You will realize everything you need's inside you, inside you There ain't no miracles, there ain't no miracles around here

[Background chorus / vocals] (8:56 - 9:17)

There ain't no miracles, I'm not afraid of the impossible There ain't impossible around here There ain't impossible I never waited on a miracle There ain't no miracles around here

[Audience Member] (9:54 - 9:56)

You know we finally here, right?

[Performer] (10:12 - 10:48)

It's Friday then, then, then, then I thought the hands of time would change me And I'd be over this by now, yeah It's been too long since we got crazy I'm lucky it's been an hour I'm counting down till Friday comes I'm gonna, I'm gonna do too much No, I'm all in my bag, that's clutch Feeling it, feeling it, feeling it Every Friday, Saturday, Sunday And this weekend all the way, yeah It's Friday then, then Saturday, Sunday What?

[Event Host / Hype Voice / Transitional Comments] (10:48 - 10:59)

It's Friday then, then Saturday, Sunday What? It's Friday then, then Saturday, Sunday What? It's Friday then, then Saturday, Sunday What?

[Performer] (11:07 - 11:30)

The lights I came for The lights I came for This could be bad for me Cause I want more Wanna feel the bass vibrating through the floor So keep it playing I'm on the wave And I'ma ride it all the way When it comes like

[Event Host / Hype Voice / Transitional Comments] (11:54 - 12:15)

It's Friday then, it's Sunday, Sunday 1, it's Friday then, it's Sunday, Sunday 1, it's Friday then, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and,

[Musical Performer] (13:30 - 16:04)

and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and and and I had a house , Oh, I can't get enough Ooh, you got me feeling like I wanna be that guy I wanna kiss your eyes I wanna drink that to smile I wanna feel like high Like my soul's on fire I wanna stay up all day and all night Yeah, you got me singing like Ooh, I love it when you do it like that Bend your toes up, give me the shivers Oh, baby, you wanna dance till the sunlight cracks And when they say the party's over Then we'll bring it right back And we'll say Ooh, I love it when you do it like that Bend your toes up, give me the shivers Oh, baby, you wanna dance till the sunlight cracks And when they say the party's over Then we'll bring it right back Baby, you burn so hot You make me shiver with the fire You got this thing you started I don't want it to stop You know you make me shiver Baby, you burn so hot You make me shiver with the fire You got this thing you started I don't want it to stop You know you make me shiver Yeah, you got me singing like Ooh, I love it when you do it like that Bend your toes up, give me the shivers Oh, baby, you wanna dance till the sunlight cracks And when they say the party's over Then we'll bring it right back Ooh, I love it when you do it like that Bend your toes up, give me the shivers Oh, baby, you wanna dance till the sunlight cracks And when they say the party's over Then we'll bring it right back

[Music Performer] (16:12 - 16:35)

Let's get down, let's get down to business Give you one more night, one more night to get this We've had a million, million nights just like this So let's get down, let's get down to business Mama, please don't worry about me Mama, about to let my heart speak

[Adam Goff] (16:36 - 16:38)

My friends and family

[Music Performer] (16:42 - 17:03)

Let's get down, let's get down to business Give you one more night, one more night to get this We've had a million, million nights just like this So let's get down, let's get down to business Let's get down, let's get down to business

[Backgorund Chrous] (17:03 - 17:15)

Give you one more night, one more night to get this We've had a million, million nights just like this So let's get down, let's get down to business

[Adam Goff] (17:32 - 18:00)

Ladies and gents, that's your one minute warning. Can you take your seats now please? 60 seconds So take your seats, get ready for a lift off in 60 seconds.

30 seconds ladies and gents, 30 seconds.

[Event Facilitator or Co-host] (18:14 - 19:08)

Just like this, so let's get down, let's get down Ladies and gentlemen, property entrepreneurs please clap your hands and give a huge round of applause and welcome to the stage Mr Adam Goss All right good morning, good morning, good morning, good morning Are we ready for today?

[Adam Goff] (19:09 - 29:30)

Nervous? No, no, yes I am, it's good wasn't it? Nice to see you all, well done, early start, early start, we'll let some stragglers be drifting in a second, don't worry about them.

Strategy day, this is where the rubber hits the road, this is where, this is separation season, this is where we get to see who's really got the metal, who's really done the work and who's going to execute and get results this year. So congratulations everyone being here early, ready to roll, let's give a round of applause for everyone that is here today, ready to smash it. Good stuff, workshop four, my second favourite workshop obviously behind the end of year, so super excited about today.

What you don't want to happen is your phone to go off during a presentation, so now is the queue to, we have actually got a credit card machine at the back now, because it's get up and give back season, so we can take payments off you literally without even knowing, so when you walk past Bianca it'll just be like the contactless, but then you know and you're over here and before you know we've hit our get up and give back target and no one have to do any walking or any charity or anything.

So yeah anyway, so that's very real and please do put those on silent now. Winter is here, autumn is over, the season of journals, of head in the clouds, of bigger picture is done. We've given it plenty of time, but it's time now to put it away and then focus on actually executing the plan.

So we've done what most people will never do, which is spend a significant amount of time on a strategy and we've crafted it and honed it and we've given you this specific bar and it's hard, right? Who found it quite hard doing these presentations? Right, we've raised the bar again, it's like specific targets, you know putting it in specific boxes, it's like it's challenging, but it's giving you clarity, you should have clarity now, we've solved clarity.

Now we've got to go and solve the other problems that you've identified in autumn through the year, so that's what winter is all about. Key sentiment for winter is if you work hard in winter you'll have an easy summer, you know you'll be sat here at the end of the year putting together your presentation will be a diddle, you know you'll be shouting from the rooftops about how great it's been because you'll have grafted now. You just get on with regular life after this and just think it's cruise control because it's winter and no one's really doing anything, you're going to be chasing your tail, you're going to be behind and you're going to be disappointed come the end of the year.

So have a hard summer, sorry a hard winter and have a very easy summer, don't do it the other way around, okay? That's the thing I want you to take with you. Did Siri have something, was that Siri, was it?

Did Siri have something to say? That's all right, it's all good. So today's format, okay, it's a familiar format, we're going to start with our strategy day presentations, you're going to be delivering them.

That's Siri, because I said hey Siri, oh my god, Siri shut up. Bella changed it to a different accent, I can't change it back, only 20, I'll take it, I thought it was going to be like 200, anyway. So session one, we'll be delivering those, then we'll be voting, right, for the winners from your table, they'll be the finalists in session three.

Session two, I'm going to share with you your secret weapon for winter, so I want you to be a productivity powerhouse this winter and I'm going to add another layer to that which will also be the 28-day challenge and then Dan and I are going to go head-to-head for our strategy day presentations. Happy days, yeah, nothing like having a baby, being up against someone who's having a baby, to really set the standard, okay, so wish me luck. And session three, obviously it's going to be our finalists on stage, the pick of the litter, the people that will be fighting it out for these coveted Property Entrepreneur Advanced Strategy Day awards.

Okay, so this is everyone's opportunity to be an award winner, everyone has this opportunity, so deliver a fantastic presentation, smile and wink at your neighbours, get them to vote for you, whatever it takes, and you could be on stage fighting it out. We've got some feversome award winners in the room, so it's going to be a hell of a day. So are we ready for today?

Good stuff, so first things first, first things first, how are we getting on with the Game of Four Quarters workbook? Who's loving it? Yeah, it's pocket-sized, it's open next to me, even though I've got it all in my asana, I still like it having just written on that book, it's kind of super simple, old school, there, it's like, look at it, it's nice, I like it anyway.

But the Game Changer season is underway, so if you open your workbooks, please open your workbooks the first few pages, and get out your phones and scan the QR code in the workbook where the Game of Four Quarters, I think it's page four or five, it's right at the start. I'm going to get Dex to put some music on now. I want you to go back, look at your Game of Four Quarters workbook, and I told you this was coming, and scan the QR code and record the score that you got for December on your 10 out of 10.

Record the score, so it's page, it's literally just on the inside cover, like page two, three, page three, there you go. Were you in Santa Smash? Did you record it in Santa Smash, what you got?

I think you did. Yeah, how did you do in December? What score did you get?

Scan the QR, put it in, and then put your phone down, please. So it's a score out of 10. It's zero actually, you're in the wrong room, man.

Good man, nice, I like that. Okay, once you've done it, phone's down, super quick. Okay, this is your next level of accountability.

Okay, all done, phone's down, well done, thank you. So you should have your Jan one should be live. Jan one should be live, it was in your homework, should be live, should be going, should be rocking and rolling.

We're already like almost two weeks into the month, right, so people should be there with it. And reminder for later, open mic, huge success in December, we'll be doing it again. So if you stood up on stage, and you committed to something that was for this month, we'll get you back up on stage, you can tell us how you've done.

Or if you want to celebrate a success that you've had, you can get up on stage and share that. Or if you just like some accountability for something you've committed to, which could be something from your presentation, of course, then use the opportunity to come on stage and do that. So that's an open invite.

It's going to be later on the day around lunchtime. Okay, so get ready, get prepped, get yourself psyched up. If you said you were going to do it, and now you're talking yourself out of it, like, you know, get yourself a couple of coffees in the break and get ready to rock and roll that.

So you can make use of that opportunity. Okay, we're into it. So the presentations, as I said, these are the awards we're playing for.

So let's just go through the rules. 10 minutes per presentation, there'll be a big timer behind me. So you'll be able to see where you're at.

Obviously, you can start your own stopwatch, etc, whatever you want to do on your table. We'll pick a team captain in a second for the table. And then they'll be in charge of letting me know you're ready to go.

We need a quick changeover, like just, you know, get yourself prepped, go around the table in a certain order. So you know who's next, get yourself ready. And it will be seamless and smooth.

If you look in your workbooks, you've got notes for every presenter, and we've also put a score at the top. So what you can do is you can make notes to learn, things that inspired you, key points, maybe something you know, you want to talk to them about later, at a later date, something in common, or you want to offer some feedback. And you can give them a score.

That's going to make it much easier at the end to pick your winner. So I suggest you give everyone a score. Obviously, you don't want to make it too obvious if they can see.

So you want to sort of like privacy screen it. You know, I'm just a joke. But okay, so we've got three awards.

We've got, we've got obviously the strategy day advanced award winner, and then we've got second and third is to play for. And at the end, we'll be voting. Okay, so at the end, we'll be voting.

Don't vote for yourself, vote for others. And then we'll get the winners up on stage afterwards. Any questions about today?

I was going to run logistics. Okay, cool. Team Captain?

Rufin? Team Captain? Ashley?

Team Captain? Graham? Thank you.

Team Captain? Chris? Steve?

Okay, nice one. 60 seconds to get ready. Which one are you going to go?

And who goes first? And then we'll kick us off and go live. Relax.

[Event Host / Hype Voice / Transitional Comments] (29:30 - 29:31)

Have fun.

[Adam Goff] (30:38 - 31:26)

Good luck, guys. Good luck. Good luck.

Good luck, everybody. Good luck, team. Good luck, guys.

This is cool. Love it. Love it.

Good luck. I just want to say good luck. Good luck.

Watch this one. Yeah, she's a feature. She's a previous winner.

So just... Yeah, yeah, yeah. Dark horses.

Yeah. Oh, guys, this is going to be so fun. This is going to be so fun, isn't it?

[Event Host / Hype Voice / Transitional Comments] (31:28 - 31:33)

He's excited. I love it.

[Adam Goff] (31:35 - 42:33)

I love it. Okay. Steve, ready?

Chris, ready? Steve, ready, yeah? Ready, Eduardo?

Ready? Ladies and gents. God, glad it is out again, isn't it?

One of my friends is the referee. Can you believe it? Really handsome.

He's really dark. He looks a bit like you, Eduardo. Dark, tall, handsome.

Contenders, are you ready? Three, two, one. Off you go.

Okay, we're all done? Nice. Nice.

Nice. Next presenter, get yourself in the seat, in the hot seat. Get ready, roll.

Nice. The brave souls that went first. Well done.

Yeah, I'd suggest having one seat maybe and just swapping the hot seat. It's quite good. Stand, sit wherever makes you feel comfortable.

[Audience Member] (43:01 - 43:03)

No problem. No problem.

[Adam Goff] (43:08 - 43:10)

Yeah, Rachel's a professional speaker, you know, so.

[Event Host / Hype Voice / Transitional Comments] (43:39 - 43:44)

Ready to roll? Okay.

[Event Staff] (43:45 - 43:46)

No worries. Don't worry. Okay.

[Adam Goff] (43:57 - 55:02)

Right, I think we'll get going. So, good luck. Second round of speakers.

Three, two, one. Off you go. Okay, well done.

Congratulations. Speaker two, done and dusted. Speaker three, make your way into the hot seat.

All right, David looks like he's ready. Martin's ready. Richie's ready.

Craig, you ready? Yep. Asian is almost ready.

[Audience Member] (55:27 - 55:29)

Thank you.

[Event Staff] (57:28 - 57:35)

Touch it. Don't touch it. Three, two, one.

Best of luck.

[Adam Goff] (1:07:36 - 1:09:22)

All right. Nice. Three down.

Next speaker, take your seats. Nicely done. All right.

Ab's almost ready.

[Event Host / Hype Voice / Transitional Comments] (1:09:22 - 1:09:35)

Table one, give us a go.

[Adam Goff] (1:09:36 - 1:09:47)

Emmett, are you first? Yeah. Everyone ready?

I think screens should be banned. I think bimmer and screens should be banned.

[Event Host / Hype Voice / Transitional Comments] (1:09:50 - 1:09:51)

Well, then we'll be here until Christmas.

[Adam Goff] (1:10:09 - 1:10:55)

Yes, Billy, you are doing a presentation. Fantastic timing. Look at that.

Look at that. It's honestly fun on a laptop. Okay, we're going to start now.

So best of luck. Next speakers.

[Event Staff] (1:10:56 - 1:10:59)

Three, two, one. Off you go.

[Adam Goff] (1:21:04 - 1:21:45)

Nice. Well done, everybody. Some really nice, heartfelt presentations.

I'll tell you what, Chris, are you having a toilet break? Let's have a two-minute toilet break. Only if you need the bathroom, please leave.

No tea and coffee. No tea and coffee. No nonsense.

No shenanigans. Lock the tea and coffee away. All right.

Toilet break, toilet break.

[Performer] (1:22:15 - 1:22:31)

This is how we dance. No mistaking. We make our breaks.

If you don't like our 808s, then leave us alone because we don't need your policies. We have no apologies for being the time you ever want.

[Event Host / Hype Voice / Transitional Comments] (1:22:47 - 1:22:50)

Find me where the wild things are.

[Performer] (1:23:09 - 1:23:45)

So don't get it mixed up. It's been my story. It's never switched up.

And I never pissed off the world. And I got my shots. Say I'm too well, did my own thing.

Late nights with the music too loud. I made it this far. So if you don't like me, because I'm in there.

I was raised in the land. We're a little different as far as I'm doing me. Don't mind me.

Only one time. I'm going to tell you kindly. Please stop.

I don't need you by me. But if you search, you know where to find me.

[Performer] (1:24:10 - 1:24:22)

If you don't like our 808s, then leave us alone because we don't need your policies. We have no apologies for being the time you ever want.

[Performer] (1:25:28 - 1:25:53)

Take a seat. Right over there. Sat on the stairs.

Stay or leave. The cabinets are bare and I'm unaware of just how we got into this mess. Got so aggressive.

I know we meant all good intentions. So pull me closer. Why don't you pull me close?

Why don't you come on over? I can't just let you go.

[Music Performer] (1:25:53 - 1:26:13)

Oh, baby. Why don't you just meet me in the middle? I'm losing my mind just a little.

So why don't you just meet me in the middle? In the middle. Oh, baby.

[Adam Goff] (1:26:31 - 1:26:41)

Take a step. Okay. Next week.

Best of luck.

[Event Staff] (1:26:41 - 1:37:36)

Three, two, one. Off you go. Okay.

Next week.

[Adam Goff] (1:37:38 - 1:37:45)

Next week. What number speaker are you? Do you know?

[Event Host / Hype Voice / Transitional Comments] (1:37:46 - 1:37:49)

One left? Two left.

[Adam Goff] (1:37:50 - 1:37:53)

How many left on your table? Two?

[Event Host / Hype Voice / Transitional Comments] (1:37:54 - 1:38:18)

Three? Three? Three left?

Three? Okay. You've been nervous, Chris.

[Adam Goff] (1:38:22 - 1:38:51)

Ready to roll? Oh, not this screen again. Honestly.

No. No, the screen's banned. Did you not?

You can't vote. If anyone uses the screen, you cannot vote for them. Looking good, ladies and gents.

Best of luck.

[Event Staff] (1:38:52 - 1:49:06)

Three, two, one. Let's go. Okay.

[Adam Goff] (1:49:14 - 1:49:15)

Ladies and gents, that's it.

[Event Facilitator or Co-host] (1:49:15 - 1:49:16)

Next speaker.

[Adam Goff] (1:49:16 - 1:49:54)

Penultimate speaker. Two to go. It's like an F1 pit stop on this table.

It's the Williams team. This is definitely not Red Bull. It is Williams.

Even you know it's funny, don't you? It was funny. That was funny.

I know. I spoke to Bianca.

[Audience Member] (1:49:55 - 1:49:55)

I've got the video.

[Adam Goff] (1:49:55 - 1:50:07)

Yeah, I don't. You know what happened on Wednesday about the mics. We don't have the film crew here, so I don't think we're going to have enough sound for her, the volume for her to be heard, unfortunately.

Do you know what I mean? Like the logistics have actually...

[Event Tech Support] (1:50:07 - 1:50:14)

No, but I can hear it on my table, though, or someone's table behind the table. But can they hear it? They can hear it on my laptop mic.

[Adam Goff] (1:50:14 - 1:50:50)

But will it be loud enough? So the table, it would be this table. So if...

Akash, how many more have you got on your table? Two, yeah. There's two left on every table, so it would be, yeah.

Otherwise, one table, we just have to watch it and everyone else be in the break. So I think it's going to be... It's a shame, man.

But it counts. Don't worry, it counts. Okay, ladies and gents.

Go on, groups.

[Event Host / Hype Voice / Transitional Comments] (1:51:11 - 1:51:12)

Woohoo! Best of luck.

[Adam Goff] (1:51:12 - 1:51:18)

Don't forget to give everyone a score. You're going to be voting very soon. Three, two, one.

[Event Staff] (2:01:19 - 2:01:20)

And that's time.

[Adam Goff] (2:01:43 - 2:02:49)

Fantastic. Well done, ladies and gents. Final speaker.

Take your marks. Best of luck.

[Event Host / Hype Voice / Transitional Comments] (2:03:29 - 2:03:30)

Thank you.

[Adam Goff] (2:03:30 - 2:04:01)

It doesn't like Max, does it? Okay, ladies and gents, we are ready to roll. Best of luck.

[Event Staff] (2:04:01 - 2:04:03)

Three, two, one.

[Adam Goff] (2:14:17 - 2:20:41)

Stay put. Don't go anywhere. Don't go anywhere.

Don't go anywhere. You've got to do some voting. Got to do some voting.

Okay, let's resume our seats, please. Just swing yourselves around. Swing yourselves around.

James, are you still presenting or are you done? Okay, we'll stop it there. Right, so can I have your attention, please?

Can you look at me? Can you look at me? Can you look at me?

Can you look at me? Let's all take a couple of breaths together. So just chill out.

Just breathe in. Breathe out. Breathe in.

Breathe out. Breathe in. Breathe out.

It's done. Yay! Sorted.

Put your feet up. Relax. Chill out.

I know you can't. Well, not six of you can't, anyway. So how was it?

Best ever? The deck is like leveled up, right? And was it just me?

Whole another level. Congratulations, everybody. Well done.

You've done it. Now is the time to look back over your notes, to check your scores, and to reflect on who you think has delivered the best presentation, perhaps in terms of the way they've delivered it, the practice they've put into it, how clearly they spoke, as well as the content. How clear are their goals?

How clear are their targets? Does it all fit together coherently? Was it exciting?

Did they tell a story? All of these things would factor into how I would vote for someone on strategy day. Which one touched you the most?

Which one do you remember? And which one were you just really impressed with? So we're going to put some music on.

We're going to give you 60 seconds to reflect, to review, and then to cast your votes using the QR code in the workbook. No talking, please, during this time. I will eject you.

Ashley, you're talking. Rupin, there's no need to talk about this. can we vote and put your phone down?

Serious stuff. Okay, good stuff. Right, fantastic.

Thank you for placing your votes. Well done, everybody. We're going to go to the break now.

Remember when I reset the bar on breaks, lunches, if you're going to talk to someone at the break, why not ask them about their year of? Like, what is your year of? What inspired you from your table?

Like, what's your year of? Did you learn about someone? Like, let's try and have high level conversations.

Once you've said hello, and you've done a hug, it's like, okay, cool. What did you pick up most from from session one? Yeah, what's the biggest thing for you this year?

What's going to be your award? What's going to be your challenge? Would you like to be told you're accountable to anything?

Let's have some really like higher value conversations. We can take those into lunch as well. So congratulations, everyone.

We'll be back in here. Please be in here for five to 12. Ready for session two.

Round of applause. Congratulations.

[Performer] (2:22:18 - 2:22:40)

Make me feel good. Make me feel nice. Give me your loving all through the night.

Make me feel good. Make me feel nice. Give me your loving all through the night.

[Performer] (2:23:29 - 2:24:17)

Make me feel good. Make me feel nice. Give me your loving all through the night.

Make our own rules, our own room. Nobody's here. Let them sell what they are selling, then nobody's here.

So gather all the rebels now, we'll rebel rounds and sing aloud. We don't care what they say, no way, no way. And we will leave the empty chest of those who say we can't see.

We make our breaks. We don't need your policies.

[Performer] (2:25:01 - 2:25:02)

Get it

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session 2\_Transcription

[Background announcer] (0:00 - 0:06)

I'm about to go. Try to say I'm too wild. Did my own thing, said, uh, to the cool crowd.

[Performer] (0:06 - 0:28)

Late nights with the music too loud. I made it this far, and I'm honestly too proud. So if you don't like me, because I'm a narrow crowd, I might be.

I was raised in the land of hyphy. The world look different as far as I see. I'm doing me, don't mind me.

Only one time, I'm going to tell you kindly. Please, uh, thought, I don't need you by me. But if you search, you know where to find me.

[Background Music Artist] (0:29 - 1:18)

I lose my balance on these eggshells You tell me to tread I'd rather be a wild one instead Don't wanna hang around the inner crowds The cool kids aren't cool to me They're not cooler than we are We brought our drum and this is how we dance No mistaking, we make our breaks If you don't like our 808 Leave us alone, cause we don't need your policies We have no apologies for being Find me where the wild can go Oh my, we'll be alright Don't mind us here Find me where the wild can go Oh my, we'll be just fine

[Music Chorus Performer] (1:39 - 1:45)

Find me where the wild can go Oh my, we'll be alright

[Background Music Artist] (1:46 - 4:58)

Don't mind us here Find me where the wild can go Oh my, we'll be just fine Find me where the wild can go Take a seat Right over there, sat on the stairs Stay or leave The cabinets are bare and I'm unaware Just how we got into this mess, got so aggressive.

I know we meant all good intentions. So pull me closer. Why don't you pull me close?

Why don't you come on over? I can't just let you go. Oh, baby.

Why don't you just meet me in the middle? I'm losing my mind just a little. So why don't you just meet me in the middle?

In the middle. Baby, just meet me in the middle. Take a step back for a minute.

Into the kitchen, floors are wet. And taps are still running, dishes are broken. How did we get into this mess, got so aggressive?

I know we meant all good intentions. So pull me closer. Why don't you pull me close?

Why don't you come on over? I can't just let you go. Oh, baby.

Why don't you just meet me in the middle? I'm losing my mind just a little. So why don't you just meet me in the middle?

Looking at you, I can't lie. Just pouring out admission, regardless of my objection. Oh.

And it's not about my pride. I need you on my skin. Just come over, pull me in.

Just. Oh, baby. Why don't you just meet me in the middle?

I'm losing my mind just a little. So why don't you just meet me in the middle? In the middle.

Oh, no, no, baby. Why don't you just meet me in the middle? Oh, yeah.

I'm losing my mind just a little. So why don't you just meet me in the middle? Oh, in the middle.

Baby. Why don't you just meet me in the middle, baby?

[Music Performer] (5:18 - 7:05)

I come back to the places where we found us. Ah. We're somewhere in a place between love and lust.

Ah. And I could go anywhere. Anywhere is home.

Yeah, I could go anywhere and never feel alone. Ah. I come back to the places where we found us.

Yeah. When I'm not with you, I'm not me. Nothing ever feels good.

When I'm not with you, I'm not in control of what I do. It's not me. When I'm not with you, I'm not me.

Nothing ever feels good. When I'm not with you, I'm not in control of what I do. It's not me.

When I'm not with you, I'm not me. When I'm not with you, I'm not me. Nothing ever feels good.

It's not me. When I'm not with you. Oh, I come back to the places that we found us Control of what I do

[Background Music Artist] (7:05 - 7:12)

It's not me when I'm not with you I'm not me, oh

[Music Chorus Performer] (7:12 - 7:33)

Nothing ever feels good when I'm not with you I'm not in control of what I do It's not me when I'm not with you When I'm not with you

[Background Music Artist] (7:37 - 7:41)

It's not me when I'm not with you

[Spoken verse] (8:30 - 8:54)

It's you and your world and I'm caught in the middle I cut the edge of the knife and it hurts just a little And I know, and I know, and I know, and I know that I can't be your friend Here's my head and my heart and I'm caught in the middle My hands are tied but not tied enough You're the high that I can't give up

[Background Music Artist] (8:54 - 9:05)

Oh Lord, here we go I might hate myself tomorrow But I'm on my way tonight At the bottom of the bottle

[Spoken verse] (9:05 - 9:07)

You're the poison and the wine

[Background Music Artist] (9:07 - 9:22)

And I know I can't change you And I, I won't change I might hate myself tomorrow But I'm on my way tonight Let's be lonely together A little less lonely together

[Spoken verse] (9:36 - 10:02)

Eyes always shine and it feels like the first time Before the rush to my blood was too much and we flatlined And I know, and I know, and I know, and I know just how this ends Now I'm all messed up and it feels like the first time My hands are tied but not tied enough You're the high that I can't give up Oh Lord, here we go

[Background Music Artist] (10:03 - 10:28)

I might hate myself tomorrow But I'm on my way tonight At the bottom of the bottle You're the poison and the wine And I know I can't change you And I, I won't change I might hate myself tomorrow But I'm on my way tonight Let's be lonely together A little less lonely together

[Spoken verse] (10:40 - 10:46)

My hands are tied but not tied enough You're the high that I can't give up

[Background Music Artist] (10:46 - 10:52)

Oh Lord, here we go I might hate myself tomorrow

[Spoken verse] (10:52 - 11:04)

But I'm on my way tonight At the bottom of the bottle You're the poison and the wine And I know I can't change you And I, I won't change

[Background Music Artist] (11:04 - 11:50)

I might hate myself tomorrow But I'm on my way tonight Let's be lonely together A little less lonely Me too, we can do it all night No one else will do Like it was the first time You got me feeling something's true You, you

[Background Music] (11:51 - 12:44)

Got me feeling more than I knew You, if you want me to We can, like it was the first time

[Background Music Artist] (12:44 - 12:58)

If you want me to We can do it all night No one else will do Like it was the first time

[Attendee] (12:58 - 13:11)

You got me feeling something's true You, you Waited on a miracle

[Background Music Artist] (13:11 - 13:15)

There ain't no miracles around here

[Attendee] (13:15 - 13:18)

There ain't no miracles, no miracles

[Background Music Artist] (13:18 - 13:26)

There ain't no miracles I'm not afraid to be impossible There ain't impossible around here

[Attendee] (13:26 - 13:55)

There ain't impossible, impossible There ain't impossible, no Knowing shit has gotta change One day it'll never be the same Just look into my heart, you can see the grind Look into my eyes, you can see the pain Paint a perfect picture where I came from Some nights when I thought I wouldn't see the sun The sun raised up Waited on a miracle Impossible

[Music Chorus Performer] (13:56 - 14:06)

There ain't impossible around here There ain't impossible, impossible There ain't impossible Waited on a miracle

[Performer] (14:40 - 14:55)

Waited on a miracle You know we finally here, right? It's Friday then Then Saturday, Sunday

[Music Chorus Performer] (14:55 - 15:05)

It's Friday again Then Saturday, Sunday It's Friday again Then Saturday, Sunday It's Friday again

[Event music] (15:05 - 15:39)

Then Saturday, Sunday It's Friday again I thought the hands of time would change me, and I'd be over this by now, yeah, it's been too long since we got crazy, I'm lucky it's been an hour, I'm counting down till Friday comes, I'm gonna, I'm gonna do too much, know I'm all in my bag that's clutch, feeling it, feeling it, feeling it, every Friday, Saturday, Sunday, and this weekend on a wave, yeah, it's

[Music Chorus Performer] (15:39 - 15:46)

Friday then, it's Saturday, Sunday, what? It's Friday then, it's Saturday, Sunday, what?

[Background Music] (18:24 - 21:22)

It's Friday then, it's Saturday, Sunday, what? It's Friday then, it's Saturday, Sunday, what? It's Friday then, it's Saturday, Sunday, what?

It's Friday then, it's Saturday, Sunday, what? It's Friday then, it's Saturday, Sunday, what? It's Friday then, it's Saturday, Sunday, what?

It's Friday then, it's Saturday, Sunday, what? It's Friday then, it's Saturday, Sunday, what? It's Friday then, it's Saturday, Sunday, what?

It's Friday then, it's Saturday, Sunday, what? It's Friday then, it's Saturday, Sunday, what? It's Friday then, it's Saturday, Sunday, what?

It's Friday then, it's Saturday, Sunday, what? It's Friday then, it's Saturday, Sunday, what? It's Friday then, it's Saturday, Sunday, what?

It's Friday then, it's Saturday, Sunday, what? It's Friday then, it's Saturday, Sunday, what? It's Friday then, it's Saturday, Sunday, what?

It's Friday then, it's Saturday, what? It's Friday then, it's Saturday, what? It's Friday then, it's Saturday, what?

It's Friday then, it's Saturday, what? It's Friday then, it's Saturday, what? It's Friday then, it's Saturday, what?

It's Friday then, it's Saturday, what? It's Friday then, it's Saturday, what? It's Friday then, it's Saturday, what?

It's Friday then, it's Saturday, what? It's Friday then, it's Saturday, what? It's Friday then, it's Saturday, what?

It's Friday then, it's Saturday, what? It's Friday then, it's Saturday, what? It's Friday then, it's Saturday, what?

It's Friday then, it's Saturday, what? It's Friday then, it's Saturday, what? It's Friday then, it's Saturday, what?

It's Friday then, it's Saturday, what it's Friday then, it's Saturday, what?

[MC] (21:23 - 21:25)

It's Friday then, it's Saturday, what?

[Transition MC / Music segue] (21:25 - 21:25)

It's Friday

[MC] (21:27 - 21:57)

I'm about to let my heart speak, my friends keep telling me to leave this, so let's get down, let's get down to business, let's get down, let's get down to business, I'll give you one more night, one more night to get this, we've had a million, million nights just like this, so let's get down, let's get down to business, let's get down, let's get down to

[Chorus/Music performer] (21:57 - 22:11)

business, I'll give you one more night, one more night to get this, we've had a million, million nights just like this, so let's get down, let's get down to business, back and

[MC] (22:11 - 22:28)

forth, back and forth, the bullshit, I was sad before, I don't mean it, it's been a while since I had your attention, so in my heart you're in it, all right ladies and gents that's your one

[Adam Goff] (22:28 - 22:43)

minute warning, one minute if you want to finish up those conversations, want to make your way over to your seats because we're going to be live on stage in one minute, now is the time to get yourself back in your seats, 60 seconds ladies and gents, 60 seconds,

[Transition MC / Music segue] (22:43 - 22:54)

we can't leave them, that's your 30 second warning ladies and gents,

[Adam Goff] (22:54 - 22:57)

30 seconds, take your seats please, take your seats,

[MC] (23:08 - 23:13)

it's just like this, so let's get down, let's get down to business,

[Chorus/Music performer] (23:25 - 23:29)

so let's get down, let's get down to business,

[Event Staff / Announcer] (23:29 - 23:51)

ladies and gentlemen, property entrepreneurs, please clap your hands and give a huge round of applause and welcome to the stage, Mr Adam Garth.

[Adam Goff] (24:00 - 24:20)

So in fact my slides aren't synced, if you want to help me out there that would be great, welcome back, welcome board members to the room, okay so we've got a bit more space now, so if some people are a bit crowded, maybe on this table, want to maybe move over, there's a little bit of space, these guys, you guys, it's like Hong Kong over here,

[Event Host] (24:20 - 24:29)

right you're living on top of each other, have a bit of space, get a bit of space, some people go over there, all right it's not New Delhi, all right this is Birmingham, okay,

[Adam Goff] (24:49 - 27:12)

you can't sit here, we're oversubscribed, couple more seats here if anyone wants a bit of space, okay ladies and gents, you know what's coming up, you know what's coming up, it's not my rendition of Frank Sinatra, you'll be pleased to know, but it is the open mic, so get yourselves ready, get yourselves prepped, a little couple of announcements, so Supper Club, we've put on an extra, they did sell out for the year which was fantastic news and we did put on an extra Supper Club in Feb, so Tuesday the 6th of Feb and there is one place actually available, I think it says two in the workbook, so if someone is local and would like to join us on the Tuesday evenings round table, please there's a kiosk in your workbook, take the slot, go and see Bianca, get it sorted, Private Dining, let me just announce who's on for Private Dining with me, Amit, Tony Rigby, Chris Chadwick, Roberto, Sarah Rappley, John Whitworth and Sarah Lloyd, and then with Dan it's Billy Turriff, Chris Dornan, Eduardo, Finn and Shayna, you noticed how I did the accents, that was really good wasn't it, getting better at this stuff. Okay, last but not least, I have another announcement to make, so unfortunately one of the board members had to pull out for personal reasons this year, but we did have someone on the shortlist and he was more than happy to step into the fold, so I'd like everyone to join me in saying congratulations to Tej Gill, who is our newest board member for 2024. Badging me and badging me and okay, finally, you know, it's an absolutely fantastic addition to the board Tej, I'm sure you're gonna have an amazing time, are they looking after you?

There's no bullying, there's no board bullying going on? Oh you haven't done the initiation yet? Oh that's later, yeah, that's later, that's later, that's later, all good, so that's nice, I'm really happy for Tej, yeah, very happy for Tej indeed.

So it's open mic time, so ladies and gents, I gave you the warning before the break, for those people that want accountability or they just want to share a success, please start making your way to the stage, we'll give everyone a round of applause, people that are coming up, come and stand over there in a nice line, this is your opportunity to put your head above the parapet, nice, love it,

[Event Host] (27:16 - 27:24)

excellent, excellent, anyone else, feel free to join as we go, board members, you know, don't be stoned, it's not just masterminders who can do this, you know, the board members are

[Adam Goff] (27:24 - 27:45)

allowed to do it too, so right, what we're going to do, so Bianca's going to be taking notes, if you want some accountability, tell us the date by or when you'd like it, Bianca's going to be transcribing this, so it's going to be etched in stone, okay, so this is your ability to accountability, so first up, Anthony Carter, let's go!

[Casey] (27:51 - 28:33)

It's afternoon, afternoon, I've been on a bit of a journey since I joined Proposantione, one of the big takeaways is getting into reading, a few of you probably know that, I've got a couple of recommendations, if you haven't, they might have been recommended in the book club on the app, so buy back your time, I think it's a brilliant book, I took a lot from that, listened to it a couple of times and still going, I think Graham recommended it, cheers for that, and the surrender experiments, I couldn't put it down, I read it from front to back in three days, which is amazing for me to read something like that, so I've got questions, if anyone's got any more books they'd like to recommend, please put them in the group, like I say, I'm on a journey with it and it's been amazing, thank you.

[Event Host] (28:33 - 28:41)

Most well answered, let's give a big hand, well done, thank you, let's give Casey a big hand ladies and gents, Casey's up next.

[Attendee] (28:46 - 29:50)

Hello, as many of you know, this is my year of 50, I turn 50 soon, and this year I've actually challenged myself, I've got a lot of like 50 related challenges, and this year my big challenge is to give gifts, not to myself, to others every day for the 50 days before my 50th birthday. I do have a list of 50, I'm open to ideas and suggestions, so please feel free to share them with me, but this is what I'm going to do, I start on February 5th and every single day it will be a gift of my time, a gift that, you know, somebody I've been paying attention to, something somebody needs or I feel like they'll enjoy, just random acts of kindness, anything. I am going to, this is my like accountability because I don't do social media, be posting on social media, so please call me out on that and give me some suggestions, thank you.

[Adam Goff] (29:50 - 30:08)

Absolutely, well done Casey, well done. So I've got my Christmas list, I'll send it over to you, so that's absolutely fine, so yeah, and she's also losing 50 pounds before she's 50 as well, as if that wasn't big enough, so congratulations. Umesh, let's give Umesh a hand, slow, it's good, love it.

[Umesh] (30:10 - 30:40)

So as a child I was bullied quite a bit and I think I put on loads of weight and I lost a lot of confidence and I'm getting that confidence back, so I'm very, very grateful that I did not apply for the board this year because I couldn't stand to be bullied again. One thing I am doing is I've said 90 kilos and one size by June, so that is one of my big targets, I've always yo-yoed and done these little cheats but now it's, it's game.

[Adam Goff] (30:40 - 30:41)

And where did you start and where are you now?

[Umesh] (30:42 - 30:46)

So started at 104, I'm at 96.3 now.

[Event Host] (30:47 - 30:57)

Amazing, well done Umesh, we'll hold you accountable, by June, well done, by June Bianca. Let's give Finn a big hand, ladies and gents, welcome Finn.

[Finn] (31:00 - 31:30)

This is a win, so as some of you know for the past almost year really, I've been trying to four houses, it's been a challenging number of ways, fires, building control issues, different bridging loans, all sorts, but finally with about 10 minutes to spare before the deal fell through, on the day before everyone broke up for Christmas, we completed, so yeah, 20 years old I purchased about £700,000 worth of property, which is kind of a massive achievement and

[Event Host] (31:30 - 31:36)

massive struggle, so yeah, congratulations Finn, congratulations.

[Suzanne Elsie] (31:39 - 32:18)

Suzanne, let's go. Afternoon everybody, my name is Suzanne Elsie, can't even say my name, and my background is interior design and then we moved into property with Craig four years ago. I've been asked by lots of trades people how we've done that, they want to do it and we started our masterclass thanks to Supper Club last year, and that's going really, really well, and so we are starting our podcast to help me overcome the dislike of my voice and how I look, and that's going to be going out on social media.

We've committed to 52, so one a week, so if you can share, I would love that please, thank you.

[Event Host] (32:19 - 32:21)

Absolutely Suzanne, well done, congratulations.

[Shanie Miller] (32:22 - 32:45)

Hi, my name's Shanie Miller, so mine is a win, so as some of you know on the table earlier, I have had Bupa health checks every year for the last five years, and there's been more on a negative side of things. This year, for the first time, my cholesterol went from the red into the green.

[Attendee] (32:54 - 33:53)

Hi, good afternoon everybody, I'm Will Hodgson, I think most people know me here. First of all, one of my things is to talk more, and I just want to tell you about a win, it's a lifetime win, it's a real goal that I've worked on since I was 18 and a half. I loved grand designs and I wanted to build my own house from scratch, always had a modest income, but always bought the best worst house in the best areas, and I've done them up, and I've done them up, and then I bought about eight years ago this massive rambling derelict house, which I did up literally stone by stone myself.

We've now managed to get planning for another six-bedroom house on the other half of the plot. I've sold the main house, that should exchange today or on Monday, and the planning is right on the cusp, and I believe I'll get it today. Congratulations, that's amazing mate, well done, congrats, congratulations man.

[Event Host] (33:54 - 33:55)

Good to see you, let's go.

[Performer] (34:06 - 34:17)

Chris and I are expanding our self-storage business and we're buying an ex-Argos building on Torquay High Street that Tej owns, and we've both got a good deal on sale and a purchase.

[Attendee] (34:18 - 34:30)

So I'll put it in the circle app, so the power of the community, I'll put in the circle app, he said he was interested, and within, what, four weeks from that message to agreeing a deal, and it was really easy negotiation, so one of us got screwed, we don't know which one it is.

[Event Host] (34:35 - 34:39)

Fantastic, well done lads, that's awesome, fantastic, wow.

[Akash] (34:44 - 35:18)

Akash, the stage is yours. Hey everyone, so as we look to 2024, I think it's good to look back at what you've achieved, and I'm looking back at what I've achieved here at PE, so from concept to reality, this black box, a lot of you have seen me draft it, Dan helped me put the social media plan together, Adam fed back on it, the Val has been so supportive, Billy's put input on it, so it's a win, but it's also a big, big thank you to the PE community and everyone coming together to help me create this, so thank you very much. Congratulations man, well done.

[Event Host] (35:19 - 35:24)

Anyone else? Anyone else? Billy, are you coming up?

[Adam Goff] (35:25 - 40:26)

Oh no, I thought, oh I've just dropped something, oh what a shame, all right, okay. Guys, that was absolutely fantastic, all right, what amazing, awesome, amazing wins, a bit of accountability, so yeah, use it, it's like such a great tool, so fun, I know some of those people, certainly for the mastermind, one of their goals is just to do more public speaking, put themselves out there a little bit more, it's not so much what you say, it's just coming up and having a bit of, you know, professional development, so let's give everyone a round of applause again, because I thought that was really nice, that was really nice. Where's Craig?

Where's Craig? Oh, see, he didn't come up, didn't come up, but I did want to share something, so Craig's, yeah, actually now, I don't want to necessarily ruin it for you, Craig, but this, I think is so cool, and Craig's actually built his own financial fortress, physical financial fortress, so he said his wife didn't really understand what he was talking about, it was about properties, it was all very pie in the sky, and look, Craig's built this physically, I think it's very cool, world-class, never seen it before, I think we should all, I've asked him if he'll start commissioning them for us, so we could all have our own ones, so there's Craig, a massive round of applause for this, Craig, so this deserves a special shout out, very, very cool, he can tell you all about it, so moving on, as I said, we're now into winter, all right, it's time to put the journals down, and it's time to get our execution hat on, and winter, before this craziness of championship season, is really where we do a lot of on the business work, if you think you've been working on your life right now, and on the business, but it's been very much high-level strategic, now you've got to start putting in the systems, and making sure you've got what you need to deliver the results you want, come championship season, so I talked about hard winter, easy summer, again, another mantra for you is like, all I've got to do is work really hard these 12 weeks, putting everything I need in place, getting right ahead of the game, like literally forecasting what you think your business is going to need, and then you can enjoy it for the next 12 months, before winter comes along again, so think of it like that, the message I really want to get across today is that really you've got to change gears now, and it's from the cave into prime time, into work, into building out the business that you've now designed and committed to actually go and deliver, the way you're going to do this is with prime time, prime time 60 to 90 minutes in the morning, I covered it last time, I'm not going to cover it again, everybody should know what prime time is, it's you bringing the best version of yourself to the highest value work you can do in the business, it is not you trying to build that system at 4pm on a Friday when you're tired, burnt out and you haven't got any energy, it's you getting up early, it's having your meditation or your green tea or your coffee or whatever it is that gets you going and it's sitting down and saying I've got to build this, this is the business of the future that I'm building, this I called one of your secret weapons for winter, but there is another secret weapon for winter and it's been my trump card for the last decade and it is time tracking, time tracking is fundamental in your productivity, not only is it an amazing way to get things done, it's a fantastic way to track where the most valuable asset we have is going and by gamifying work, by having yourself on a timer, you will guarantee to get more productivity, so what I want to do is run through this very important asset, it's going to be a 28 day challenge so that everyone is set up and by the end of this session it will be so easy to do and for those people that have been resisting it, you're going to trust me and you're going to do it and for those people that have already done it, you're going to be reminded of why it's important and just make sure you can't take it up to another level before we go into this productivity season.

Before I start though, because this is the main reason why I did time tracking, who here would like to potentially fire themselves from their business, they don't have to work in their business, who would like to do that? Everybody. Okay, this is how I did it, this is how I did it, this is why it's so important and it's so important to me.

So why would we time track? When I say time tracking, be really honest, I say I'm going to get you to do time tracking, what does everyone think? What does, hang on, hang on, what comes to mind like, what comes to mind when you think of time tracking?

Be honest. I ain't got time for that. You ain't got time for that, I like that, that's good, that's good, that's good.

Rupin, what do you think when you think of time tracking? Oh, good catch, my friend. Productivity.

Oh, you think of productivity, okay. Does anyone else have anything negative to say about time tracking? Like if I said to you I want you to track your time, what does everyone think of?

You might forget, yeah. Another thing to do, I'm too busy, Will.

[Crowd voice] (40:28 - 40:31)

The police are following you?

[Adam Goff] (40:31 - 44:14)

Yeah, the boss. The boss, right, exactly, the boss, yeah, domineering. Anyone ever think it's a bit restrictive?

It's not why they became an entrepreneur, is it? To track their time? No?

Yeah, boring? Anyone think it's maybe boring? All right, this is how I feel about time, when someone said to me, you're going to track your time, I said you must be joking, you know, it's like, it sounds almost like dictatorial, you know, it's something like Saddam Hussein would get his team to do, do you know what I mean?

It's quite aggressive, isn't it? So I want to track everything, you know, it's like, it's not where we want to be, it's not where we see our lives as entrepreneurs, but actually, it sets us free. So the why for me is, first of all, is productivity.

Okay, you will become more productive. It's like tracking your weight on a scales, inevitably, for the first couple of weeks, your weight is going to go down. As soon as you make it visible, your productivity will go up.

It's a game. You start that clock, you're playing a little game with your brain. It's like, right, well, how quickly can I get that task done?

I'm on the clock, someone is watching. So we need, we sort of need someone, like Will said, the boss looking over us, it's a bit like that. Now you've got someone, something to hold you accountable.

The second point is the visibility point, is how can you possibly hope to have more time to buy yourself from your business, if you're not actually tracking where your work goes? But genuinely, you can't manage what you don't measure, right? So therefore, if time is our most valuable asset, and we don't have enough of it, we need to see where it's going.

And when we see where it's going, then we can start delegating it to our team. But if we don't have any real records, we really don't have anywhere to start. And that's why we just go round and round and round and we don't get anywhere with this stuff.

Thirdly, time is the only asset we cannot ever get back. We literally cannot get this thing back. It is the most important thing, the gift we were given.

And every day, it's just going, you know, it's not stopping, and it's not coming back. So why wouldn't we put some energy into you think, oh, it's just another thing. I haven't, you know, I haven't got time for that.

You haven't got time not to do it. All right, because this is this is the only thing that matters. I saw a really funny thing on Instagram the other day.

I see lots of funny things on Instagram. But one of the funny things I saw was a guy asked someone if they would, he said, if I gave you $10 million, would you accept it? And he said, Well, yeah.

And he said, Okay, but the deal is you can have $10 million, but you die in two days. Would you still accept it? He said, No, there's no price on another day's life, is there?

There's absolutely no price. So that's how valuable time is. So I hope I got that across to you.

Also, the reason why time tracking is important as an entrepreneur is because it can help your team out. If you've got a team member who's super busy overload, they're coming to you boss, you know, Akash, Kev are too busy. How do you solve that problem?

But how do you start to solve that problem where you start to get them to track their time to see what they're doing? And you go, Oh, you're still, you're still checking that, that thing, like for an hour every Monday, why are you doing that? And they say, you asked me to do that two years ago, I've been doing it ever since.

Oh, yeah, we don't need that anymore. You know, it's like, how do you have visibility on what your team are doing? If you know, if they can't track their time, so once you master it, you can do it with your team.

And lastly, I think another reason why it's important to me is because, and this is probably the big one, is because we all should want to increase our hourly rate every year. Do we agree? Do we agree?

Do we agree? Only three people want to raise their hourly rate? Yeah.

Every year, we want to get more that more like highly valuable, highly, highly, highly leveraged, right? So how do you possibly work out your hourly rate if you don't know how many hours you've worked? Can someone answer that question to me?

[Umesh] (44:16 - 44:16)

Make it up.

[Adam Goff] (44:17 - 49:21)

You can just make it up. You make it up. So it's very easy for me.

I just work out how much I've earned that year in cash flow, profit and assets, and I divide it by the amount of hours I've worked on my toggle. There's my hourly rate. And if I want to know the hourly rate of my different 70, 20, 10s, I do it by that.

And I can go down into different roles within that. And I know my different hourly rates across my whole spectrum. Some things are very high and some things are rather low.

The average, I'm pretty happy with, but it's tracked. For me, that's the game. The game is every year increasing our hourly rate.

This is why it's so important. This is why I want to take you through this now. So like I said, everyone just thinks they're too busy.

And this is not something they've got time for. But what I want to try and get across today and have you carry into the next 28 days is how powerful a tool this can be. I'll tell you a really good case study when it comes to this is this cheeky chap here, yeah?

He's not in the room, but I love him to death. He's like my brother on PE. And he says to me, he said to me a few times, I'm sort of following in your footsteps.

I'm sort of a year or two behind you, et cetera. But one of the things he resisted for years was time tracking. He was like, I'm not doing it.

I haven't got time for it. All the things that we've said, it feels like another thing to do. I'm already too busy.

But a few years ago, he finally relented after I kept banging the drum. And these are his results. So in the year he decided to start tracking his time, because he had visibility on it, and then he started to delegate things that he didn't even realise he was doing, because it was just autopilot.

He's like, I can't believe. And I'm going to show you the process for how to do this after. He worked 60% less hours.

Because he's obviously a chartered accountant, he's tracking how much money he's making nicely. His profit also increased by 40%. So he worked 60% less and made 40% more.

And he has openly stood up on this stage and said, the only reason for this was the clarity I got from time tracking. Because it forced him to think about how he was spending his time and how he could delegate things and get them off his desk. It forced him.

It was like this another level of awareness. So that's why it's so important. Hopefully, you're all convinced.

Hopefully, you're with me on this one. So if you've never done time tracking before, how do we get set up? Well, I use something called Toggle.

There are various apps out there, you can have this on your desktop, open as I do on the first tab on my desktop. And or you can have it as an app on your phone. I have both.

Because then sometimes I walk away from my laptop and I see it still going on my phone. It just reminds me to update it. So I use Toggle.

I think it's great. I'm going to show you how to use it. What you need to do, we'll do questions at the end.

What we need to do is set up this is very simple level. And actually, you know what you could just do if you if you're one of these people that really feels resistance to this, you can literally just turn Toggle on and off when you're working. That would be an amazing first step, just on and off, nothing else.

For those people that think it's complicated or overwhelming, just turn it off and on. I'm sat down on my desk, it's on, I get up, it's off. It could literally be that simple.

What I'd suggest you do though is actually set up five projects. So they're five groupings, five projects, up to five, okay, up to five, you could have three. And I'd add one for inbox, I call it.

So basically like noise, like WhatsApp, inbox, that you're just kind of like in the admin, potentially one for property entrepreneur, if you wanted, and then maybe three more. And those three might be your 70, 20, 10. Wouldn't that be a good idea?

So you could just track where your time was going against those three major commitments that you've just made to everyone in the community to do this year. Super simple, giving you a super simple blueprint here. Or you could also decide to track by the type of work you were doing.

So you might want to track how much time you're in the business, delivery, how much time you're on the business, development, prime times would be a good one, and how much time you're being a manager, SCS is holding people accountable, things like that. So you could use one or you could do either of those or potentially both. Super simple.

And then I'm going to show you how to look at the reports, because actually tracking does have value when you're doing it. But the most value actually comes from looking at it at the end of the day initially, when you're kind of still figuring it out. And then that's interesting, certainly at the end of the week.

And then at the end of the month, and the end of the year, you know, when you're coming to do your strategy in autumn next year, and you've got nine months worth of data about what your hourly rate was in the different businesses. And, you know, you do your more or less key when you're looking, you think, what do I want to do less of? And you just bring up your toggle tasks.

And you just go, why am I still, you know, commenting on Facebook three times a week, I don't need to be doing, you know, you've got your list, you've already got your list. This is why it's so cool. So this is the setup, which I'm going to run you through in just a second.

But with that, I'm going to go for it now. But before I do, do you have any questions? Do you have any questions?

Ashley's got a question? Yeah. Any other any other questions?

Okay, so Chelsea. Cool.

[Ashley] (49:21 - 49:39)

So that's Ashley's question, just trying to help you to save a tab on your computer. Oh, yeah, you can install an app, or you can have it as an extension or whatever. And then it's just running in the background, but just send you a tab at that time.

Yeah, nice. So it's like a browser extension.

[Adam Goff] (49:39 - 49:43)

Yeah, I'm sure there's loads. There used to be one in Asana you could use, it was linked. Yeah.

[Ashley] (49:43 - 49:49)

With tabs, then you end up closing them and forgetting to reopen. Whereas with an extension, it just sits there.

[Adam Goff] (49:49 - 50:00)

Totally. It's different for everyone. I just like it always being the left tab.

It's because it's just for me, it's always there. It's just I can always see it as a personal preference. You're gonna have to find your way.

But thank you for the suggestion. Great suggestion. Chelsea.

[Chelsea] (50:00 - 50:13)

Yeah, I was gonna ask something about that, actually. And I wondered if you could open, is there any way of having a notification for like, when you open your laptop for it to like come up? Because I don't use my laptop for anything other than work.

[Adam Goff] (50:13 - 50:23)

Yeah, I just didn't know if there was any sort of like ping, it could come up saying like, what would you if your homepage on your Safari or Chrome was toggle? Wouldn't it remind you?

[Chelsea] (50:23 - 50:26)

Yeah. So should I just say as the homepage and have the extension?

[Adam Goff] (50:27 - 50:40)

Yeah, that's what I do. Okay. And like, yeah, I didn't even set it as my homepage.

Now Safari somehow just remembers. I've got I have toggle and calendar. They're my top two.

I literally open it just does it. I don't know how it does it. It's figured it out.

[Chelsea] (50:40 - 50:44)

To find some hacks because I tried this last year and I lasted about two days.

[Adam Goff] (50:44 - 50:57)

Hacks are key. Post it note. You know, post it note on the laptop, like, like, you know, you need to find your own way.

But definitely you've got like basically like any new habit, you're gonna have to bed this in. Anyone else? Who else had a question?

[Audience participant] (51:02 - 52:41)

A small bit of a, again, a tip to help. So I'm a tab guy. Yeah, like you.

How many have you got now? 50? Yeah, loads.

You can pin, basically I pin it. So I pin all the usual tab on the left there. And it's just stays there all the time, but just on the setup.

So I play with so many different ways. And what I've settled with now is I've got the different projects, my different departments, you know, finance operations and, you know, marketing sales and all the different bits, you know, like these are the main categories. And then I think Anthony mentioned about buy back your time, which is a book from Dan Martell.

I'm on his mastermind in the US for his doing software stuff. And in his book, he's got a quadrant of the stuff you don't like doing, or you don't don't don't make you money, the stuff you like doing that make you money, and then you've got the opposite the things you etc. So he's got a whole quadrant of the the replacements, the delegation, the investment, and then something like that.

And then just was the last one in the production is the one where you enjoy and you're making loads of money, basically. And, and so you can use the tag system. So mine, I all all my projects are the business departments.

And then I tag like the stuff I shouldn't be doing emails, one one palm notes, my I've got four tags, one palm, two palm, three palm, four palm notes. And then at the end of the week, you can see show me all the on tags. And you see, all right, I've spent all that time doing emails, all that time doing the inbox and stuff, all these one point notes, the two pounds, you know, and then the game of the game is to get more of the three and four pound note stuff.

Exactly. I sort of set it up.

[Adam Goff] (52:44 - 56:23)

I'm trying to keep it really simple. But yes, you can you can. That is all correct.

You know, you can take it to the nth degree, I want to get my goal now is to get everyone on it. So let's do that. But that's obviously very valuable.

So if we can switch over to the laffy, please deck. Oh, great. We're live.

Okay, so as you can see, this is running already. All right. So yeah, I'm not quite sure how I've been awake for 12 hours.

But anyway, so right, so what you're doing right is everybody, we're going to do this in a second. Okay. You with me?

Yeah. Cool. So just go to toggle.com.

So we've got to do toggle.com, create an account, log in, they've got three different things. So just track. Okay, super easy.

All right, once you're in, and you're going, it's literally as simple as, and I would suggest that everyone does this. Okay, so what are you doing right now? You're at PEA.

Okay, so you're at PEA. That's the task. I'm at PEA.

And you're going to have a project. All right, so you can create a project in here. It's super simple.

You don't have to do anything else. You can just be like, this is my PE project. Okay, so I'm going to create a new project called PE.

All right, so there we go. Give it a colour if you want, create it. Boom.

I've now got a project. I've got a task of where I'm at. Bang, I'm now live.

I'm now tracking my time. And that's organised. Now every time I use that task or that project, at the end of the year, I can see how much time I spent at PE.

Right, and it might do it for you. You might change this to, you know, PE day, or you might change it to PE homework. You might do whatever you want.

Okay, that is literally it. If you want to add some more projects to get set up now, which is what we're going to do, you just go to the projects on the left, and just create your three. So you create one for your 70.

You know, whatever it's called, create project, bang, same thing. And then once you've got your project saved, like I said, there's all sorts of cool things you can do. But effectively, when you just start working, all you've got to do is type in what you're doing and then give it a project and press play and press pause.

That's it. Nothing else. That's how that works.

Okay. Obviously, the most important thing is to keep this tab open, so you can keep it updated. And what you don't want to do is, you know, what will happen is you'll have it running overnight.

You'll think I'm done, I'll shut my laptop, bash, and you wake up in the morning, wow, it's still running. That's super easy. Okay, what you've got to do, like, for example, in this one, is if I want to adjust the time that I started, all I've got to do is just go back and literally as easy as this, I can just adjust the time here.

And it's gone from 12 hours to six hours. Press stop, start again. What am I doing now?

I'm doing a winter hit list. All right. Bang.

Okay, now I'm on. It's literally as simple as that. And when it comes to reports, so then every day, obviously, you can get so you can do different reports.

You know, you might start off by looking at it every day. Fair enough. You know, that's how I spent my time today on different days.

But actually, every week when I do my Sunday sanity, I'll look at what the last week was. So I look at the last week, it was a bit of a funny week with New Year. And I'll be like, okay, well, what did I spend my time doing?

Okay, you know, well, this is how I track my time that week. So inbox had two hours, different way, you know, ahead of PE, you know, 15 hours, it's like, you can see where my time went. And I look at that.

And I think about how my week went, how I'm going to change it next week. And I use that data to plan my week the next week. And that's how I got myself out of my business.

Alright, so you can do it for the week, you can do it for the month.

[Background announcer] (56:27 - 56:35)

And you can do it for the year. Okay. Hours through the year.

Okay.

[Adam Goff] (56:36 - 56:55)

So all I've got to do is take how much I earn, divided by that, and I'll know my hourly rate. So I was saying, this data is invaluable. Has anyone got any questions before we put it over to you guys to set this all up?

Can you? Akash has got a question, if we can get him the mic, please.

[Akash] (57:00 - 57:32)

Nice. Can everyone hear me? Yeah.

So I have been tracking my time since you said, I don't really do anything with it. And two things have kind of come out of it is one is I'm still kind of valuing myself on the time I spend, which I know is not good. And secondly, I'm not really doing anything with the report.

So how have you got round? So if I've done 10 hours a day, I'm yes. And I'm really trying to get out of that.

So any tips on any advice you can give me?

[Adam Goff] (57:32 - 58:50)

So, I mean, do you track your hourly rate? Because I mean, isn't it the difference between being paid per hour, like paying someone per hour and paying someone for the job? It's like right now, I think your mindset is, well, the more hours I work, the more money I'm going to make, like pay per hour.

Whereas if you can do the same job by using the task triangle, and only doing 10% of it, but delegating the 90% and that the 90% you delegated is at a £15 hourly rate. You've now only spent 10% of the time and you've got the same result for minimal cost. So now your hourly rate has gone up, like eight times, something like that.

So that's why maybe hourly rate would help you like think about Josh's example. He started delegating more, which reduced his hours. So I think hourly rate would be a good track for you.

And then looking at the data and saying, like Guillaume was saying, what don't I want to do? Like, I used to have a list of 20 things that I would want to delegate off my desk every year, you know, winter hit list was the perfect time to do that. So every time you build a new system, you can give it to someone else.

So like, it helped me build my list of more or less key, you know, what I want to put in my winter hit list to get off my desk. Like surely you want to be working four hours a day, not 14. So there's other people out there better qualified to do it than you probably for a lot less.

[Daniel Hill] (58:51 - 59:59)

Daniel, you want to input? Yeah, just on the time tracking, so saying we're doing on the board at the minute with raise your rate with the people who are in Akash's scenario, who perhaps are doing it as a function, and it's got good productivity benefits. If you take that gamification to the next level, you can start setting budgets.

So for example, in my head, you'll hear about my strategy shortly. But I won't spend at the minute, I'm getting my WhatsApp usage down to a minimum of an hour a day. So when I'm in there, the timer starts, I'm like, bang, every day, I'm trying to hit that hour maximum.

And then it just makes you a lot more efficient with your with your work. And then if you take it up to a macro level of like hours worked per week, if I have a big week, where normally, you know, if I pull an eight hour or 12 hour day, where previously I would just roll into the next day, the next day, I'm like, right, I'm over cooking it this week, let's slow things down and have an easy Friday. And in my head, I can justify that work ethic, because I've overworked the previous day.

In practice, I'm not rolling into the weekend, burnout, stress chasing my tail, because I spotted on Tuesday, I've overcooked it rather than wait until Saturday morning when I'm, you know, exhausted and, you know, not in good shape.

[Adam Goff] (1:00:00 - 1:13:49)

Yeah, I think it's a great check and measure. I think, yeah, for you, it's just trying to reduce the hours, same productivity, less hours, and then solve bigger problems. Yeah.

Okay, so we're going to put some music on, you get your laptops out. I want everyone going to be five minutes now to set this up. This means no talking.

Okay, this is not something you've got to talk about. This is people need to get set up on top of this. Some people have used Toggle before, in which case, maybe just review your projects.

Think about if you want to change something. If you haven't, this is your opportunity to get going because it's going to be your 28 day challenge. So 321, if you've got a question, raise your hand, please.

Thank you. So some people are just doing it for the first time. So at this stage, you want to get the project set up, have a play with it.

Let me, Dec, can you change the thing back over to the Mac? Ladies and gentlemen, for those people that have finished or want to learn a little bit more, so I showed you about changing it, right? So if you get it, the biggest danger of this is it's wrong and then you just give up.

You think, oh, I messed up. I haven't done it. Like I forgot to do it yesterday, right?

Like Chelsea, something just forgot. Okay, that's fine. It's so easy to add things in.

You can just literally create a task here from what you did yesterday, you know, presentation. And you can give it a project because it's already a task. And I can just change the date.

Yeah, it was three days ago I did it, right? And I did it from 6pm until 8pm. I can literally just do it.

It's that easy. It's really not difficult. Say that and I can't do it.

Yeah, that's definitely going to confuse me. But like, the point is, once it goes in, like to Tuesday, right, it's in there. And I can, it's very easy to edit.

Basically, it's very intuitive. It's not the end of the world if you forgot. It's more important that you're consistent with it.

And if you don't get the project perfect, it doesn't matter. But for me, I sometimes just take a broad guess. And it just move on.

You know, this is not perfection. This is 80% is better than 0%. So I better start tracking my time again.

Otherwise, I'll be all off kilter. So if we could swap that, that'd be great. So what we're going to do is we're going to end it there.

So is everyone basically set up? Okay, if you're using Clockify, stick with Clockify. They're two different apps, the same thing.

Download it on your phone. Because it will show on your phone is on when your time is on. And like when you're out and about and you're on the phone, it's really handy to put it on.

Okay. Ladies and gentlemen, I promise you this will get you results. Chris just told me.

In fact, maybe Chris, you want to share it? Shall we just tell me? Who's got the mic?

Akash, can I have the mic, please? Thank you very much. So tracking last year.

How'd you get on?

[Chris] (1:13:49 - 1:14:10)

So I tracked it following this system last year. And I'd done it for part of the year before as well. And I doubled my hourly rate, which I, similar to Josh, put down to purely that I was time tracking.

So I knew, okay, I'm wasting time doing these tasks, managed to outsource them or pass to a team member. And yeah, managed to make sure I was doing the high value stuff. Round of applause for Chris.

[Adam Goff] (1:14:15 - 1:15:15)

Akash, did you catch that? He doubled his hourly rate purely down to time tracking. All right.

So this is literally foolproof, ladies and gents. It's guaranteed to get results. There's different levels of results it can get, like Dan just shared, but it's guaranteed to get results, whatever level you play at.

So if you've just started, lucky you, you're going to be in the easy win phase. If you've been doing it for a while, take it up another level. It's all a game.

All right, ladies and gents, what I want you to do now is close your laptops. Thank you. Close your laptops, put them away.

All right. This month, this is going to be your 28 day challenge. We don't give you a 28 day challenge every month anymore in advance, but when we do, it means something because we want you to be productivity powerhouses during winter.

And this is your secret weapon. So every week when you post your game of four quarters, top 10 for the week, you're also going to post your toggle or clockify report.

[Music Chorus Performer] (1:15:19 - 1:15:25)

That was good timing.

[Adam Goff] (1:15:25 - 1:16:25)

Comedy timing. I love it. Yeah, exactly.

Oh damn, he said. Oh darn. Yeah.

Okay. So that is going to be the accountability piece. And whether you've tracked two hours, two minutes, 200 hours, it's the process of holding you accountable to build a new habit.

All right. So that's going to help you Chelsea as well, isn't it now? Okay.

So that's your challenge. All right. So that's going to be out there for everyone to see.

Fantastic. Ladies and gents, execution is everything. All right.

We've done the fun stuff. Now it's time to get to work. It's time to roll our sleeves up.

And if you want a podcast to inspire you on your walks on the way home today or over the weekend, episode eight, one of the early ones. All right. Get stuff done.

The original and best. Okay. This is about becoming a productivity powerhouse now.

Without a doubt for me as an entrepreneur, it changed everything. And you've already heard from Chris. I've shown you Josh's examples.

There's scores of examples of people really increasing their added weight and doing the work they want to do. Good. Right.

Moving on. Which picture?

[Event Host] (1:16:26 - 1:16:43)

14. 14. See how long he's been doing the podcast for?

Dan, that's an insult or a compliment. Anyway, there you go. Bored bullying again, Dan.

I think we've got a serious... I think...

[Adam Goff] (1:16:43 - 1:17:38)

Dan's like pretending to read the web, but he's a bit embarrassed now. It's awful. You can say sorry to him later, Mark.

Okay. Ladies and gents, it's probably the moment lots of you've been waiting for. It's time for Dan and I to go head to head in our strategy day presentations for 2024.

Now, this is a bit of a grudge match, right? Every year, we slog it out to the death. Okay.

10 minutes each in January, 10 minutes each in August. I got off to a really good start over the first few years, but Dan has seriously upped his game recently. And I don't know how it's going to...

Honestly, how it's going to go. So, I really want to be going first, but he insisted. So, without further ado, let's give a massive property entrepreneur advanced round of applause and warm welcome to Mr. Daniel Hill, ladies and gentlemen.

[Music Chorus Performer] (1:17:38 - 1:17:50)

Thank you very much.

[Daniel Hill] (1:17:51 - 1:17:55)

So, guys, in... Oh, he's given me the booby trap clicker again.

[Crowd voice] (1:18:00 - 1:18:03)

This is cheating, Adam.

[Event Host] (1:18:08 - 1:18:10)

And that was my presentation, ladies and gentlemen.

[Daniel Hill] (1:18:10 - 1:18:11)

Thank you very much.

[Adam Goff] (1:18:19 - 1:18:25)

I'm so excited. It takes two weeks, I'm saying. Rub them against your jacket, Adam.

Turn it off and on again.

[Crowd voice] (1:18:26 - 1:18:39)

While you're figuring it out, who won between you and Jon? Mike, Mike, Mike. While you're figuring that out, who won between you and Jon?

Oh, we didn't do it on Wednesday, actually. Oh, yeah. Yeah, I was disappointed about that.

We do it ahead of time.

[Adam Goff] (1:18:47 - 1:19:01)

For the first years, we do it ahead of time so they can see a presentation. So, we give them like a week to then model it. Your words.

Your words. My words.

[Daniel Hill] (1:19:01 - 1:19:02)

I know, can you tell...

[Adam Goff] (1:19:02 - 1:19:05)

This has never happened before in the history of props engineering. It must be an omen.

[Daniel Hill] (1:19:08 - 1:19:32)

So, happy new year, everybody. Great to see you all. Last Tuesday, so many smiling faces.

Did you enjoy doing your presentations this morning? Such a good process, isn't it? There's obviously the element of delivering the presentation, but the aim of the game is that accountability spike to make sure you go through the process and actually get it done.

And listening to the board members last night, it really is like game-changing stuff, pulling this stuff together. It's even more amazing when the clicker works.

[Adam Goff] (1:19:41 - 1:19:57)

It needs to sync up to the screen. So, ladies and gents, it's the moment you've all been waiting for, the grudge match. Dan Hill versus Adam Goff.

Who's going to win? It really is anyone's race. He said he wanted to go first.

[Event Host] (1:19:57 - 1:20:11)

I wouldn't want to be going first, but without further ado, let's give a massive Profits to Entrepreneurs welcome to Mr. Daniel Hall for his 30-day presentation. Thank you very much.

[Daniel Hill] (1:20:14 - 1:32:07)

So, ladies and gentlemen, in 2019, some of you who are here may remember I stood on this same stage and said I was going to do the year of Level Up. And in that year, I was going to level up everything in our businesses, break every record we've ever done. We did that, and it fundamentally changed the game forever.

This year, I'm going for an encore and a repeat. So, my plan this year is to simultaneously level up our businesses, but also simultaneously level up my life, which is not going to be the easiest challenge in the world, but it's something I'm absolutely 100% crystal clear on and even more committed to actually execute on. So, 2023 was a challenging year for me, emotionally, personally, and I had three big lessons.

The first was the sobering reality no matter how young, old, or fit you are, we're all going to die at some point. And we don't know if that's going to be in a day, a month, or a decade from now. The second was that I've been stuck.

And whilst in 2019 I did this level up year and smashed everything out of the park, Einstein says the definition of insanity is doing the same thing over and over again and expecting different results. And last year I realised the reason I've struggled to figure out where I am the last couple of years is I've been hitting this glass ceiling, and it's now in the same way as 2019, time for me to break through that glass ceiling and go up to the next level. And the third is personally that I need to stop.

So, end of last year I was really fortunate to move into my dream house, and two or three weeks into that I was sitting there having a pot of green tea, looking out the window, and thinking how amazing my life would be when the helicopter landing pad gets installed at the end of the field. And about three minutes into this I woke up and realised I got caught on that hedonistic trap of always chasing what tomorrow is going to be like. And for someone like me who tends to sacrifice today in pursuit of tomorrow, it just reminded me I needed to stop.

And I then pulled my vision back, saw two squirrels fighting in the tree, and thought how cute, this is amazing, I'm so grateful to be where I am. And this is what I need to take into this year. So the three key KPIs are I'm very fortunate that over the last 20 years I've built my financial fortress, and despite tripling my outgoings last year, I still have 113% on my financial fortress, so that's good.

My metabolic age went up last year, so I went from 28 years to 34, mainly because I did a bulk, my body fat went up, I really want to get that back into the sub-30s this year. And then finally, quality of life. I actually scored 78, which is higher than what I thought, but when I went in and actually did a fairer appraisal, and removed the more tangible things like business and wealth creation, actually my personal satisfaction was more like 63.

So it's really clear that I think I've nailed the wealth, I'm on track with the health, but really I need to now focus on my life and take that to the next level in 2024. And my plan is to get up to 80+, which will put me into that great category. Talking about the sort of realisation, when I go to do the long game, the last two years I've really struggled to find what to put into my long game, and the last two years, the only two things I've wanted was my dream house and to start a family.

And fortunately enough, I got the dream house end of last year, and subject to the gods delivering, 31st of May, I will... Subject to everything going to plan, we'll be welcoming a little ginger character to the world, and I'll have a whole new level of responsibility and enter this world that lots of you guys have been fortunate enough to enjoy. So what I realised when I did the long game was actually I'm here.

I've chased all these things my whole life to get here, and I'm here. But really I haven't done the work that's required to now rewire my brain and enjoy what I've got. So rather than aim for this elusive tomorrow and helicopter landing pad, everything's there and I need to go and enjoy it.

So my year off for this year, in achieving both of these things, is the middle lane. And what I've realised is one of the things that holds me back is I'm an extremist. And I've identified for the last 20 years at being an extremist.

Whether it's building businesses, breaking records, bulking, cutting weight, I'm always going for these crazy challenges. And actually if I'm going to start to enjoy things, I need to live in a little more of a balanced way. So this year is going to be the year of the middle lane.

And what I'm going to do for the first time in my life is have no extremes. So if it means giving up alcohol for a year, that's an extreme. I'm not going to do it.

But I need to figure out how to have one drink without it being a problem. If it's keeping fit, I need to figure out how to be fit without having a crazy 10 kilo bulk or a crazy half a kilo a week, 36 week cut. It's been in this middle lane.

Which to some of you might sound easy. For me, I think it's going to be a challenge. So the personal objectives to go with this.

The first one is to break through and enjoy the view. Being this masochist that I've been forever has been really good for me. And for those of you that are in that beast mode part of your life, it's an absolute essential.

The problem is when you get to a point where you've got what you set out for, you're wired in a certain way where it stops you enjoying things. And what I need to do is shake off that work ethic, draw back some of those mindsets and actually enjoy the view. And one of the key elements for that for me will be reducing my input.

So I spend way too much time on WhatsApp. So moving that down to one WhatsApp, checking my WhatsApps in the morning and my afternoon will be a real clear breakthrough for me of living a life and not just being connected to my businesses. The second is a fit father and present partner.

So in my friendship group, I've got friends who have teenage children and by my friendship group definition I would say I'm a slightly older father. But despite that I want to be toe to toe with those young guns at the egg and spoon race. And I want to make sure that I'm very clear as a partner I want to be present through the pregnancy, through the enjoyment of starting a family and to make sure that I'm with that having daily, weekly and monthly structure to my life that prioritises it above work.

And then finally is make a house a home. I'm really fortunate to have bought my dream house last year. In 2012 I bought my first ever house.

I decorated it myself I furnished it myself and it's genuinely the only place I've ever felt like a home. So we're going to do the same process now. We're decorating ourselves, we're choosing the furniture ourselves, we're not bringing in the trades and getting an interior designer to do it all for us and it's just there.

Going through that process and really making an amazing house. We've got a list of projects that we want to complete over the next 12 months. Professionally I also want to level that up.

So I don't want to just step back from business and let the businesses slip or cruise control. I want them simultaneously to step up. So the first objective is I need to get out of this panicked space that I've been for a long time and while stress used to serve me well, it really doesn't serve me well at all anymore.

My first professional objective is no stress, finish everything, start nothing, finish everything which basically means I've got a range of commitments this year to deliver on which I'm going to do but I would normally take on more deals, more developments, more projects, more investments. I'm taking nothing new on, just delivering what I've got and using that extra time to invest in my life. The second is beat the budget.

So every single business in the PPN UK group will have their annual budget and the aim of the game for each key person within those teams is to beat that budget. And the third is to level up to this next level. So over the last three years I've gradually stepped back from all of my executive roles in all the companies and I've only probably got two or three left.

This year over winter, January, February, March I'm now moving out of those and I'm breaking through to this next level of the chairman role where every company has its own senior team, its own board of directors and I'm very much in a very different space. It's going to be a huge step change for me and hopefully result in a huge step change for the businesses. The headline strategy for PPN UK group, which is the group over the top that owns all the other companies, is world class wins.

And this is sort of a double entendre. What it means is world class wins, as in if you are world class you will win but also having tangible world class wins. To be able to look at something and say this is a world class win.

And we're going to do 12 of those through the year which is key things that we've leveled up that you could look at a box and a bow and say that was a clear level up so we're going to raise our standards, whether that's the response times we have to communications, whether it's the restaurants that we meet in for our monthly meetings or it's the products and services that we deliver, 12 of those. The second is beat the budget, so make sure every company, every senior team member is dialled into those budgets and that's the definition of success. And the third is for me no stress.

So it's to be early, I'm notoriously a tail chaser, I'm always 11th hour, it creates a lot of stress that I don't want in my life this year so there's no stress. To avoid the stress I need to be early and my tangible target for that is to not miss a single deadline in my house for the entire year. My hero for this is Naval Ravikant and previously it was going to be Warren Buffett for this year but I changed it at the last minute for Naval Ravikant.

He went and built a company called AngelList, stepped out, went up to the chairman level and it went from like 1 billion to 5 billion in like 3 years. My expectation is I can achieve the same by bringing in the right people. Personally I have a challenge and experience and adventure.

The challenge is the middle lane and I want to hold weight this year in the sweet spot so I'm great at cutting, great at bulking but hold in a sweet spot weight of 64 to 66 kilos. The adventure is going to be starting a family and seeing what that part of my life is going to look like. This might be the most refreshed you've ever seen me.

And the third is no stress. Last year my target was to not be ill once and I didn't get ill once. When I say touch wood the year's done now.

My aim in the game this year is no stress. When I get stressed I get styes in my eyes. My plan this year is to have no styes.

That would be an absolute game changer to me. And to finish off is my reward. My reward is here.

It's to enjoy the view. It's not to move a million miles an hour. It's not to be sitting wherever I am thinking about tomorrow.

It's about enjoying today, actually being grateful for what I've got and making the most of 2024 for being what 2024 is. Not chasing an elusive reward at the end. I look forward to sharing the journey with you.

Thank you ladies and gents. Just for the record I didn't say I wanted to go first. So there may be somebody in the room that wanted me to.

Hopefully I've done a reasonable job of setting the bar but here to show you how it's done at a world class level. Can we please give a huge round of applause ladies and gents for this 2024 Strategy Day presentation. Mr Adam Gough!

[Event Host] (1:32:13 - 1:32:14)

Thank you sir.

[Adam Goff] (1:32:16 - 1:49:08)

Ladies and gents hello and welcome to Adam Gough's Strategy Day presentation for 2024. So I just want to set the scene. Two and a half years ago I realised that I'd completed my financial fortress and I no longer needed to serve clients and have a team and have a busy business.

I sold that business, I put a load more money in the bank and I got rid of everything. I got rid of my flat, my team all my responsibilities. I went down to basically a zero hour work week and I just ticked off my bucket list.

There was no rules apart from serving you guys there was literally nothing in my calendar I had no inbox and I was saying to my dad I just want no inbox, that was it. That's been an amazing few years and last year I remember I surrendered to just let the universe guide me on where I wanted to go and I've personally totally transformed. I'd say the finishing piece in my transformation for those people that remember my presentation last August was that I met my soulmate.

I'm in love now and I'm trusting love. I'm trusting love in a way that I never trusted love before and what I've noticed is I'm wanting to expand. I am stepping into my masculine energy and I want more again, I want to be a provider, I want to be a dad, I want to be this better man and I'm like where did this fuel come from?

I honestly believe it's meeting Bella about a year ago today that really flipped the switch for me. This presentation is also going to be very different. In terms of my three KPIs I love these.

Yes, I've got my financial fortunes completed, I've always lived fairly frugally, so comfortably still banking money and living my lifestyle without having a business. Health wise, my metabolic age is 34, so five years younger than I am which I'm pretty happy with. My life by design score, honestly, I know a blaze probably shouldn't do this and get all excited, but I'm very happy in all areas of my life, genuinely, very, very, probably a bit obnoxiously content.

Seriously, just so happy, grateful, honoured, privileged, I really do feel like I love every moment. Six years ago, seven years ago I set a long game and I completed it, you'll all remember the story. I set another one last year which was all about surrendering and this year I'm going to really commit and I'm going to talk to you about that now, obviously and through committing in all these different ways I'm going to have different results and I'm going to get step changes in my life, whether it's where I live, in my wealth, in my personal development, so I'm really excited about this new cycle. I feel like we talked about it in Mastermind yesterday, we go through cycles, everything's seasons and I've just come round the track again and now I'm ready to go and it's literally like a clockwork, I can't wait for this next level up. So there's my absolute crystal clear clarity, again I'm super excited about this game.

So my year of, after surrendering and being shown where to live, the three biggest questions that Ravel can ask, where do I live, what do I do for work and who do I love? Well last year gave me the answer to all those three questions and now that I've been shown those three questions, it's my job to lean into that. Okay, when you go snowboarding and you go down a steep slope, everyone wants to lean back, but what happens is you go arse over tit and you roll down the mountain.

What you've got to do is fight your natural instincts and lean into the fear, because then you keep a centre of gravity and you can actually ride the slope. And I know that there'll be parts of me this year that just want to hit the eject button. Okay, because it's like me going back into the fire, I need to lean in and one of the biggest lessons I learnt was that actually having all this freedom is fantastic, but then you've got so many choices.

When you commit to one thing, when you commit to one woman, when you commit to one country, when you commit to one profession, that's real freedom because now you don't have to look around anymore and you can just focus on watering that own garden and for me that was the big game changer. I thought I wanted no responsibilities and no ties and actually I've realised now that it's the complete opposite, it's true. So for me it's leaning in, commitment equals freedom.

The three objectives that are going to help support me in this is number one I need to be fit. If I'm going to go back into the fire, back into work, I don't want my health to suffer. So I'm turning 14 next month and I want to keep this middle lane fitness.

My tangible target is to be between 12 and 14% body fat throughout the year consistently. It's not about a sprint to a weight and then trying to hang on to it, it's about just keeping healthy enough to stay in good shape and be happy. Second of all, I make no bones about it, I want Bella to move to Bali with me.

She lives in Hong Kong but it's like it's not going to happen overnight and what I realised was because I'm such an action taker and so impulsive being a blaze, I'll be like, just move come on, let's just do it. But she's not, she takes her time and so what I want to do is I want to be the boyfriend that she wants to live with. I want her to decide to come and live with me, not me pushing her to move.

I just noticed that was a little bit present. So hard one to make tangible but what I've given to Bella is the ability to give me a yellow card every time I push her too hard and I've told her that I've told everyone in this room that it's there. So she can give me three yellow cards through the year if I try and push her to move, to take action and we've also committed, a friend of mine does some great stuff with authentic relating and we've already started actually communicating better through couples coaching.

So that's really exciting and burn what I earn is my third objective. So I've always been frugal, always kept it tight mainly flying economy and getting business deals and stuff like that but now I'm just going to flip the switch. It's like Bella told me a Chinese proverb that the more you spend, the more you get back and I was like, you know what, let's go.

I'm pretty wealthy for my age certainly, I was like let's do the business class, let's do the penthouse, let's do the chauffeur, let's go for it let's really push the boat out and I've already booked a first class ticket next month it's like, let's burn what I earn it's going to be a lot of fun but that's it. So my tangible target is to spend all of my financial fortune probably and the rest. It's like to literally give tipping loads I'm just changing my whole mindset, abundance mindset it's like I'm just literally going the complete opposite way and see what it's like at the end of the year I'll probably have no money left but I'll have a lot of memories.

Professionally I'm going to go from sipping coconuts on the beach to the battlefield. I'm committing to property entrepreneur to go full in and the sub thing is hold my pint because with me leaning into PE and making this experience much better for everybody in so many different ways what I can think of, I want us to have record revenue, that's my commitment so hold my pint while I do that, Ian will love that one. Professionally as well, I need to level up my leadership Dan's really showed and inspired me how to be a leader and I'm definitely not at the pinnacle when it comes to the five levels of leadership so I want to be the leader that I would work for and tangibly how am I going to do that?

I'm going to ask every month for feedback from everybody that works with me so that we can create this kind of 360 honest space where we're both creating a really fantastic working environment. And obviously I'm a bit of a masochist and I'll happily burn myself out so by committing to work and this huge new vision for my life the danger is that I burn myself out and a blaze can easily put his fire out and it won't be fun anymore and I want to eject so I need to be aware of the boundary and recognise that time off is not a luxury, it's a requirement so my tangible target is I'm not going to work weekends, that's like absolute red zone and on average I'm going to do 35 hours of work a week across the year which is going to be very hard to do it's going to force me to delegate we all know our time track so that's going to be really easy to see if that shows up so for PE, the headline strategy new team, new dream when I was thinking about where we are in property entrepreneur with Dan moving into the chairman role, for those people that have seen The Last Dance the most famous and successful NBA basketball team of all time was the Chicago Bulls in the 1990s, they put together a dream team of absolute A players and for 7 years they won the title 6 times, unbelievable domination, when I think about where we are we've got some recruitment to do we've already got some A players I want to assemble that team of A players so that PE can go and win the next 6 championships so it's new team, new dream taken up to a whole other level and obviously the main KPI will be if we can secure record revenue supporting objectives wise, we need a world class finance function, we've struggled with finance over the years for various reasons but we need to bring in the best and that needs to be absolutely world class and we're going to make basically hire a whole new team when it comes to property entrepreneurs finance, secondly we need a marketing machine, all our marketing is content marketing Dan and Bianca, they do an amazing job, unbelievable but we don't have any systems any real team to talk of lots of stuff is outsourced so we need to build an engine in the business basically a lot of what we do is sales and marketing and we're doing it almost in a way that isn't efficient we need an expert and we need to hire a marketing person to lead that and then also I want to perfect all our packages, like we talk about the perfect package, it's something we teach and I want to review every single product we do to make sure it's absolutely world class, I'm going to be bringing in new products to make sure that our clients get whatever they need, whenever they need it, in the way they need it so that everyone can have their best year every year that's ultimately our goal so I'm going to completely review that ahead of time and you're going to see all kinds of level ups next year when it comes to that you'll see that physically when we unveil the new Property Entrepreneur Members Only brochure in the summer, when I give you the options for next year you're going to see all the work that I'm going to be busy doing during winter so my challenge is going to be to avoid burnout that's going to be my biggest challenge because I love it, I am, the fire is lit ladies and gents and I am at it, but it will kill me if I let it, it seriously will, the adventure is going to be building a business, working with A players, having this company that we can take to another level, it's so exciting I feel like we're going to ride the rocket and it's going to be amazing and obviously my experience is going to be business class chauffeurs, penthouse, it's going to be luxury lifestyle, it's going to be pushing the boat out and really enjoying the moment, so they're my three things and finally the reward of course you know me and my rewards but I am committing that I, subject to all these things going well, I am going to start building, I'll sign off the building project for my dream home in Bali when we sign up here in August that's my reward, that's my presentation thank you very much ladies and gents I appreciate it good stuff, thank you ladies and gents, it's always a lot of fun doing this so, what we're going to do is you've got your QR codes in the workbook okay, it's results time, cast your votes now please put some music on deck, thank you the QR code is page 36 in case you're looking for it this table is the worst okay, when you've cast your vote it's a really simple choice shouldn't say long I didn't mean it like that but give me 10 more seconds and phone's down please when you've done it, thank you nice okay, cool good, that was a lot of fun, did you enjoy that? thank you, yeah, it was really, it's always very good fun, you guys are a great sport, so thanks very much and it was an excellent presentation done commiserations in advance okay, so moving on couple of announcements then we're going to announce the finalists for after lunch and we're going to obviously announce the winner between Dan and I, so you know, we did the breathing exercise earlier it's that sense of relief that the presentations are over no one's more relieved than Valerie, trust me, yeah okay, like just utter bliss, that moment of I've done something, you know, I had all that stress I've done it and you're sort of now everyone's sort of, apart from the people, you don't know you're a finalist yet, so ignorance is bliss, but, so everyone's kind of in this really like Nirvana state, you know, they've got no stress have they, but I've got news for you, alright the reason you feel so good is because we've made, you know, we've made you do this presentation, this is our accountability spike, this is why you're part of this, alright, because you're a high performer and you love it, okay and as soon as you get one accountability spike, that's great guess what, there's another one around the corner and the next big accountability spike for this quarter is a written, published business plan, that's where everyone needs to get to the reason why we make you do so much work on clarity, you all know how many times you redid that presentation, right, to get that laser point focus and now you have it you can focus on the execution the exact same thing is true with your business plan, it's like you think you know what you're doing, but until you physically have to write it and then get it to the point where you're going to pay a publisher to print it, you're going to take it five levels further than you thought was even possible and that's why we've got this agent blueprint, this is why it's here, to serve you so you can formalise everything you've done over strategy and then winter into a published document that you can show your investors, your stakeholders, your team suppliers, anybody that you want to just talk about your business with you've now got this tangible document, even if it's just showing yourself that you are incredibly serious and you are taking this seriously, you are sending messages to your subconscious 20 quid to that person so you can just pay Bianca later, I'm not going to name you, it's all good, alright last year, so this is for those people that have forgotten, this is a day that we hold we do a build a write your business plan in a day we lock you in a room with me and we will get your business plan written in a day, that's the promise, last year it sold out, it will sell out again, this year we are going to make it an overnight experience for those people that want to come the night before they can have dinner together, like a community event, dinner together, networking, go for a walk and talk, maybe hit the gym, get up early again gym, spa, breakfast before we settle down at 9 o'clock and we will do a full day of mentoring support and getting stuff done in the room to make sure you can literally send it to the prince at the end of the day we are calling it the AGM experience this year, because if you want to do the full 24 hours you can, you can just do a day you are going to have an opportunity to reserve your place for this next month for now, if you are interested scan the QR code register your interest, we will send you a brochure ahead of time save the date, Thursday the 4th of April, it's the day before advance and that will be your day to guarantee your results, a bit like the strategy that you will get it done, so that's coming next month, so scan the QR code register your interest and we will send you a brochure in advance so you can get ahead of the game and don't miss out, because I know some people in this room did miss out last year Alright, any questions about the AGM?

No? Cool, so Bianca are you ready? Mr Hill would you care to join me on stage, this is where I'm going to eat my eat my humble pie

[Event Host] (1:49:13 - 1:49:17)

Let's give Bianca and Anne a massive round of applause please Applause

[Adam Goff] (1:49:19 - 1:49:24)

Applause That's about the only time we can get Bianca on stage Sorry

[Bianca] (1:49:26 - 1:49:50)

Okay, it gives me great pleasure to announce the winner of the 2024 Strategy Day presentation head to head and although I think you should both receive a penalty because you both ran over you give everyone so much stake so they have to stick to 10 minutes so next year or end of year please bear that in mind Understood

[Event Host] (1:49:50 - 1:49:51)

Okay

[Bianca] (1:49:52 - 1:50:00)

The winner this year is Adam Barnes

[Music Chorus Performer] (1:50:06 - 1:50:08)

Applause Applause

[Crowd voice] (1:50:12 - 1:50:14)

Thank you everyone, check's in the mail

[Adam Goff] (1:50:16 - 1:50:51)

So forget the donation don't worry about that, whoever's phone pinned I love you all, that was great Thank you very much, big year for me, very exciting like unbelievable how it's lit the fire inside of me and I just can't wait like Dan knows, I'm already like a dog with a bone, you know, I'm going for it, I'm enjoying it I'm loving it, such a different experience so watch this space Anyway That's that, that's a bit of fun, this is a whole other level, this is serious stuff So the finalists for the Strategy Day Oh Right, so we've got six finalists So we're going to start with a little drum roll please So table 1, finalists in table 1

[Event Host] (1:50:53 - 1:52:00)

Akash Congratulations mate, you've made it to the final, well done Applause Nice, nice Nicely done Nicely done, table 2 Where's table 2? Table 2 The person going to be joining us is Craig Shields, congratulations Craig Table 3 Drum roll please, table 3 It's going to be Bally Congratulations Applause And table 4 over here Who's it going to be? It's Mr Oversubscribed Chris Moss, you'll be off stage Congratulations sir Alright, two more to go over in the corner Table 5, table 5, drum roll please, table 5 It is going to be Mr Matt Dolman Congratulations sir Applause And table number 6, table number 6 Over this way Mr Anthony Carter Well done sir Applause

[Adam Goff] (1:52:03 - 1:53:55)

I just want to say that when you stand on stage and you see people's faces, most of the time people look pretty pissed off like a bulldog chewing a wasp all the time, it's your way of concentrating I know But seeing people's reaction when they're called up to be a finalist is like, some of these people absolute fear It's like, oh I thought it was over So look there's some, so congratulations everyone, you've done very very well Do not go straight to lunch Please give your presentation decks to Declan and he will set them up in order you'll go in table order Remember that these people that are presenting they're not professional speakers some of them are going to be very nervous so when you come back after lunch try and smile and make them feel at home you know just try and give them a warm welcome which I'm sure we'll do So well done, all 6 of you, that is awesome going to be a great afternoon Right, Buddy Up So you've all been told who your buddies are it's in the app you were told during registration if you're not sure you can speak to Bianca my suggestion is that you find your buddy after this and have lunch with them have a bit of fun, have a lunch get to know each other so that you can then arrange when you're going to meet up during the week or have a conversation, check in on a Monday 15-20 minute conversation on a Wednesday sign off on a Friday, how you doing on your top 10 how you doing on your monthly game changers brilliant accountability have lunch together, use it as an opportunity to have lunch together and in talking about having lunch just a reminder that Amit, Tony Rigby Chris, Chadwick Roberto, both Sarahs and John are having lunch with me and with Dan it's Billy Chris Dorman, Eduardo Finn and Shoney, have we had a good morning I've had a fantastic morning it's been such a pleasure, we're back in the room at quarter past 2 round of applause and we'll see you soon

[Event Host] (1:53:55 - 1:53:56)

enjoy your lunch

[Event music interludes] (1:54:13 - 1:56:02)

music music music music music music music music music

[Background Music Artist] (1:56:51 - 1:57:50)

music music music music music music music music music music This is how we dance, no mistaking We make our breaks if you don't like our 808s Leave us alone cause we don't need your policies We have no apologies for being Prime you with a Y And all my will be alright Don't mind us, yeah Prime you with a Y And all my will be just fine

[Music Chorus Performer] (1:57:53 - 1:57:56)

Prime you with a Y And all

[Performer] (1:58:14 - 1:58:52)

Prime you with a Y So don't get it mixed up It's been my story, it's never switched up And I never kissed up to f\*\*k the world Then I got my d\*\*k sued Tried to say I'm too wild Did my own thing to f\*\*k the cool crowd Late nights with the music too loud I made it this far and the monsters too proud So if you don't like me Cause I'm an arrow I thought I might be I was raised in the land of ivy The world look different as far as I see I'm doing me, don't mind me Only one time, I'ma tell you kindly Please f\*\*k off, I don't need you by me But if you search, you know where to find me

[Background Music Artist] (1:58:52 - 1:59:42)

I lose my balance on these eggshells You tell me to tread I'd rather be a wild one instead Don't wanna hang around the in crowd The cool kids aren't cool to me They're not cooler than we are So hey, we brought our drum And this is how we dance No mistaking, we make our breaks If you don't like our 808 Leave us alone cause we don't need your policies We have no apologies for being Find me where the wild Oh my baby Alright Don't mind us Find me where the wild Oh my baby Just find me

[Music Chorus Performer] (2:00:02 - 2:00:08)

Find me where the wild Oh my baby Alright

[Background Music Artist] (2:00:23 - 2:00:25)

Darling, darling

[Music Chorus Performer] (2:00:25 - 2:00:26)

Darling

[Background Music Artist] (2:00:34 - 2:03:33)

Take a seat Right over there Sat on the stairs Stay or leave The cabinets are bare And I'm unaware Of just how weak We got into this mess Got so aggressive I know we meant all good intentions So pull me closer Why don't you pull me close Why don't you come on over I can't just let you go Oh baby Why don't you just meet me in the middle I'm losing my mind just a little So why don't you just meet me in the middle In the middle Baby just meet me in the middle I'm losing my mind just a little So why don't you just meet me in the middle Oh take a step Back for a minute Into the kitchen floors are wet And taps are still running Dishes are broken How did we get into this mess Got so aggressive I know we meant all good intentions So pull me closer Why don't you pull me close Why don't you come on over I can't just let you go Oh baby Why don't you just meet me in the middle I'm losing my mind just a little So why don't you just meet me in the middle In the middle Looking at you I can't lie Just pouring out admission Regardless of my objection And it's not about my pride I need you on my skin Just come over pull me in Just Oh baby Why don't you just meet me in the middle I'm losing my mind just a little So why don't you just meet me in the middle In the middle Oh no no baby Why don't you just meet me in the middle Oh yeah I'm losing my mind just a little So why don't you just meet me in the middle In the middle Baby Why don't you just meet me in the middle baby I'm losing my mind just a little So why don't you just meet me in the middle Middle In the middle Middle

[Music Performer] (2:03:34 - 2:05:29)

I come back to the places where we found us We're somewhere in a place between love and lust And I could go anywhere, anywhere is home Yeah I could go anywhere and never feel alone I come back to the places where we found us Yeah When I'm not with you I'm not me Nothing ever feels good When I'm not with you I'm not in control of what I do It's not me When I'm not with you I'm not me Nothing ever feels good When I'm not with you I'm not in control of what I do It's not me When I'm not with you When I'm not with you It's not me When I'm not with you Oh I come back to the places where we found us In control of what I do

[Background Music Artist] (2:05:29 - 2:05:36)

It's not me When I'm not with you I'm not me Oh

[Music Chorus Performer] (2:05:36 - 2:05:56)

Nothing ever feels good When I'm not with you I'm not in control of what I do It's not me When I'm not with you When I'm not with you

[Background Music Artist] (2:06:00 - 2:06:35)

It's not me When I'm not with you When I'm not with you I'm not me Nothing ever feels good When I'm not in control of what I do It's not me When I'm not with you

[Spoken verse] (2:06:40 - 2:07:19)

When I'm not with you It's not me When I'm not with you It's you and your world And I'm caught in the middle I cut the edge of the knife And it hurts just a little And I know, and I know, and I know, and I know That I can't be your friend It's my head or my heart And I'm caught in the middle My hands are tied but not tied enough You're the high that I can't give up Oh lord

[Background Music Artist] (2:07:19 - 2:07:51)

I might hate myself tomorrow But I'm on my way tonight At the bottom of the bottle You're the poison in the wine And I know I can't change you And I, I won't change I might hate myself tomorrow But I'm on my way tonight Let's be lonely together A little, let's be lonely together Lonely together

[Spoken verse] (2:07:59 - 2:08:24)

Eyes wide shut and it feels like the first time Before the rush to my blood hurts too much And we flatline And I know, and I know, and I know, and I know Just how this ends Now I'm all messed up And it feels like the first time My hands are tied but not tied enough You're the high that I can't give up Oh lord

[Background Music Artist] (2:08:24 - 2:08:51)

I might hate myself tomorrow But I'm on my way tonight At the bottom of the bottle You're the poison in the wine And I know I can't change you And I, I won't change I might hate myself tomorrow But I'm on my way A little, let's be lonely together

[Spoken verse] (2:08:54 - 2:09:27)

Let's be lonely together My hands are tied but not tied enough You're the high that I can't give up Oh lord I might hate myself tomorrow But I'm on my way At the bottom of the bottle You're the poison in the wine And I know I can't change you And I, I won't change

[Background Music Artist] (2:09:27 - 2:09:47)

I might hate myself tomorrow But I'm on my way tonight Let's be lonely together A little, let's be lonely together Lonely together

[Background Audio] (2:12:26 - 2:13:42)

Lonely together To be young and in love in New York City Do not know who I am But somehow that all good as long as you're here with me To be drunk and in love in New York City And that into morning coffee Running through the hours talking I like me better when I'm with you I like me better when I'm with you From the first time I stayed for a long time Cause I like me better when I like me better when

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📄 FILE 4: PEA 2024 - Workshop 04 - Session 2 - Transcription

📊 Words: 18,504 | Original: PEA 2024 - Workshop 04 - Session 2 - Transcription.docx

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session 2\_Transcription

[Background announcer] (0:00 - 0:06)

I'm about to go. Try to say I'm too wild. Did my own thing, said, uh, to the cool crowd.

[Performer] (0:06 - 0:28)

Late nights with the music too loud. I made it this far, and I'm honestly too proud. So if you don't like me, because I'm a narrow crowd, I might be.

I was raised in the land of hyphy. The world look different as far as I see. I'm doing me, don't mind me.

Only one time, I'm going to tell you kindly. Please, uh, thought, I don't need you by me. But if you search, you know where to find me.

[Background Music Artist] (0:29 - 1:18)

I lose my balance on these eggshells You tell me to tread I'd rather be a wild one instead Don't wanna hang around the inner crowds The cool kids aren't cool to me They're not cooler than we are We brought our drum and this is how we dance No mistaking, we make our breaks If you don't like our 808 Leave us alone, cause we don't need your policies We have no apologies for being Find me where the wild can go Oh my, we'll be alright Don't mind us here Find me where the wild can go Oh my, we'll be just fine

[Music Chorus Performer] (1:39 - 1:45)

Find me where the wild can go Oh my, we'll be alright

[Background Music Artist] (1:46 - 4:58)

Don't mind us here Find me where the wild can go Oh my, we'll be just fine Find me where the wild can go Take a seat Right over there, sat on the stairs Stay or leave The cabinets are bare and I'm unaware Just how we got into this mess, got so aggressive.

I know we meant all good intentions. So pull me closer. Why don't you pull me close?

Why don't you come on over? I can't just let you go. Oh, baby.

Why don't you just meet me in the middle? I'm losing my mind just a little. So why don't you just meet me in the middle?

In the middle. Baby, just meet me in the middle. Take a step back for a minute.

Into the kitchen, floors are wet. And taps are still running, dishes are broken. How did we get into this mess, got so aggressive?

I know we meant all good intentions. So pull me closer. Why don't you pull me close?

Why don't you come on over? I can't just let you go. Oh, baby.

Why don't you just meet me in the middle? I'm losing my mind just a little. So why don't you just meet me in the middle?

Looking at you, I can't lie. Just pouring out admission, regardless of my objection. Oh.

And it's not about my pride. I need you on my skin. Just come over, pull me in.

Just. Oh, baby. Why don't you just meet me in the middle?

I'm losing my mind just a little. So why don't you just meet me in the middle? In the middle.

Oh, no, no, baby. Why don't you just meet me in the middle? Oh, yeah.

I'm losing my mind just a little. So why don't you just meet me in the middle? Oh, in the middle.

Baby. Why don't you just meet me in the middle, baby?

[Music Performer] (5:18 - 7:05)

I come back to the places where we found us. Ah. We're somewhere in a place between love and lust.

Ah. And I could go anywhere. Anywhere is home.

Yeah, I could go anywhere and never feel alone. Ah. I come back to the places where we found us.

Yeah. When I'm not with you, I'm not me. Nothing ever feels good.

When I'm not with you, I'm not in control of what I do. It's not me. When I'm not with you, I'm not me.

Nothing ever feels good. When I'm not with you, I'm not in control of what I do. It's not me.

When I'm not with you, I'm not me. When I'm not with you, I'm not me. Nothing ever feels good.

It's not me. When I'm not with you. Oh, I come back to the places that we found us Control of what I do

[Background Music Artist] (7:05 - 7:12)

It's not me when I'm not with you I'm not me, oh

[Music Chorus Performer] (7:12 - 7:33)

Nothing ever feels good when I'm not with you I'm not in control of what I do It's not me when I'm not with you When I'm not with you

[Background Music Artist] (7:37 - 7:41)

It's not me when I'm not with you

[Spoken verse] (8:30 - 8:54)

It's you and your world and I'm caught in the middle I cut the edge of the knife and it hurts just a little And I know, and I know, and I know, and I know that I can't be your friend Here's my head and my heart and I'm caught in the middle My hands are tied but not tied enough You're the high that I can't give up

[Background Music Artist] (8:54 - 9:05)

Oh Lord, here we go I might hate myself tomorrow But I'm on my way tonight At the bottom of the bottle

[Spoken verse] (9:05 - 9:07)

You're the poison and the wine

[Background Music Artist] (9:07 - 9:22)

And I know I can't change you And I, I won't change I might hate myself tomorrow But I'm on my way tonight Let's be lonely together A little less lonely together

[Spoken verse] (9:36 - 10:02)

Eyes always shine and it feels like the first time Before the rush to my blood was too much and we flatlined And I know, and I know, and I know, and I know just how this ends Now I'm all messed up and it feels like the first time My hands are tied but not tied enough You're the high that I can't give up Oh Lord, here we go

[Background Music Artist] (10:03 - 10:28)

I might hate myself tomorrow But I'm on my way tonight At the bottom of the bottle You're the poison and the wine And I know I can't change you And I, I won't change I might hate myself tomorrow But I'm on my way tonight Let's be lonely together A little less lonely together

[Spoken verse] (10:40 - 10:46)

My hands are tied but not tied enough You're the high that I can't give up

[Background Music Artist] (10:46 - 10:52)

Oh Lord, here we go I might hate myself tomorrow

[Spoken verse] (10:52 - 11:04)

But I'm on my way tonight At the bottom of the bottle You're the poison and the wine And I know I can't change you And I, I won't change

[Background Music Artist] (11:04 - 11:50)

I might hate myself tomorrow But I'm on my way tonight Let's be lonely together A little less lonely Me too, we can do it all night No one else will do Like it was the first time You got me feeling something's true You, you

[Background Music] (11:51 - 12:44)

Got me feeling more than I knew You, if you want me to We can, like it was the first time

[Background Music Artist] (12:44 - 12:58)

If you want me to We can do it all night No one else will do Like it was the first time

[Attendee] (12:58 - 13:11)

You got me feeling something's true You, you Waited on a miracle

[Background Music Artist] (13:11 - 13:15)

There ain't no miracles around here

[Attendee] (13:15 - 13:18)

There ain't no miracles, no miracles

[Background Music Artist] (13:18 - 13:26)

There ain't no miracles I'm not afraid to be impossible There ain't impossible around here

[Attendee] (13:26 - 13:55)

There ain't impossible, impossible There ain't impossible, no Knowing shit has gotta change One day it'll never be the same Just look into my heart, you can see the grind Look into my eyes, you can see the pain Paint a perfect picture where I came from Some nights when I thought I wouldn't see the sun The sun raised up Waited on a miracle Impossible

[Music Chorus Performer] (13:56 - 14:06)

There ain't impossible around here There ain't impossible, impossible There ain't impossible Waited on a miracle

[Performer] (14:40 - 14:55)

Waited on a miracle You know we finally here, right? It's Friday then Then Saturday, Sunday

[Music Chorus Performer] (14:55 - 15:05)

It's Friday again Then Saturday, Sunday It's Friday again Then Saturday, Sunday It's Friday again

[Event music] (15:05 - 15:39)

Then Saturday, Sunday It's Friday again I thought the hands of time would change me, and I'd be over this by now, yeah, it's been too long since we got crazy, I'm lucky it's been an hour, I'm counting down till Friday comes, I'm gonna, I'm gonna do too much, know I'm all in my bag that's clutch, feeling it, feeling it, feeling it, every Friday, Saturday, Sunday, and this weekend on a wave, yeah, it's

[Music Chorus Performer] (15:39 - 15:46)

Friday then, it's Saturday, Sunday, what? It's Friday then, it's Saturday, Sunday, what?

[Background Music] (18:24 - 21:22)

It's Friday then, it's Saturday, Sunday, what? It's Friday then, it's Saturday, Sunday, what? It's Friday then, it's Saturday, Sunday, what?

It's Friday then, it's Saturday, Sunday, what? It's Friday then, it's Saturday, Sunday, what? It's Friday then, it's Saturday, Sunday, what?

It's Friday then, it's Saturday, Sunday, what? It's Friday then, it's Saturday, Sunday, what? It's Friday then, it's Saturday, Sunday, what?

It's Friday then, it's Saturday, Sunday, what? It's Friday then, it's Saturday, Sunday, what? It's Friday then, it's Saturday, Sunday, what?

It's Friday then, it's Saturday, Sunday, what? It's Friday then, it's Saturday, Sunday, what? It's Friday then, it's Saturday, Sunday, what?

It's Friday then, it's Saturday, Sunday, what? It's Friday then, it's Saturday, Sunday, what? It's Friday then, it's Saturday, Sunday, what?

It's Friday then, it's Saturday, what? It's Friday then, it's Saturday, what? It's Friday then, it's Saturday, what?

It's Friday then, it's Saturday, what? It's Friday then, it's Saturday, what? It's Friday then, it's Saturday, what?

It's Friday then, it's Saturday, what? It's Friday then, it's Saturday, what? It's Friday then, it's Saturday, what?

It's Friday then, it's Saturday, what? It's Friday then, it's Saturday, what? It's Friday then, it's Saturday, what?

It's Friday then, it's Saturday, what? It's Friday then, it's Saturday, what? It's Friday then, it's Saturday, what?

It's Friday then, it's Saturday, what? It's Friday then, it's Saturday, what? It's Friday then, it's Saturday, what?

It's Friday then, it's Saturday, what it's Friday then, it's Saturday, what?

[MC] (21:23 - 21:25)

It's Friday then, it's Saturday, what?

[Transition MC / Music segue] (21:25 - 21:25)

It's Friday

[MC] (21:27 - 21:57)

I'm about to let my heart speak, my friends keep telling me to leave this, so let's get down, let's get down to business, let's get down, let's get down to business, I'll give you one more night, one more night to get this, we've had a million, million nights just like this, so let's get down, let's get down to business, let's get down, let's get down to

[Chorus/Music performer] (21:57 - 22:11)

business, I'll give you one more night, one more night to get this, we've had a million, million nights just like this, so let's get down, let's get down to business, back and

[MC] (22:11 - 22:28)

forth, back and forth, the bullshit, I was sad before, I don't mean it, it's been a while since I had your attention, so in my heart you're in it, all right ladies and gents that's your one

[Adam Goff] (22:28 - 22:43)

minute warning, one minute if you want to finish up those conversations, want to make your way over to your seats because we're going to be live on stage in one minute, now is the time to get yourself back in your seats, 60 seconds ladies and gents, 60 seconds,

[Transition MC / Music segue] (22:43 - 22:54)

we can't leave them, that's your 30 second warning ladies and gents,

[Adam Goff] (22:54 - 22:57)

30 seconds, take your seats please, take your seats,

[MC] (23:08 - 23:13)

it's just like this, so let's get down, let's get down to business,

[Chorus/Music performer] (23:25 - 23:29)

so let's get down, let's get down to business,

[Event Staff / Announcer] (23:29 - 23:51)

ladies and gentlemen, property entrepreneurs, please clap your hands and give a huge round of applause and welcome to the stage, Mr Adam Garth.

[Adam Goff] (24:00 - 24:20)

So in fact my slides aren't synced, if you want to help me out there that would be great, welcome back, welcome board members to the room, okay so we've got a bit more space now, so if some people are a bit crowded, maybe on this table, want to maybe move over, there's a little bit of space, these guys, you guys, it's like Hong Kong over here,

[Event Host] (24:20 - 24:29)

right you're living on top of each other, have a bit of space, get a bit of space, some people go over there, all right it's not New Delhi, all right this is Birmingham, okay,

[Adam Goff] (24:49 - 27:12)

you can't sit here, we're oversubscribed, couple more seats here if anyone wants a bit of space, okay ladies and gents, you know what's coming up, you know what's coming up, it's not my rendition of Frank Sinatra, you'll be pleased to know, but it is the open mic, so get yourselves ready, get yourselves prepped, a little couple of announcements, so Supper Club, we've put on an extra, they did sell out for the year which was fantastic news and we did put on an extra Supper Club in Feb, so Tuesday the 6th of Feb and there is one place actually available, I think it says two in the workbook, so if someone is local and would like to join us on the Tuesday evenings round table, please there's a kiosk in your workbook, take the slot, go and see Bianca, get it sorted, Private Dining, let me just announce who's on for Private Dining with me, Amit, Tony Rigby, Chris Chadwick, Roberto, Sarah Rappley, John Whitworth and Sarah Lloyd, and then with Dan it's Billy Turriff, Chris Dornan, Eduardo, Finn and Shayna, you noticed how I did the accents, that was really good wasn't it, getting better at this stuff. Okay, last but not least, I have another announcement to make, so unfortunately one of the board members had to pull out for personal reasons this year, but we did have someone on the shortlist and he was more than happy to step into the fold, so I'd like everyone to join me in saying congratulations to Tej Gill, who is our newest board member for 2024. Badging me and badging me and okay, finally, you know, it's an absolutely fantastic addition to the board Tej, I'm sure you're gonna have an amazing time, are they looking after you?

There's no bullying, there's no board bullying going on? Oh you haven't done the initiation yet? Oh that's later, yeah, that's later, that's later, that's later, all good, so that's nice, I'm really happy for Tej, yeah, very happy for Tej indeed.

So it's open mic time, so ladies and gents, I gave you the warning before the break, for those people that want accountability or they just want to share a success, please start making your way to the stage, we'll give everyone a round of applause, people that are coming up, come and stand over there in a nice line, this is your opportunity to put your head above the parapet, nice, love it,

[Event Host] (27:16 - 27:24)

excellent, excellent, anyone else, feel free to join as we go, board members, you know, don't be stoned, it's not just masterminders who can do this, you know, the board members are

[Adam Goff] (27:24 - 27:45)

allowed to do it too, so right, what we're going to do, so Bianca's going to be taking notes, if you want some accountability, tell us the date by or when you'd like it, Bianca's going to be transcribing this, so it's going to be etched in stone, okay, so this is your ability to accountability, so first up, Anthony Carter, let's go!

[Casey] (27:51 - 28:33)

It's afternoon, afternoon, I've been on a bit of a journey since I joined Proposantione, one of the big takeaways is getting into reading, a few of you probably know that, I've got a couple of recommendations, if you haven't, they might have been recommended in the book club on the app, so buy back your time, I think it's a brilliant book, I took a lot from that, listened to it a couple of times and still going, I think Graham recommended it, cheers for that, and the surrender experiments, I couldn't put it down, I read it from front to back in three days, which is amazing for me to read something like that, so I've got questions, if anyone's got any more books they'd like to recommend, please put them in the group, like I say, I'm on a journey with it and it's been amazing, thank you.

[Event Host] (28:33 - 28:41)

Most well answered, let's give a big hand, well done, thank you, let's give Casey a big hand ladies and gents, Casey's up next.

[Attendee] (28:46 - 29:50)

Hello, as many of you know, this is my year of 50, I turn 50 soon, and this year I've actually challenged myself, I've got a lot of like 50 related challenges, and this year my big challenge is to give gifts, not to myself, to others every day for the 50 days before my 50th birthday. I do have a list of 50, I'm open to ideas and suggestions, so please feel free to share them with me, but this is what I'm going to do, I start on February 5th and every single day it will be a gift of my time, a gift that, you know, somebody I've been paying attention to, something somebody needs or I feel like they'll enjoy, just random acts of kindness, anything. I am going to, this is my like accountability because I don't do social media, be posting on social media, so please call me out on that and give me some suggestions, thank you.

[Adam Goff] (29:50 - 30:08)

Absolutely, well done Casey, well done. So I've got my Christmas list, I'll send it over to you, so that's absolutely fine, so yeah, and she's also losing 50 pounds before she's 50 as well, as if that wasn't big enough, so congratulations. Umesh, let's give Umesh a hand, slow, it's good, love it.

[Umesh] (30:10 - 30:40)

So as a child I was bullied quite a bit and I think I put on loads of weight and I lost a lot of confidence and I'm getting that confidence back, so I'm very, very grateful that I did not apply for the board this year because I couldn't stand to be bullied again. One thing I am doing is I've said 90 kilos and one size by June, so that is one of my big targets, I've always yo-yoed and done these little cheats but now it's, it's game.

[Adam Goff] (30:40 - 30:41)

And where did you start and where are you now?

[Umesh] (30:42 - 30:46)

So started at 104, I'm at 96.3 now.

[Event Host] (30:47 - 30:57)

Amazing, well done Umesh, we'll hold you accountable, by June, well done, by June Bianca. Let's give Finn a big hand, ladies and gents, welcome Finn.

[Finn] (31:00 - 31:30)

This is a win, so as some of you know for the past almost year really, I've been trying to four houses, it's been a challenging number of ways, fires, building control issues, different bridging loans, all sorts, but finally with about 10 minutes to spare before the deal fell through, on the day before everyone broke up for Christmas, we completed, so yeah, 20 years old I purchased about £700,000 worth of property, which is kind of a massive achievement and

[Event Host] (31:30 - 31:36)

massive struggle, so yeah, congratulations Finn, congratulations.

[Suzanne Elsie] (31:39 - 32:18)

Suzanne, let's go. Afternoon everybody, my name is Suzanne Elsie, can't even say my name, and my background is interior design and then we moved into property with Craig four years ago. I've been asked by lots of trades people how we've done that, they want to do it and we started our masterclass thanks to Supper Club last year, and that's going really, really well, and so we are starting our podcast to help me overcome the dislike of my voice and how I look, and that's going to be going out on social media.

We've committed to 52, so one a week, so if you can share, I would love that please, thank you.

[Event Host] (32:19 - 32:21)

Absolutely Suzanne, well done, congratulations.

[Shanie Miller] (32:22 - 32:45)

Hi, my name's Shanie Miller, so mine is a win, so as some of you know on the table earlier, I have had Bupa health checks every year for the last five years, and there's been more on a negative side of things. This year, for the first time, my cholesterol went from the red into the green.

[Attendee] (32:54 - 33:53)

Hi, good afternoon everybody, I'm Will Hodgson, I think most people know me here. First of all, one of my things is to talk more, and I just want to tell you about a win, it's a lifetime win, it's a real goal that I've worked on since I was 18 and a half. I loved grand designs and I wanted to build my own house from scratch, always had a modest income, but always bought the best worst house in the best areas, and I've done them up, and I've done them up, and then I bought about eight years ago this massive rambling derelict house, which I did up literally stone by stone myself.

We've now managed to get planning for another six-bedroom house on the other half of the plot. I've sold the main house, that should exchange today or on Monday, and the planning is right on the cusp, and I believe I'll get it today. Congratulations, that's amazing mate, well done, congrats, congratulations man.

[Event Host] (33:54 - 33:55)

Good to see you, let's go.

[Performer] (34:06 - 34:17)

Chris and I are expanding our self-storage business and we're buying an ex-Argos building on Torquay High Street that Tej owns, and we've both got a good deal on sale and a purchase.

[Attendee] (34:18 - 34:30)

So I'll put it in the circle app, so the power of the community, I'll put in the circle app, he said he was interested, and within, what, four weeks from that message to agreeing a deal, and it was really easy negotiation, so one of us got screwed, we don't know which one it is.

[Event Host] (34:35 - 34:39)

Fantastic, well done lads, that's awesome, fantastic, wow.

[Akash] (34:44 - 35:18)

Akash, the stage is yours. Hey everyone, so as we look to 2024, I think it's good to look back at what you've achieved, and I'm looking back at what I've achieved here at PE, so from concept to reality, this black box, a lot of you have seen me draft it, Dan helped me put the social media plan together, Adam fed back on it, the Val has been so supportive, Billy's put input on it, so it's a win, but it's also a big, big thank you to the PE community and everyone coming together to help me create this, so thank you very much. Congratulations man, well done.

[Event Host] (35:19 - 35:24)

Anyone else? Anyone else? Billy, are you coming up?

[Adam Goff] (35:25 - 40:26)

Oh no, I thought, oh I've just dropped something, oh what a shame, all right, okay. Guys, that was absolutely fantastic, all right, what amazing, awesome, amazing wins, a bit of accountability, so yeah, use it, it's like such a great tool, so fun, I know some of those people, certainly for the mastermind, one of their goals is just to do more public speaking, put themselves out there a little bit more, it's not so much what you say, it's just coming up and having a bit of, you know, professional development, so let's give everyone a round of applause again, because I thought that was really nice, that was really nice. Where's Craig?

Where's Craig? Oh, see, he didn't come up, didn't come up, but I did want to share something, so Craig's, yeah, actually now, I don't want to necessarily ruin it for you, Craig, but this, I think is so cool, and Craig's actually built his own financial fortress, physical financial fortress, so he said his wife didn't really understand what he was talking about, it was about properties, it was all very pie in the sky, and look, Craig's built this physically, I think it's very cool, world-class, never seen it before, I think we should all, I've asked him if he'll start commissioning them for us, so we could all have our own ones, so there's Craig, a massive round of applause for this, Craig, so this deserves a special shout out, very, very cool, he can tell you all about it, so moving on, as I said, we're now into winter, all right, it's time to put the journals down, and it's time to get our execution hat on, and winter, before this craziness of championship season, is really where we do a lot of on the business work, if you think you've been working on your life right now, and on the business, but it's been very much high-level strategic, now you've got to start putting in the systems, and making sure you've got what you need to deliver the results you want, come championship season, so I talked about hard winter, easy summer, again, another mantra for you is like, all I've got to do is work really hard these 12 weeks, putting everything I need in place, getting right ahead of the game, like literally forecasting what you think your business is going to need, and then you can enjoy it for the next 12 months, before winter comes along again, so think of it like that, the message I really want to get across today is that really you've got to change gears now, and it's from the cave into prime time, into work, into building out the business that you've now designed and committed to actually go and deliver, the way you're going to do this is with prime time, prime time 60 to 90 minutes in the morning, I covered it last time, I'm not going to cover it again, everybody should know what prime time is, it's you bringing the best version of yourself to the highest value work you can do in the business, it is not you trying to build that system at 4pm on a Friday when you're tired, burnt out and you haven't got any energy, it's you getting up early, it's having your meditation or your green tea or your coffee or whatever it is that gets you going and it's sitting down and saying I've got to build this, this is the business of the future that I'm building, this I called one of your secret weapons for winter, but there is another secret weapon for winter and it's been my trump card for the last decade and it is time tracking, time tracking is fundamental in your productivity, not only is it an amazing way to get things done, it's a fantastic way to track where the most valuable asset we have is going and by gamifying work, by having yourself on a timer, you will guarantee to get more productivity, so what I want to do is run through this very important asset, it's going to be a 28 day challenge so that everyone is set up and by the end of this session it will be so easy to do and for those people that have been resisting it, you're going to trust me and you're going to do it and for those people that have already done it, you're going to be reminded of why it's important and just make sure you can't take it up to another level before we go into this productivity season.

Before I start though, because this is the main reason why I did time tracking, who here would like to potentially fire themselves from their business, they don't have to work in their business, who would like to do that? Everybody. Okay, this is how I did it, this is how I did it, this is why it's so important and it's so important to me.

So why would we time track? When I say time tracking, be really honest, I say I'm going to get you to do time tracking, what does everyone think? What does, hang on, hang on, what comes to mind like, what comes to mind when you think of time tracking?

Be honest. I ain't got time for that. You ain't got time for that, I like that, that's good, that's good, that's good.

Rupin, what do you think when you think of time tracking? Oh, good catch, my friend. Productivity.

Oh, you think of productivity, okay. Does anyone else have anything negative to say about time tracking? Like if I said to you I want you to track your time, what does everyone think of?

You might forget, yeah. Another thing to do, I'm too busy, Will.

[Crowd voice] (40:28 - 40:31)

The police are following you?

[Adam Goff] (40:31 - 44:14)

Yeah, the boss. The boss, right, exactly, the boss, yeah, domineering. Anyone ever think it's a bit restrictive?

It's not why they became an entrepreneur, is it? To track their time? No?

Yeah, boring? Anyone think it's maybe boring? All right, this is how I feel about time, when someone said to me, you're going to track your time, I said you must be joking, you know, it's like, it sounds almost like dictatorial, you know, it's something like Saddam Hussein would get his team to do, do you know what I mean?

It's quite aggressive, isn't it? So I want to track everything, you know, it's like, it's not where we want to be, it's not where we see our lives as entrepreneurs, but actually, it sets us free. So the why for me is, first of all, is productivity.

Okay, you will become more productive. It's like tracking your weight on a scales, inevitably, for the first couple of weeks, your weight is going to go down. As soon as you make it visible, your productivity will go up.

It's a game. You start that clock, you're playing a little game with your brain. It's like, right, well, how quickly can I get that task done?

I'm on the clock, someone is watching. So we need, we sort of need someone, like Will said, the boss looking over us, it's a bit like that. Now you've got someone, something to hold you accountable.

The second point is the visibility point, is how can you possibly hope to have more time to buy yourself from your business, if you're not actually tracking where your work goes? But genuinely, you can't manage what you don't measure, right? So therefore, if time is our most valuable asset, and we don't have enough of it, we need to see where it's going.

And when we see where it's going, then we can start delegating it to our team. But if we don't have any real records, we really don't have anywhere to start. And that's why we just go round and round and round and we don't get anywhere with this stuff.

Thirdly, time is the only asset we cannot ever get back. We literally cannot get this thing back. It is the most important thing, the gift we were given.

And every day, it's just going, you know, it's not stopping, and it's not coming back. So why wouldn't we put some energy into you think, oh, it's just another thing. I haven't, you know, I haven't got time for that.

You haven't got time not to do it. All right, because this is this is the only thing that matters. I saw a really funny thing on Instagram the other day.

I see lots of funny things on Instagram. But one of the funny things I saw was a guy asked someone if they would, he said, if I gave you $10 million, would you accept it? And he said, Well, yeah.

And he said, Okay, but the deal is you can have $10 million, but you die in two days. Would you still accept it? He said, No, there's no price on another day's life, is there?

There's absolutely no price. So that's how valuable time is. So I hope I got that across to you.

Also, the reason why time tracking is important as an entrepreneur is because it can help your team out. If you've got a team member who's super busy overload, they're coming to you boss, you know, Akash, Kev are too busy. How do you solve that problem?

But how do you start to solve that problem where you start to get them to track their time to see what they're doing? And you go, Oh, you're still, you're still checking that, that thing, like for an hour every Monday, why are you doing that? And they say, you asked me to do that two years ago, I've been doing it ever since.

Oh, yeah, we don't need that anymore. You know, it's like, how do you have visibility on what your team are doing? If you know, if they can't track their time, so once you master it, you can do it with your team.

And lastly, I think another reason why it's important to me is because, and this is probably the big one, is because we all should want to increase our hourly rate every year. Do we agree? Do we agree?

Do we agree? Only three people want to raise their hourly rate? Yeah.

Every year, we want to get more that more like highly valuable, highly, highly, highly leveraged, right? So how do you possibly work out your hourly rate if you don't know how many hours you've worked? Can someone answer that question to me?

[Umesh] (44:16 - 44:16)

Make it up.

[Adam Goff] (44:17 - 49:21)

You can just make it up. You make it up. So it's very easy for me.

I just work out how much I've earned that year in cash flow, profit and assets, and I divide it by the amount of hours I've worked on my toggle. There's my hourly rate. And if I want to know the hourly rate of my different 70, 20, 10s, I do it by that.

And I can go down into different roles within that. And I know my different hourly rates across my whole spectrum. Some things are very high and some things are rather low.

The average, I'm pretty happy with, but it's tracked. For me, that's the game. The game is every year increasing our hourly rate.

This is why it's so important. This is why I want to take you through this now. So like I said, everyone just thinks they're too busy.

And this is not something they've got time for. But what I want to try and get across today and have you carry into the next 28 days is how powerful a tool this can be. I'll tell you a really good case study when it comes to this is this cheeky chap here, yeah?

He's not in the room, but I love him to death. He's like my brother on PE. And he says to me, he said to me a few times, I'm sort of following in your footsteps.

I'm sort of a year or two behind you, et cetera. But one of the things he resisted for years was time tracking. He was like, I'm not doing it.

I haven't got time for it. All the things that we've said, it feels like another thing to do. I'm already too busy.

But a few years ago, he finally relented after I kept banging the drum. And these are his results. So in the year he decided to start tracking his time, because he had visibility on it, and then he started to delegate things that he didn't even realise he was doing, because it was just autopilot.

He's like, I can't believe. And I'm going to show you the process for how to do this after. He worked 60% less hours.

Because he's obviously a chartered accountant, he's tracking how much money he's making nicely. His profit also increased by 40%. So he worked 60% less and made 40% more.

And he has openly stood up on this stage and said, the only reason for this was the clarity I got from time tracking. Because it forced him to think about how he was spending his time and how he could delegate things and get them off his desk. It forced him.

It was like this another level of awareness. So that's why it's so important. Hopefully, you're all convinced.

Hopefully, you're with me on this one. So if you've never done time tracking before, how do we get set up? Well, I use something called Toggle.

There are various apps out there, you can have this on your desktop, open as I do on the first tab on my desktop. And or you can have it as an app on your phone. I have both.

Because then sometimes I walk away from my laptop and I see it still going on my phone. It just reminds me to update it. So I use Toggle.

I think it's great. I'm going to show you how to use it. What you need to do, we'll do questions at the end.

What we need to do is set up this is very simple level. And actually, you know what you could just do if you if you're one of these people that really feels resistance to this, you can literally just turn Toggle on and off when you're working. That would be an amazing first step, just on and off, nothing else.

For those people that think it's complicated or overwhelming, just turn it off and on. I'm sat down on my desk, it's on, I get up, it's off. It could literally be that simple.

What I'd suggest you do though is actually set up five projects. So they're five groupings, five projects, up to five, okay, up to five, you could have three. And I'd add one for inbox, I call it.

So basically like noise, like WhatsApp, inbox, that you're just kind of like in the admin, potentially one for property entrepreneur, if you wanted, and then maybe three more. And those three might be your 70, 20, 10. Wouldn't that be a good idea?

So you could just track where your time was going against those three major commitments that you've just made to everyone in the community to do this year. Super simple, giving you a super simple blueprint here. Or you could also decide to track by the type of work you were doing.

So you might want to track how much time you're in the business, delivery, how much time you're on the business, development, prime times would be a good one, and how much time you're being a manager, SCS is holding people accountable, things like that. So you could use one or you could do either of those or potentially both. Super simple.

And then I'm going to show you how to look at the reports, because actually tracking does have value when you're doing it. But the most value actually comes from looking at it at the end of the day initially, when you're kind of still figuring it out. And then that's interesting, certainly at the end of the week.

And then at the end of the month, and the end of the year, you know, when you're coming to do your strategy in autumn next year, and you've got nine months worth of data about what your hourly rate was in the different businesses. And, you know, you do your more or less key when you're looking, you think, what do I want to do less of? And you just bring up your toggle tasks.

And you just go, why am I still, you know, commenting on Facebook three times a week, I don't need to be doing, you know, you've got your list, you've already got your list. This is why it's so cool. So this is the setup, which I'm going to run you through in just a second.

But with that, I'm going to go for it now. But before I do, do you have any questions? Do you have any questions?

Ashley's got a question? Yeah. Any other any other questions?

Okay, so Chelsea. Cool.

[Ashley] (49:21 - 49:39)

So that's Ashley's question, just trying to help you to save a tab on your computer. Oh, yeah, you can install an app, or you can have it as an extension or whatever. And then it's just running in the background, but just send you a tab at that time.

Yeah, nice. So it's like a browser extension.

[Adam Goff] (49:39 - 49:43)

Yeah, I'm sure there's loads. There used to be one in Asana you could use, it was linked. Yeah.

[Ashley] (49:43 - 49:49)

With tabs, then you end up closing them and forgetting to reopen. Whereas with an extension, it just sits there.

[Adam Goff] (49:49 - 50:00)

Totally. It's different for everyone. I just like it always being the left tab.

It's because it's just for me, it's always there. It's just I can always see it as a personal preference. You're gonna have to find your way.

But thank you for the suggestion. Great suggestion. Chelsea.

[Chelsea] (50:00 - 50:13)

Yeah, I was gonna ask something about that, actually. And I wondered if you could open, is there any way of having a notification for like, when you open your laptop for it to like come up? Because I don't use my laptop for anything other than work.

[Adam Goff] (50:13 - 50:23)

Yeah, I just didn't know if there was any sort of like ping, it could come up saying like, what would you if your homepage on your Safari or Chrome was toggle? Wouldn't it remind you?

[Chelsea] (50:23 - 50:26)

Yeah. So should I just say as the homepage and have the extension?

[Adam Goff] (50:27 - 50:40)

Yeah, that's what I do. Okay. And like, yeah, I didn't even set it as my homepage.

Now Safari somehow just remembers. I've got I have toggle and calendar. They're my top two.

I literally open it just does it. I don't know how it does it. It's figured it out.

[Chelsea] (50:40 - 50:44)

To find some hacks because I tried this last year and I lasted about two days.

[Adam Goff] (50:44 - 50:57)

Hacks are key. Post it note. You know, post it note on the laptop, like, like, you know, you need to find your own way.

But definitely you've got like basically like any new habit, you're gonna have to bed this in. Anyone else? Who else had a question?

[Audience participant] (51:02 - 52:41)

A small bit of a, again, a tip to help. So I'm a tab guy. Yeah, like you.

How many have you got now? 50? Yeah, loads.

You can pin, basically I pin it. So I pin all the usual tab on the left there. And it's just stays there all the time, but just on the setup.

So I play with so many different ways. And what I've settled with now is I've got the different projects, my different departments, you know, finance operations and, you know, marketing sales and all the different bits, you know, like these are the main categories. And then I think Anthony mentioned about buy back your time, which is a book from Dan Martell.

I'm on his mastermind in the US for his doing software stuff. And in his book, he's got a quadrant of the stuff you don't like doing, or you don't don't don't make you money, the stuff you like doing that make you money, and then you've got the opposite the things you etc. So he's got a whole quadrant of the the replacements, the delegation, the investment, and then something like that.

And then just was the last one in the production is the one where you enjoy and you're making loads of money, basically. And, and so you can use the tag system. So mine, I all all my projects are the business departments.

And then I tag like the stuff I shouldn't be doing emails, one one palm notes, my I've got four tags, one palm, two palm, three palm, four palm notes. And then at the end of the week, you can see show me all the on tags. And you see, all right, I've spent all that time doing emails, all that time doing the inbox and stuff, all these one point notes, the two pounds, you know, and then the game of the game is to get more of the three and four pound note stuff.

Exactly. I sort of set it up.

[Adam Goff] (52:44 - 56:23)

I'm trying to keep it really simple. But yes, you can you can. That is all correct.

You know, you can take it to the nth degree, I want to get my goal now is to get everyone on it. So let's do that. But that's obviously very valuable.

So if we can switch over to the laffy, please deck. Oh, great. We're live.

Okay, so as you can see, this is running already. All right. So yeah, I'm not quite sure how I've been awake for 12 hours.

But anyway, so right, so what you're doing right is everybody, we're going to do this in a second. Okay. You with me?

Yeah. Cool. So just go to toggle.com.

So we've got to do toggle.com, create an account, log in, they've got three different things. So just track. Okay, super easy.

All right, once you're in, and you're going, it's literally as simple as, and I would suggest that everyone does this. Okay, so what are you doing right now? You're at PEA.

Okay, so you're at PEA. That's the task. I'm at PEA.

And you're going to have a project. All right, so you can create a project in here. It's super simple.

You don't have to do anything else. You can just be like, this is my PE project. Okay, so I'm going to create a new project called PE.

All right, so there we go. Give it a colour if you want, create it. Boom.

I've now got a project. I've got a task of where I'm at. Bang, I'm now live.

I'm now tracking my time. And that's organised. Now every time I use that task or that project, at the end of the year, I can see how much time I spent at PE.

Right, and it might do it for you. You might change this to, you know, PE day, or you might change it to PE homework. You might do whatever you want.

Okay, that is literally it. If you want to add some more projects to get set up now, which is what we're going to do, you just go to the projects on the left, and just create your three. So you create one for your 70.

You know, whatever it's called, create project, bang, same thing. And then once you've got your project saved, like I said, there's all sorts of cool things you can do. But effectively, when you just start working, all you've got to do is type in what you're doing and then give it a project and press play and press pause.

That's it. Nothing else. That's how that works.

Okay. Obviously, the most important thing is to keep this tab open, so you can keep it updated. And what you don't want to do is, you know, what will happen is you'll have it running overnight.

You'll think I'm done, I'll shut my laptop, bash, and you wake up in the morning, wow, it's still running. That's super easy. Okay, what you've got to do, like, for example, in this one, is if I want to adjust the time that I started, all I've got to do is just go back and literally as easy as this, I can just adjust the time here.

And it's gone from 12 hours to six hours. Press stop, start again. What am I doing now?

I'm doing a winter hit list. All right. Bang.

Okay, now I'm on. It's literally as simple as that. And when it comes to reports, so then every day, obviously, you can get so you can do different reports.

You know, you might start off by looking at it every day. Fair enough. You know, that's how I spent my time today on different days.

But actually, every week when I do my Sunday sanity, I'll look at what the last week was. So I look at the last week, it was a bit of a funny week with New Year. And I'll be like, okay, well, what did I spend my time doing?

Okay, you know, well, this is how I track my time that week. So inbox had two hours, different way, you know, ahead of PE, you know, 15 hours, it's like, you can see where my time went. And I look at that.

And I think about how my week went, how I'm going to change it next week. And I use that data to plan my week the next week. And that's how I got myself out of my business.

Alright, so you can do it for the week, you can do it for the month.

[Background announcer] (56:27 - 56:35)

And you can do it for the year. Okay. Hours through the year.

Okay.

[Adam Goff] (56:36 - 56:55)

So all I've got to do is take how much I earn, divided by that, and I'll know my hourly rate. So I was saying, this data is invaluable. Has anyone got any questions before we put it over to you guys to set this all up?

Can you? Akash has got a question, if we can get him the mic, please.

[Akash] (57:00 - 57:32)

Nice. Can everyone hear me? Yeah.

So I have been tracking my time since you said, I don't really do anything with it. And two things have kind of come out of it is one is I'm still kind of valuing myself on the time I spend, which I know is not good. And secondly, I'm not really doing anything with the report.

So how have you got round? So if I've done 10 hours a day, I'm yes. And I'm really trying to get out of that.

So any tips on any advice you can give me?

[Adam Goff] (57:32 - 58:50)

So, I mean, do you track your hourly rate? Because I mean, isn't it the difference between being paid per hour, like paying someone per hour and paying someone for the job? It's like right now, I think your mindset is, well, the more hours I work, the more money I'm going to make, like pay per hour.

Whereas if you can do the same job by using the task triangle, and only doing 10% of it, but delegating the 90% and that the 90% you delegated is at a £15 hourly rate. You've now only spent 10% of the time and you've got the same result for minimal cost. So now your hourly rate has gone up, like eight times, something like that.

So that's why maybe hourly rate would help you like think about Josh's example. He started delegating more, which reduced his hours. So I think hourly rate would be a good track for you.

And then looking at the data and saying, like Guillaume was saying, what don't I want to do? Like, I used to have a list of 20 things that I would want to delegate off my desk every year, you know, winter hit list was the perfect time to do that. So every time you build a new system, you can give it to someone else.

So like, it helped me build my list of more or less key, you know, what I want to put in my winter hit list to get off my desk. Like surely you want to be working four hours a day, not 14. So there's other people out there better qualified to do it than you probably for a lot less.

[Daniel Hill] (58:51 - 59:59)

Daniel, you want to input? Yeah, just on the time tracking, so saying we're doing on the board at the minute with raise your rate with the people who are in Akash's scenario, who perhaps are doing it as a function, and it's got good productivity benefits. If you take that gamification to the next level, you can start setting budgets.

So for example, in my head, you'll hear about my strategy shortly. But I won't spend at the minute, I'm getting my WhatsApp usage down to a minimum of an hour a day. So when I'm in there, the timer starts, I'm like, bang, every day, I'm trying to hit that hour maximum.

And then it just makes you a lot more efficient with your with your work. And then if you take it up to a macro level of like hours worked per week, if I have a big week, where normally, you know, if I pull an eight hour or 12 hour day, where previously I would just roll into the next day, the next day, I'm like, right, I'm over cooking it this week, let's slow things down and have an easy Friday. And in my head, I can justify that work ethic, because I've overworked the previous day.

In practice, I'm not rolling into the weekend, burnout, stress chasing my tail, because I spotted on Tuesday, I've overcooked it rather than wait until Saturday morning when I'm, you know, exhausted and, you know, not in good shape.

[Adam Goff] (1:00:00 - 1:13:49)

Yeah, I think it's a great check and measure. I think, yeah, for you, it's just trying to reduce the hours, same productivity, less hours, and then solve bigger problems. Yeah.

Okay, so we're going to put some music on, you get your laptops out. I want everyone going to be five minutes now to set this up. This means no talking.

Okay, this is not something you've got to talk about. This is people need to get set up on top of this. Some people have used Toggle before, in which case, maybe just review your projects.

Think about if you want to change something. If you haven't, this is your opportunity to get going because it's going to be your 28 day challenge. So 321, if you've got a question, raise your hand, please.

Thank you. So some people are just doing it for the first time. So at this stage, you want to get the project set up, have a play with it.

Let me, Dec, can you change the thing back over to the Mac? Ladies and gentlemen, for those people that have finished or want to learn a little bit more, so I showed you about changing it, right? So if you get it, the biggest danger of this is it's wrong and then you just give up.

You think, oh, I messed up. I haven't done it. Like I forgot to do it yesterday, right?

Like Chelsea, something just forgot. Okay, that's fine. It's so easy to add things in.

You can just literally create a task here from what you did yesterday, you know, presentation. And you can give it a project because it's already a task. And I can just change the date.

Yeah, it was three days ago I did it, right? And I did it from 6pm until 8pm. I can literally just do it.

It's that easy. It's really not difficult. Say that and I can't do it.

Yeah, that's definitely going to confuse me. But like, the point is, once it goes in, like to Tuesday, right, it's in there. And I can, it's very easy to edit.

Basically, it's very intuitive. It's not the end of the world if you forgot. It's more important that you're consistent with it.

And if you don't get the project perfect, it doesn't matter. But for me, I sometimes just take a broad guess. And it just move on.

You know, this is not perfection. This is 80% is better than 0%. So I better start tracking my time again.

Otherwise, I'll be all off kilter. So if we could swap that, that'd be great. So what we're going to do is we're going to end it there.

So is everyone basically set up? Okay, if you're using Clockify, stick with Clockify. They're two different apps, the same thing.

Download it on your phone. Because it will show on your phone is on when your time is on. And like when you're out and about and you're on the phone, it's really handy to put it on.

Okay. Ladies and gentlemen, I promise you this will get you results. Chris just told me.

In fact, maybe Chris, you want to share it? Shall we just tell me? Who's got the mic?

Akash, can I have the mic, please? Thank you very much. So tracking last year.

How'd you get on?

[Chris] (1:13:49 - 1:14:10)

So I tracked it following this system last year. And I'd done it for part of the year before as well. And I doubled my hourly rate, which I, similar to Josh, put down to purely that I was time tracking.

So I knew, okay, I'm wasting time doing these tasks, managed to outsource them or pass to a team member. And yeah, managed to make sure I was doing the high value stuff. Round of applause for Chris.

[Adam Goff] (1:14:15 - 1:15:15)

Akash, did you catch that? He doubled his hourly rate purely down to time tracking. All right.

So this is literally foolproof, ladies and gents. It's guaranteed to get results. There's different levels of results it can get, like Dan just shared, but it's guaranteed to get results, whatever level you play at.

So if you've just started, lucky you, you're going to be in the easy win phase. If you've been doing it for a while, take it up another level. It's all a game.

All right, ladies and gents, what I want you to do now is close your laptops. Thank you. Close your laptops, put them away.

All right. This month, this is going to be your 28 day challenge. We don't give you a 28 day challenge every month anymore in advance, but when we do, it means something because we want you to be productivity powerhouses during winter.

And this is your secret weapon. So every week when you post your game of four quarters, top 10 for the week, you're also going to post your toggle or clockify report.

[Music Chorus Performer] (1:15:19 - 1:15:25)

That was good timing.

[Adam Goff] (1:15:25 - 1:16:25)

Comedy timing. I love it. Yeah, exactly.

Oh damn, he said. Oh darn. Yeah.

Okay. So that is going to be the accountability piece. And whether you've tracked two hours, two minutes, 200 hours, it's the process of holding you accountable to build a new habit.

All right. So that's going to help you Chelsea as well, isn't it now? Okay.

So that's your challenge. All right. So that's going to be out there for everyone to see.

Fantastic. Ladies and gents, execution is everything. All right.

We've done the fun stuff. Now it's time to get to work. It's time to roll our sleeves up.

And if you want a podcast to inspire you on your walks on the way home today or over the weekend, episode eight, one of the early ones. All right. Get stuff done.

The original and best. Okay. This is about becoming a productivity powerhouse now.

Without a doubt for me as an entrepreneur, it changed everything. And you've already heard from Chris. I've shown you Josh's examples.

There's scores of examples of people really increasing their added weight and doing the work they want to do. Good. Right.

Moving on. Which picture?

[Event Host] (1:16:26 - 1:16:43)

14. 14. See how long he's been doing the podcast for?

Dan, that's an insult or a compliment. Anyway, there you go. Bored bullying again, Dan.

I think we've got a serious... I think...

[Adam Goff] (1:16:43 - 1:17:38)

Dan's like pretending to read the web, but he's a bit embarrassed now. It's awful. You can say sorry to him later, Mark.

Okay. Ladies and gents, it's probably the moment lots of you've been waiting for. It's time for Dan and I to go head to head in our strategy day presentations for 2024.

Now, this is a bit of a grudge match, right? Every year, we slog it out to the death. Okay.

10 minutes each in January, 10 minutes each in August. I got off to a really good start over the first few years, but Dan has seriously upped his game recently. And I don't know how it's going to...

Honestly, how it's going to go. So, I really want to be going first, but he insisted. So, without further ado, let's give a massive property entrepreneur advanced round of applause and warm welcome to Mr. Daniel Hill, ladies and gentlemen.

[Music Chorus Performer] (1:17:38 - 1:17:50)

Thank you very much.

[Daniel Hill] (1:17:51 - 1:17:55)

So, guys, in... Oh, he's given me the booby trap clicker again.

[Crowd voice] (1:18:00 - 1:18:03)

This is cheating, Adam.

[Event Host] (1:18:08 - 1:18:10)

And that was my presentation, ladies and gentlemen.

[Daniel Hill] (1:18:10 - 1:18:11)

Thank you very much.

[Adam Goff] (1:18:19 - 1:18:25)

I'm so excited. It takes two weeks, I'm saying. Rub them against your jacket, Adam.

Turn it off and on again.

[Crowd voice] (1:18:26 - 1:18:39)

While you're figuring it out, who won between you and Jon? Mike, Mike, Mike. While you're figuring that out, who won between you and Jon?

Oh, we didn't do it on Wednesday, actually. Oh, yeah. Yeah, I was disappointed about that.

We do it ahead of time.

[Adam Goff] (1:18:47 - 1:19:01)

For the first years, we do it ahead of time so they can see a presentation. So, we give them like a week to then model it. Your words.

Your words. My words.

[Daniel Hill] (1:19:01 - 1:19:02)

I know, can you tell...

[Adam Goff] (1:19:02 - 1:19:05)

This has never happened before in the history of props engineering. It must be an omen.

[Daniel Hill] (1:19:08 - 1:19:32)

So, happy new year, everybody. Great to see you all. Last Tuesday, so many smiling faces.

Did you enjoy doing your presentations this morning? Such a good process, isn't it? There's obviously the element of delivering the presentation, but the aim of the game is that accountability spike to make sure you go through the process and actually get it done.

And listening to the board members last night, it really is like game-changing stuff, pulling this stuff together. It's even more amazing when the clicker works.

[Adam Goff] (1:19:41 - 1:19:57)

It needs to sync up to the screen. So, ladies and gents, it's the moment you've all been waiting for, the grudge match. Dan Hill versus Adam Goff.

Who's going to win? It really is anyone's race. He said he wanted to go first.

[Event Host] (1:19:57 - 1:20:11)

I wouldn't want to be going first, but without further ado, let's give a massive Profits to Entrepreneurs welcome to Mr. Daniel Hall for his 30-day presentation. Thank you very much.

[Daniel Hill] (1:20:14 - 1:32:07)

So, ladies and gentlemen, in 2019, some of you who are here may remember I stood on this same stage and said I was going to do the year of Level Up. And in that year, I was going to level up everything in our businesses, break every record we've ever done. We did that, and it fundamentally changed the game forever.

This year, I'm going for an encore and a repeat. So, my plan this year is to simultaneously level up our businesses, but also simultaneously level up my life, which is not going to be the easiest challenge in the world, but it's something I'm absolutely 100% crystal clear on and even more committed to actually execute on. So, 2023 was a challenging year for me, emotionally, personally, and I had three big lessons.

The first was the sobering reality no matter how young, old, or fit you are, we're all going to die at some point. And we don't know if that's going to be in a day, a month, or a decade from now. The second was that I've been stuck.

And whilst in 2019 I did this level up year and smashed everything out of the park, Einstein says the definition of insanity is doing the same thing over and over again and expecting different results. And last year I realised the reason I've struggled to figure out where I am the last couple of years is I've been hitting this glass ceiling, and it's now in the same way as 2019, time for me to break through that glass ceiling and go up to the next level. And the third is personally that I need to stop.

So, end of last year I was really fortunate to move into my dream house, and two or three weeks into that I was sitting there having a pot of green tea, looking out the window, and thinking how amazing my life would be when the helicopter landing pad gets installed at the end of the field. And about three minutes into this I woke up and realised I got caught on that hedonistic trap of always chasing what tomorrow is going to be like. And for someone like me who tends to sacrifice today in pursuit of tomorrow, it just reminded me I needed to stop.

And I then pulled my vision back, saw two squirrels fighting in the tree, and thought how cute, this is amazing, I'm so grateful to be where I am. And this is what I need to take into this year. So the three key KPIs are I'm very fortunate that over the last 20 years I've built my financial fortress, and despite tripling my outgoings last year, I still have 113% on my financial fortress, so that's good.

My metabolic age went up last year, so I went from 28 years to 34, mainly because I did a bulk, my body fat went up, I really want to get that back into the sub-30s this year. And then finally, quality of life. I actually scored 78, which is higher than what I thought, but when I went in and actually did a fairer appraisal, and removed the more tangible things like business and wealth creation, actually my personal satisfaction was more like 63.

So it's really clear that I think I've nailed the wealth, I'm on track with the health, but really I need to now focus on my life and take that to the next level in 2024. And my plan is to get up to 80+, which will put me into that great category. Talking about the sort of realisation, when I go to do the long game, the last two years I've really struggled to find what to put into my long game, and the last two years, the only two things I've wanted was my dream house and to start a family.

And fortunately enough, I got the dream house end of last year, and subject to the gods delivering, 31st of May, I will... Subject to everything going to plan, we'll be welcoming a little ginger character to the world, and I'll have a whole new level of responsibility and enter this world that lots of you guys have been fortunate enough to enjoy. So what I realised when I did the long game was actually I'm here.

I've chased all these things my whole life to get here, and I'm here. But really I haven't done the work that's required to now rewire my brain and enjoy what I've got. So rather than aim for this elusive tomorrow and helicopter landing pad, everything's there and I need to go and enjoy it.

So my year off for this year, in achieving both of these things, is the middle lane. And what I've realised is one of the things that holds me back is I'm an extremist. And I've identified for the last 20 years at being an extremist.

Whether it's building businesses, breaking records, bulking, cutting weight, I'm always going for these crazy challenges. And actually if I'm going to start to enjoy things, I need to live in a little more of a balanced way. So this year is going to be the year of the middle lane.

And what I'm going to do for the first time in my life is have no extremes. So if it means giving up alcohol for a year, that's an extreme. I'm not going to do it.

But I need to figure out how to have one drink without it being a problem. If it's keeping fit, I need to figure out how to be fit without having a crazy 10 kilo bulk or a crazy half a kilo a week, 36 week cut. It's been in this middle lane.

Which to some of you might sound easy. For me, I think it's going to be a challenge. So the personal objectives to go with this.

The first one is to break through and enjoy the view. Being this masochist that I've been forever has been really good for me. And for those of you that are in that beast mode part of your life, it's an absolute essential.

The problem is when you get to a point where you've got what you set out for, you're wired in a certain way where it stops you enjoying things. And what I need to do is shake off that work ethic, draw back some of those mindsets and actually enjoy the view. And one of the key elements for that for me will be reducing my input.

So I spend way too much time on WhatsApp. So moving that down to one WhatsApp, checking my WhatsApps in the morning and my afternoon will be a real clear breakthrough for me of living a life and not just being connected to my businesses. The second is a fit father and present partner.

So in my friendship group, I've got friends who have teenage children and by my friendship group definition I would say I'm a slightly older father. But despite that I want to be toe to toe with those young guns at the egg and spoon race. And I want to make sure that I'm very clear as a partner I want to be present through the pregnancy, through the enjoyment of starting a family and to make sure that I'm with that having daily, weekly and monthly structure to my life that prioritises it above work.

And then finally is make a house a home. I'm really fortunate to have bought my dream house last year. In 2012 I bought my first ever house.

I decorated it myself I furnished it myself and it's genuinely the only place I've ever felt like a home. So we're going to do the same process now. We're decorating ourselves, we're choosing the furniture ourselves, we're not bringing in the trades and getting an interior designer to do it all for us and it's just there.

Going through that process and really making an amazing house. We've got a list of projects that we want to complete over the next 12 months. Professionally I also want to level that up.

So I don't want to just step back from business and let the businesses slip or cruise control. I want them simultaneously to step up. So the first objective is I need to get out of this panicked space that I've been for a long time and while stress used to serve me well, it really doesn't serve me well at all anymore.

My first professional objective is no stress, finish everything, start nothing, finish everything which basically means I've got a range of commitments this year to deliver on which I'm going to do but I would normally take on more deals, more developments, more projects, more investments. I'm taking nothing new on, just delivering what I've got and using that extra time to invest in my life. The second is beat the budget.

So every single business in the PPN UK group will have their annual budget and the aim of the game for each key person within those teams is to beat that budget. And the third is to level up to this next level. So over the last three years I've gradually stepped back from all of my executive roles in all the companies and I've only probably got two or three left.

This year over winter, January, February, March I'm now moving out of those and I'm breaking through to this next level of the chairman role where every company has its own senior team, its own board of directors and I'm very much in a very different space. It's going to be a huge step change for me and hopefully result in a huge step change for the businesses. The headline strategy for PPN UK group, which is the group over the top that owns all the other companies, is world class wins.

And this is sort of a double entendre. What it means is world class wins, as in if you are world class you will win but also having tangible world class wins. To be able to look at something and say this is a world class win.

And we're going to do 12 of those through the year which is key things that we've leveled up that you could look at a box and a bow and say that was a clear level up so we're going to raise our standards, whether that's the response times we have to communications, whether it's the restaurants that we meet in for our monthly meetings or it's the products and services that we deliver, 12 of those. The second is beat the budget, so make sure every company, every senior team member is dialled into those budgets and that's the definition of success. And the third is for me no stress.

So it's to be early, I'm notoriously a tail chaser, I'm always 11th hour, it creates a lot of stress that I don't want in my life this year so there's no stress. To avoid the stress I need to be early and my tangible target for that is to not miss a single deadline in my house for the entire year. My hero for this is Naval Ravikant and previously it was going to be Warren Buffett for this year but I changed it at the last minute for Naval Ravikant.

He went and built a company called AngelList, stepped out, went up to the chairman level and it went from like 1 billion to 5 billion in like 3 years. My expectation is I can achieve the same by bringing in the right people. Personally I have a challenge and experience and adventure.

The challenge is the middle lane and I want to hold weight this year in the sweet spot so I'm great at cutting, great at bulking but hold in a sweet spot weight of 64 to 66 kilos. The adventure is going to be starting a family and seeing what that part of my life is going to look like. This might be the most refreshed you've ever seen me.

And the third is no stress. Last year my target was to not be ill once and I didn't get ill once. When I say touch wood the year's done now.

My aim in the game this year is no stress. When I get stressed I get styes in my eyes. My plan this year is to have no styes.

That would be an absolute game changer to me. And to finish off is my reward. My reward is here.

It's to enjoy the view. It's not to move a million miles an hour. It's not to be sitting wherever I am thinking about tomorrow.

It's about enjoying today, actually being grateful for what I've got and making the most of 2024 for being what 2024 is. Not chasing an elusive reward at the end. I look forward to sharing the journey with you.

Thank you ladies and gents. Just for the record I didn't say I wanted to go first. So there may be somebody in the room that wanted me to.

Hopefully I've done a reasonable job of setting the bar but here to show you how it's done at a world class level. Can we please give a huge round of applause ladies and gents for this 2024 Strategy Day presentation. Mr Adam Gough!

[Event Host] (1:32:13 - 1:32:14)

Thank you sir.

[Adam Goff] (1:32:16 - 1:49:08)

Ladies and gents hello and welcome to Adam Gough's Strategy Day presentation for 2024. So I just want to set the scene. Two and a half years ago I realised that I'd completed my financial fortress and I no longer needed to serve clients and have a team and have a busy business.

I sold that business, I put a load more money in the bank and I got rid of everything. I got rid of my flat, my team all my responsibilities. I went down to basically a zero hour work week and I just ticked off my bucket list.

There was no rules apart from serving you guys there was literally nothing in my calendar I had no inbox and I was saying to my dad I just want no inbox, that was it. That's been an amazing few years and last year I remember I surrendered to just let the universe guide me on where I wanted to go and I've personally totally transformed. I'd say the finishing piece in my transformation for those people that remember my presentation last August was that I met my soulmate.

I'm in love now and I'm trusting love. I'm trusting love in a way that I never trusted love before and what I've noticed is I'm wanting to expand. I am stepping into my masculine energy and I want more again, I want to be a provider, I want to be a dad, I want to be this better man and I'm like where did this fuel come from?

I honestly believe it's meeting Bella about a year ago today that really flipped the switch for me. This presentation is also going to be very different. In terms of my three KPIs I love these.

Yes, I've got my financial fortunes completed, I've always lived fairly frugally, so comfortably still banking money and living my lifestyle without having a business. Health wise, my metabolic age is 34, so five years younger than I am which I'm pretty happy with. My life by design score, honestly, I know a blaze probably shouldn't do this and get all excited, but I'm very happy in all areas of my life, genuinely, very, very, probably a bit obnoxiously content.

Seriously, just so happy, grateful, honoured, privileged, I really do feel like I love every moment. Six years ago, seven years ago I set a long game and I completed it, you'll all remember the story. I set another one last year which was all about surrendering and this year I'm going to really commit and I'm going to talk to you about that now, obviously and through committing in all these different ways I'm going to have different results and I'm going to get step changes in my life, whether it's where I live, in my wealth, in my personal development, so I'm really excited about this new cycle. I feel like we talked about it in Mastermind yesterday, we go through cycles, everything's seasons and I've just come round the track again and now I'm ready to go and it's literally like a clockwork, I can't wait for this next level up. So there's my absolute crystal clear clarity, again I'm super excited about this game.

So my year of, after surrendering and being shown where to live, the three biggest questions that Ravel can ask, where do I live, what do I do for work and who do I love? Well last year gave me the answer to all those three questions and now that I've been shown those three questions, it's my job to lean into that. Okay, when you go snowboarding and you go down a steep slope, everyone wants to lean back, but what happens is you go arse over tit and you roll down the mountain.

What you've got to do is fight your natural instincts and lean into the fear, because then you keep a centre of gravity and you can actually ride the slope. And I know that there'll be parts of me this year that just want to hit the eject button. Okay, because it's like me going back into the fire, I need to lean in and one of the biggest lessons I learnt was that actually having all this freedom is fantastic, but then you've got so many choices.

When you commit to one thing, when you commit to one woman, when you commit to one country, when you commit to one profession, that's real freedom because now you don't have to look around anymore and you can just focus on watering that own garden and for me that was the big game changer. I thought I wanted no responsibilities and no ties and actually I've realised now that it's the complete opposite, it's true. So for me it's leaning in, commitment equals freedom.

The three objectives that are going to help support me in this is number one I need to be fit. If I'm going to go back into the fire, back into work, I don't want my health to suffer. So I'm turning 14 next month and I want to keep this middle lane fitness.

My tangible target is to be between 12 and 14% body fat throughout the year consistently. It's not about a sprint to a weight and then trying to hang on to it, it's about just keeping healthy enough to stay in good shape and be happy. Second of all, I make no bones about it, I want Bella to move to Bali with me.

She lives in Hong Kong but it's like it's not going to happen overnight and what I realised was because I'm such an action taker and so impulsive being a blaze, I'll be like, just move come on, let's just do it. But she's not, she takes her time and so what I want to do is I want to be the boyfriend that she wants to live with. I want her to decide to come and live with me, not me pushing her to move.

I just noticed that was a little bit present. So hard one to make tangible but what I've given to Bella is the ability to give me a yellow card every time I push her too hard and I've told her that I've told everyone in this room that it's there. So she can give me three yellow cards through the year if I try and push her to move, to take action and we've also committed, a friend of mine does some great stuff with authentic relating and we've already started actually communicating better through couples coaching.

So that's really exciting and burn what I earn is my third objective. So I've always been frugal, always kept it tight mainly flying economy and getting business deals and stuff like that but now I'm just going to flip the switch. It's like Bella told me a Chinese proverb that the more you spend, the more you get back and I was like, you know what, let's go.

I'm pretty wealthy for my age certainly, I was like let's do the business class, let's do the penthouse, let's do the chauffeur, let's go for it let's really push the boat out and I've already booked a first class ticket next month it's like, let's burn what I earn it's going to be a lot of fun but that's it. So my tangible target is to spend all of my financial fortune probably and the rest. It's like to literally give tipping loads I'm just changing my whole mindset, abundance mindset it's like I'm just literally going the complete opposite way and see what it's like at the end of the year I'll probably have no money left but I'll have a lot of memories.

Professionally I'm going to go from sipping coconuts on the beach to the battlefield. I'm committing to property entrepreneur to go full in and the sub thing is hold my pint because with me leaning into PE and making this experience much better for everybody in so many different ways what I can think of, I want us to have record revenue, that's my commitment so hold my pint while I do that, Ian will love that one. Professionally as well, I need to level up my leadership Dan's really showed and inspired me how to be a leader and I'm definitely not at the pinnacle when it comes to the five levels of leadership so I want to be the leader that I would work for and tangibly how am I going to do that?

I'm going to ask every month for feedback from everybody that works with me so that we can create this kind of 360 honest space where we're both creating a really fantastic working environment. And obviously I'm a bit of a masochist and I'll happily burn myself out so by committing to work and this huge new vision for my life the danger is that I burn myself out and a blaze can easily put his fire out and it won't be fun anymore and I want to eject so I need to be aware of the boundary and recognise that time off is not a luxury, it's a requirement so my tangible target is I'm not going to work weekends, that's like absolute red zone and on average I'm going to do 35 hours of work a week across the year which is going to be very hard to do it's going to force me to delegate we all know our time track so that's going to be really easy to see if that shows up so for PE, the headline strategy new team, new dream when I was thinking about where we are in property entrepreneur with Dan moving into the chairman role, for those people that have seen The Last Dance the most famous and successful NBA basketball team of all time was the Chicago Bulls in the 1990s, they put together a dream team of absolute A players and for 7 years they won the title 6 times, unbelievable domination, when I think about where we are we've got some recruitment to do we've already got some A players I want to assemble that team of A players so that PE can go and win the next 6 championships so it's new team, new dream taken up to a whole other level and obviously the main KPI will be if we can secure record revenue supporting objectives wise, we need a world class finance function, we've struggled with finance over the years for various reasons but we need to bring in the best and that needs to be absolutely world class and we're going to make basically hire a whole new team when it comes to property entrepreneurs finance, secondly we need a marketing machine, all our marketing is content marketing Dan and Bianca, they do an amazing job, unbelievable but we don't have any systems any real team to talk of lots of stuff is outsourced so we need to build an engine in the business basically a lot of what we do is sales and marketing and we're doing it almost in a way that isn't efficient we need an expert and we need to hire a marketing person to lead that and then also I want to perfect all our packages, like we talk about the perfect package, it's something we teach and I want to review every single product we do to make sure it's absolutely world class, I'm going to be bringing in new products to make sure that our clients get whatever they need, whenever they need it, in the way they need it so that everyone can have their best year every year that's ultimately our goal so I'm going to completely review that ahead of time and you're going to see all kinds of level ups next year when it comes to that you'll see that physically when we unveil the new Property Entrepreneur Members Only brochure in the summer, when I give you the options for next year you're going to see all the work that I'm going to be busy doing during winter so my challenge is going to be to avoid burnout that's going to be my biggest challenge because I love it, I am, the fire is lit ladies and gents and I am at it, but it will kill me if I let it, it seriously will, the adventure is going to be building a business, working with A players, having this company that we can take to another level, it's so exciting I feel like we're going to ride the rocket and it's going to be amazing and obviously my experience is going to be business class chauffeurs, penthouse, it's going to be luxury lifestyle, it's going to be pushing the boat out and really enjoying the moment, so they're my three things and finally the reward of course you know me and my rewards but I am committing that I, subject to all these things going well, I am going to start building, I'll sign off the building project for my dream home in Bali when we sign up here in August that's my reward, that's my presentation thank you very much ladies and gents I appreciate it good stuff, thank you ladies and gents, it's always a lot of fun doing this so, what we're going to do is you've got your QR codes in the workbook okay, it's results time, cast your votes now please put some music on deck, thank you the QR code is page 36 in case you're looking for it this table is the worst okay, when you've cast your vote it's a really simple choice shouldn't say long I didn't mean it like that but give me 10 more seconds and phone's down please when you've done it, thank you nice okay, cool good, that was a lot of fun, did you enjoy that? thank you, yeah, it was really, it's always very good fun, you guys are a great sport, so thanks very much and it was an excellent presentation done commiserations in advance okay, so moving on couple of announcements then we're going to announce the finalists for after lunch and we're going to obviously announce the winner between Dan and I, so you know, we did the breathing exercise earlier it's that sense of relief that the presentations are over no one's more relieved than Valerie, trust me, yeah okay, like just utter bliss, that moment of I've done something, you know, I had all that stress I've done it and you're sort of now everyone's sort of, apart from the people, you don't know you're a finalist yet, so ignorance is bliss, but, so everyone's kind of in this really like Nirvana state, you know, they've got no stress have they, but I've got news for you, alright the reason you feel so good is because we've made, you know, we've made you do this presentation, this is our accountability spike, this is why you're part of this, alright, because you're a high performer and you love it, okay and as soon as you get one accountability spike, that's great guess what, there's another one around the corner and the next big accountability spike for this quarter is a written, published business plan, that's where everyone needs to get to the reason why we make you do so much work on clarity, you all know how many times you redid that presentation, right, to get that laser point focus and now you have it you can focus on the execution the exact same thing is true with your business plan, it's like you think you know what you're doing, but until you physically have to write it and then get it to the point where you're going to pay a publisher to print it, you're going to take it five levels further than you thought was even possible and that's why we've got this agent blueprint, this is why it's here, to serve you so you can formalise everything you've done over strategy and then winter into a published document that you can show your investors, your stakeholders, your team suppliers, anybody that you want to just talk about your business with you've now got this tangible document, even if it's just showing yourself that you are incredibly serious and you are taking this seriously, you are sending messages to your subconscious 20 quid to that person so you can just pay Bianca later, I'm not going to name you, it's all good, alright last year, so this is for those people that have forgotten, this is a day that we hold we do a build a write your business plan in a day we lock you in a room with me and we will get your business plan written in a day, that's the promise, last year it sold out, it will sell out again, this year we are going to make it an overnight experience for those people that want to come the night before they can have dinner together, like a community event, dinner together, networking, go for a walk and talk, maybe hit the gym, get up early again gym, spa, breakfast before we settle down at 9 o'clock and we will do a full day of mentoring support and getting stuff done in the room to make sure you can literally send it to the prince at the end of the day we are calling it the AGM experience this year, because if you want to do the full 24 hours you can, you can just do a day you are going to have an opportunity to reserve your place for this next month for now, if you are interested scan the QR code register your interest, we will send you a brochure ahead of time save the date, Thursday the 4th of April, it's the day before advance and that will be your day to guarantee your results, a bit like the strategy that you will get it done, so that's coming next month, so scan the QR code register your interest and we will send you a brochure in advance so you can get ahead of the game and don't miss out, because I know some people in this room did miss out last year Alright, any questions about the AGM?

No? Cool, so Bianca are you ready? Mr Hill would you care to join me on stage, this is where I'm going to eat my eat my humble pie

[Event Host] (1:49:13 - 1:49:17)

Let's give Bianca and Anne a massive round of applause please Applause

[Adam Goff] (1:49:19 - 1:49:24)

Applause That's about the only time we can get Bianca on stage Sorry

[Bianca] (1:49:26 - 1:49:50)

Okay, it gives me great pleasure to announce the winner of the 2024 Strategy Day presentation head to head and although I think you should both receive a penalty because you both ran over you give everyone so much stake so they have to stick to 10 minutes so next year or end of year please bear that in mind Understood

[Event Host] (1:49:50 - 1:49:51)

Okay

[Bianca] (1:49:52 - 1:50:00)

The winner this year is Adam Barnes

[Music Chorus Performer] (1:50:06 - 1:50:08)

Applause Applause

[Crowd voice] (1:50:12 - 1:50:14)

Thank you everyone, check's in the mail

[Adam Goff] (1:50:16 - 1:50:51)

So forget the donation don't worry about that, whoever's phone pinned I love you all, that was great Thank you very much, big year for me, very exciting like unbelievable how it's lit the fire inside of me and I just can't wait like Dan knows, I'm already like a dog with a bone, you know, I'm going for it, I'm enjoying it I'm loving it, such a different experience so watch this space Anyway That's that, that's a bit of fun, this is a whole other level, this is serious stuff So the finalists for the Strategy Day Oh Right, so we've got six finalists So we're going to start with a little drum roll please So table 1, finalists in table 1

[Event Host] (1:50:53 - 1:52:00)

Akash Congratulations mate, you've made it to the final, well done Applause Nice, nice Nicely done Nicely done, table 2 Where's table 2? Table 2 The person going to be joining us is Craig Shields, congratulations Craig Table 3 Drum roll please, table 3 It's going to be Bally Congratulations Applause And table 4 over here Who's it going to be? It's Mr Oversubscribed Chris Moss, you'll be off stage Congratulations sir Alright, two more to go over in the corner Table 5, table 5, drum roll please, table 5 It is going to be Mr Matt Dolman Congratulations sir Applause And table number 6, table number 6 Over this way Mr Anthony Carter Well done sir Applause

[Adam Goff] (1:52:03 - 1:53:55)

I just want to say that when you stand on stage and you see people's faces, most of the time people look pretty pissed off like a bulldog chewing a wasp all the time, it's your way of concentrating I know But seeing people's reaction when they're called up to be a finalist is like, some of these people absolute fear It's like, oh I thought it was over So look there's some, so congratulations everyone, you've done very very well Do not go straight to lunch Please give your presentation decks to Declan and he will set them up in order you'll go in table order Remember that these people that are presenting they're not professional speakers some of them are going to be very nervous so when you come back after lunch try and smile and make them feel at home you know just try and give them a warm welcome which I'm sure we'll do So well done, all 6 of you, that is awesome going to be a great afternoon Right, Buddy Up So you've all been told who your buddies are it's in the app you were told during registration if you're not sure you can speak to Bianca my suggestion is that you find your buddy after this and have lunch with them have a bit of fun, have a lunch get to know each other so that you can then arrange when you're going to meet up during the week or have a conversation, check in on a Monday 15-20 minute conversation on a Wednesday sign off on a Friday, how you doing on your top 10 how you doing on your monthly game changers brilliant accountability have lunch together, use it as an opportunity to have lunch together and in talking about having lunch just a reminder that Amit, Tony Rigby Chris, Chadwick Roberto, both Sarahs and John are having lunch with me and with Dan it's Billy Chris Dorman, Eduardo Finn and Shoney, have we had a good morning I've had a fantastic morning it's been such a pleasure, we're back in the room at quarter past 2 round of applause and we'll see you soon

[Event Host] (1:53:55 - 1:53:56)

enjoy your lunch

[Event music interludes] (1:54:13 - 1:56:02)

music music music music music music music music music

[Background Music Artist] (1:56:51 - 1:57:50)

music music music music music music music music music music This is how we dance, no mistaking We make our breaks if you don't like our 808s Leave us alone cause we don't need your policies We have no apologies for being Prime you with a Y And all my will be alright Don't mind us, yeah Prime you with a Y And all my will be just fine

[Music Chorus Performer] (1:57:53 - 1:57:56)

Prime you with a Y And all

[Performer] (1:58:14 - 1:58:52)

Prime you with a Y So don't get it mixed up It's been my story, it's never switched up And I never kissed up to f\*\*k the world Then I got my d\*\*k sued Tried to say I'm too wild Did my own thing to f\*\*k the cool crowd Late nights with the music too loud I made it this far and the monsters too proud So if you don't like me Cause I'm an arrow I thought I might be I was raised in the land of ivy The world look different as far as I see I'm doing me, don't mind me Only one time, I'ma tell you kindly Please f\*\*k off, I don't need you by me But if you search, you know where to find me

[Background Music Artist] (1:58:52 - 1:59:42)

I lose my balance on these eggshells You tell me to tread I'd rather be a wild one instead Don't wanna hang around the in crowd The cool kids aren't cool to me They're not cooler than we are So hey, we brought our drum And this is how we dance No mistaking, we make our breaks If you don't like our 808 Leave us alone cause we don't need your policies We have no apologies for being Find me where the wild Oh my baby Alright Don't mind us Find me where the wild Oh my baby Just find me

[Music Chorus Performer] (2:00:02 - 2:00:08)

Find me where the wild Oh my baby Alright

[Background Music Artist] (2:00:23 - 2:00:25)

Darling, darling

[Music Chorus Performer] (2:00:25 - 2:00:26)

Darling

[Background Music Artist] (2:00:34 - 2:03:33)

Take a seat Right over there Sat on the stairs Stay or leave The cabinets are bare And I'm unaware Of just how weak We got into this mess Got so aggressive I know we meant all good intentions So pull me closer Why don't you pull me close Why don't you come on over I can't just let you go Oh baby Why don't you just meet me in the middle I'm losing my mind just a little So why don't you just meet me in the middle In the middle Baby just meet me in the middle I'm losing my mind just a little So why don't you just meet me in the middle Oh take a step Back for a minute Into the kitchen floors are wet And taps are still running Dishes are broken How did we get into this mess Got so aggressive I know we meant all good intentions So pull me closer Why don't you pull me close Why don't you come on over I can't just let you go Oh baby Why don't you just meet me in the middle I'm losing my mind just a little So why don't you just meet me in the middle In the middle Looking at you I can't lie Just pouring out admission Regardless of my objection And it's not about my pride I need you on my skin Just come over pull me in Just Oh baby Why don't you just meet me in the middle I'm losing my mind just a little So why don't you just meet me in the middle In the middle Oh no no baby Why don't you just meet me in the middle Oh yeah I'm losing my mind just a little So why don't you just meet me in the middle In the middle Baby Why don't you just meet me in the middle baby I'm losing my mind just a little So why don't you just meet me in the middle Middle In the middle Middle

[Music Performer] (2:03:34 - 2:05:29)

I come back to the places where we found us We're somewhere in a place between love and lust And I could go anywhere, anywhere is home Yeah I could go anywhere and never feel alone I come back to the places where we found us Yeah When I'm not with you I'm not me Nothing ever feels good When I'm not with you I'm not in control of what I do It's not me When I'm not with you I'm not me Nothing ever feels good When I'm not with you I'm not in control of what I do It's not me When I'm not with you When I'm not with you It's not me When I'm not with you Oh I come back to the places where we found us In control of what I do

[Background Music Artist] (2:05:29 - 2:05:36)

It's not me When I'm not with you I'm not me Oh

[Music Chorus Performer] (2:05:36 - 2:05:56)

Nothing ever feels good When I'm not with you I'm not in control of what I do It's not me When I'm not with you When I'm not with you

[Background Music Artist] (2:06:00 - 2:06:35)

It's not me When I'm not with you When I'm not with you I'm not me Nothing ever feels good When I'm not in control of what I do It's not me When I'm not with you

[Spoken verse] (2:06:40 - 2:07:19)

When I'm not with you It's not me When I'm not with you It's you and your world And I'm caught in the middle I cut the edge of the knife And it hurts just a little And I know, and I know, and I know, and I know That I can't be your friend It's my head or my heart And I'm caught in the middle My hands are tied but not tied enough You're the high that I can't give up Oh lord

[Background Music Artist] (2:07:19 - 2:07:51)

I might hate myself tomorrow But I'm on my way tonight At the bottom of the bottle You're the poison in the wine And I know I can't change you And I, I won't change I might hate myself tomorrow But I'm on my way tonight Let's be lonely together A little, let's be lonely together Lonely together

[Spoken verse] (2:07:59 - 2:08:24)

Eyes wide shut and it feels like the first time Before the rush to my blood hurts too much And we flatline And I know, and I know, and I know, and I know Just how this ends Now I'm all messed up And it feels like the first time My hands are tied but not tied enough You're the high that I can't give up Oh lord

[Background Music Artist] (2:08:24 - 2:08:51)

I might hate myself tomorrow But I'm on my way tonight At the bottom of the bottle You're the poison in the wine And I know I can't change you And I, I won't change I might hate myself tomorrow But I'm on my way A little, let's be lonely together

[Spoken verse] (2:08:54 - 2:09:27)

Let's be lonely together My hands are tied but not tied enough You're the high that I can't give up Oh lord I might hate myself tomorrow But I'm on my way At the bottom of the bottle You're the poison in the wine And I know I can't change you And I, I won't change

[Background Music Artist] (2:09:27 - 2:09:47)

I might hate myself tomorrow But I'm on my way tonight Let's be lonely together A little, let's be lonely together Lonely together

[Background Audio] (2:12:26 - 2:13:42)

Lonely together To be young and in love in New York City Do not know who I am But somehow that all good as long as you're here with me To be drunk and in love in New York City And that into morning coffee Running through the hours talking I like me better when I'm with you I like me better when I'm with you From the first time I stayed for a long time Cause I like me better when I like me better when

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📄 FILE 5: PEA 2024 - Workshop 04 - Session 3 - Transcription

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Session 3\_Transcription

[Event MCs] (0:00 - 0:00)

I'm going to explain what I mean by the word.

[Event MCs] (0:00 - 0:46)

I'm just looking to my hardship, see the grind. From some nights when I thought I wouldn't see the sun. Sun rays, know that it wasn't homework.

Hard trying to hold it down like a short skirt. Scared off of these niggas tryna hold me back I will not lose, Hov told me that Dreamin' bout a moment that'll change my life I don't ever wanna wake up, turn off the lights Gotta let it burn, I've been ready to ignite See, see me runnin' through the city, no obstacles No obstacles, one way to go Cause there ain't no miracles around here

[Background Audio] (0:50 - 3:18)

Give me the shivers, oh baby you wanna dance till the sunlight cracks When they say the party's over then we'll bring it right back We'll say, ooh, I love it when you do it like that But when you're closer, give me the shivers, oh baby you wanna dance till the sunlight cracks When they say the party's over then we'll bring it right back Into the car, on the backseat in the moonlit dark Wrap me up between your legs and arms, ooh, I can't get enough You know you could tear me apart, put me back together and take my heart I never thought that I could love this hard, ooh, I can't get enough Ooh, you got me feelin' like, I wanna be that guy I wanna kiss your eyes, I wanna drink that smile I wanna feel like high, like my soul's on fire I wanna stay up all day and all night, yeah, you got me singin' like Ooh, I love it when you do it like that But when you're closer, give me the shivers, oh baby you wanna dance till the sunlight cracks When they say the party's over then we'll bring it right back We'll say Ooh, I love it when you do it like that But when you're closer, give me the shivers, oh baby you wanna dance till the sunlight cracks When they say the party's over then we'll bring it right back Baby, you burn so hot, you make me shiver with the fire You got this thing you started, I don't want it to stop You know you make me shiver, oh, oh Baby, you burn so hot, you make me shiver with the fire You got this thing you started, I don't want it to stop You know you make me shiver, yeah, you got me singin' like Ooh, I love it when you do it like that But when you're closer, give me the shivers, oh baby you wanna dance till the sunlight cracks When they say the party's over then we'll bring it right back We'll say Ooh, I love it when you do it like that But when you're closer, give me the shivers, oh baby you wanna dance till the sunlight cracks When they say the party's over then we'll bring it right back Yeah

[Background Audio] (3:26 - 5:04)

Let's get down, let's get down to business Give you one more night, one more night to get this We've had a million, million nights just like this So let's get down, let's get down to business Mama, please don't worry about me Time, I'm about to let my heart speak My friends keep telling me to leave this So let's get down, let's get down to business Let's get down, let's get down to business Give you one more night, one more night to get this We've had a million, million nights just like this So let's get down, let's get down to business Let's get down, let's get down to business Give you one more night, one more night to get this We've had a million, million nights just like this So let's get down, let's get down to business Back and forth, back and forth with the bullshit You know I said it before, I don't mean it It's been a while since I had your attention So it might hurt to admit it It's been a while since I had your attention

[Background Audio] (5:04 - 6:51)

You know I said it before, I don't mean it It's been a while since I had your att I want to be that guy I want to drink that smile I want to feel like I My soul's on fire I want to stay up all day and all night Yeah, you got me singing like Ooh, I love it when you do it like that And when you close up, give me the shivers Oh, baby, you want to dance till the sunlight cracks And when they say the party's over, then we'll bring it right back And you'll say Ooh, I love it when you do it like that And when you close up, give me the shivers Oh, baby, you want to dance till the sunlight cracks And when they say the party's over, then we'll bring it right back Into the car On the backseat in the moonlit dark Wrap me up between your legs and arms Ooh, I can't get enough You know you could tear me apart Put me back together and take my heart I never thought that I could love this hard Ooh, I can't get enough Ooh, you got me feeling like I want to be that guy

[Adam Goff] (6:55 - 7:00)

Ladies and gents, that's your two-and-a-half-minute warning. If you can make your way into the room, please. Two-and-a-half minutes.

[Background Audio] (7:01 - 7:26)

Let's get down, let's get down to business Give you one more night, one more night to get this We've had a million, million nights just like this So let's get down, let's get down to business Mama, please don't worry about me Mama, baby, let my heart speak Ladies and gents, that's your two-minute warning.

[Adam Goff] (7:26 - 7:29)

If you can make your way into the room, please. Two minutes.

[Background Audio] (7:30 - 8:19)

Let's get down, let's get down to business Let's get down, let's get down to business Give you one more night, one more night to get this We've had a million, million nights just like this So let's get down, let's get down to business Let's get down, let's get down to business Give you one more night, one more night to get this We've had a million, million nights just like this So let's get down, let's get down to business Back and forth, back and forth, the bullshit You know I said before, I don't mean it It's been a while since I had your attention So in my heart you live it

[Adam Goff] (8:20 - 8:37)

Ladies and gents, that is your one-minute warning. We've got one minute before we're kicking off. So if you're getting teas and coffees outside, make your way back into the room.

If you're in the room, it's time to finish up those conversations. Take your seats please, because we're going to be live back on stage in just under 16 seconds.

[Background Audio] (8:37 - 9:24)

The dreams we had don't ever fall away We can't leave them if you stay the same And I can't do this for another day So let's get down, let's get down to business Let's get down, let's get down to business Give you one more night, one more night to get this We've had a million, million nights just like this So let's get down, let's get down to business Let's get down, let's get down to business Give you one more night, one more night to get this We've had a million, million nights just like this So let's get down, let's get down to business

[Event MCs] (9:24 - 9:30)

Let's get down, let's get down to business

[Event MCs] (9:32 - 9:49)

Ladies and gentlemen, property entrepreneurs, please clap your hands and give a huge round of applause and welcome to the stage, Mr. Adam Goss!

[Adam Goff] (9:54 - 12:08)

Okie dokie then, good lunch? Everyone get back, settled in, everyone's got their coffees So exciting, isn't it? So exciting, love it, absolutely love it Right, so, it's awards day, we know it's awards day Mastermind did a little run through last night Probably why four of the finalists are from Mastermind, just saying, whatever But we weren't the only ones, you know The board also did their strategy day presentations behind closed doors, obviously, because of the NDAs But they also gave out their awards And I wanted to give the person that won a huge shout out Not only did they win the board award this year but for them, public speaking has been a huge journey So it gives me an absolute pleasure to say congratulations to my friend, one of the best humans I know and strategy award winner for the board 2024 Mr. Gareth Pearce, let's give him a massive round of applause Stand up Gareth, stand up Very well done Gareth, congratulations Could have pulled you up on stage, got you to say a few words but we're like, next year, absolutely Couldn't happen to a nicer guy, so congratulations Yes, we've got a slot now No, but I would love to see your presentation So if there's a chance of uploading a Loom video or something at some point in the next ten minutes That would be great, so that would be really good Will I see his presentation? Who'd like to see his presentation? Yeah, there's a lot of value from seeing other people's presentations especially the award winners So yeah, well done Gareth, super stoked for you Moving on, so into other feel good factors It's not January without kicking off Get Up and Give Back season So to take you through it, of course The man who's led us over the last few years Fellow board member as well, Mr. Daniel Norman Let's give him a big round of applause please

[Daniel Norman] (12:14 - 22:16)

So, where do I begin with this? We can go through the fact that this is the fifth year Which is just absolutely epic We've raised a whole tonne of cash We've raised a whole tonne of awareness We've levelled up the game These people who took part in Snowden last year The Yorkshire Three Peaks or the National Three Peaks They really set themselves above, didn't they? What genre of property or business that they're in Because I'm a great believer, if you're You might be doing rent-a-rent or HMOs and that's fantastic But if you really want to pin something to the mast Where you've done something that little bit extra What a great win for you and your business and your team And especially if you did a firewalk I mean that's just crazy and it really was very hot So a huge congratulations to everyone who took part last year But we had to have a big think Because while we celebrated half a million pounds worth of overall fundraising And £140,000 last year alone By the time it was all counted We recognised the fact that it's our fifth birthday Which is huge So what are we going to do?

What are we going to do? Just out of interest, if you would actually stand up If it's your birthday on or before the 7th of June this year Please stand up a moment, if you would On or before the 7th of June Most of you will know when your birthday is So just have a quick look around First of all, a huge happy birthday in advance But I use this because our cause this year Is literally a coin toss Thanks ever so much, have a seat The stats for the cause that we are raising funds for this year And awareness Is it's a 43% chance that as a female you'll be affected And a 45% chance as a male you'll be affected The cause we're raising for this year is cancer 300,000 diagnoses are made each year in the UK alone And I want to take you through some of the charities It's been a very humbling privilege to have a conversation with It's our fifth year, we've got five charities We're going to raise £25,000 Some of you will notice there's a bit of a theme here Okay, five times five The first one is Shays Smiles So Shays O'Dea was diagnosed at the age of 11 With glioblastoma multiforme Which is basically a cancerous brain tumour And to say that that is irreversible is so mild It's almost pathetic me saying it on stage And it is basically life limiting It's basically a death sentence for kids It's the highest killer of children of any form of cancer More than leukaemia Can you imagine as a parent having that diagnosis And unfortunately Shays passed away at 13 and a half years old It is massively life limiting If you are fortunate enough to be prevented from it Following through You can actually get cured but it's very very unlikely The irony is only 1% of cancer research goes towards brain tumours Which is nuts Secondly, Shine Cancer Support, our second charity So if you're under 40 this is the only charity in the UK That will support you if you are diagnosed We've got someone in the room who's been through that process And to say that it is awful Because in the age of 20, 30, 40 You should be dating, you should be courting You should be having relationships You should be buying your first house So you try and get a mortgage We think it's tough as property entrepreneurs Try having a diagnosis as well Horrific That's just one small thing Apart from the fact that you're obviously in an incredibly vulnerable state You're unwell, you're treatment and so on and so forth Shine deal with that And their tagline is Under 40s with cancer, we get it The Cancer Support Centre is based in Sutton Coldfield They're local And their mantra is When the medicine stops, we start So to provide support for people who are both terminal and otherwise To basically help them along that very very difficult journey Gentlemen, UKARE is an Oxford based charity That deals with the five urological cancers So that's penile, bladder, kidney, pancreatic and testicular And they are specifically there as a research organisation To push that forward Something that affects a lot of us guys And the fifth is the Eve Appeal Which is the UK's leading organisation For research and support For the five gynecological cancers Vaginal, vulval, womb, cervical and ovarian So to say the mission this year is critical Based on those stats and those facts That I've been fortunate enough to deliver Today is monumental So what the hell are we going to do about it? Ladies and gentlemen, I give you this year's GetUpGiveBack 2024 fundraiser It's cardio versus cancer Five charities, five challenges Five years of GetUpGiveBack But the good thing is We're doing only five weeks of actual fundraising and challenges So I appreciate everyone's got busy lives But what we are doing is We're walking or running or hiking And if you haven't yet seen on your table Or swimming or cycling If you haven't yet seen on your table There's a lovely little brochure there Which explains the options you have for challenges And we're going to make this as flexible as possible this year Yes there are set challenges We're going to be doing the Snowdon We're going to be doing the Yorkshire Three Peaks We're going to be doing the National Three Peaks We've got the Great North Run AJ Bell Great North Run If you want to do a 5, 10 or half marathon On the 26th of May The Sutton Coalfield Fun Run on the 2nd of June All the information is in there What we're looking for you to do Is make a commitment to one Or if you want to do all five That's completely cool What I've been blown away with Just in the very short time we've had And especially yesterday at the board And the programme before Is the commitment that people have already made to us Both in time, in energy, what they're going to do And the finances And it's hugely appreciated And people have just come up and said Loma will win this year Because you make the difference in this There's a minimum fundraiser £625 is £5 off five people For five days and five weeks If you can't get that off your pals And probably a lot more Then you probably need some better friends Highest fundraiser last year, Umesh Thank you so much for everything you did Because for someone who initially said I'm not sure I can commit to this I've got some time challenges I've got the family to worry about He then went and smashed out Snowdon Have you ever been up a mountain before? And raised £3600 And with a need for another £1500 So you can make excuses too You can make a difference Talking of family and friends Are they welcome?

Are your team welcome? Yes, 100% Because it was actually someone who wasn't even on PE Who was the highest fundraiser Out of everyone, except for the people on PE And Greg was just Great Valley He did all four physical challenges And raised £7500 Which is monumental So if you've got friends and family Yes, they are very welcome to join you In the challenge If you've got team members, they're very welcome as well There's a slight investment this year Because we want to make sure that people who are on board are on board If you say you're going to do it and you do it, great If you say you're not going to do it and you don't do it, great If you say you're going to do it and you don't do it That's a problem And it was £30,000 worth of pledges last year That unfortunately got reduced or bailed on Which is not where we need to be It puts a lot of stress on things So £150 Is actually the dropping, it's January sale £125 Will get you these fabulous bits Your Cardio vs Cancer hoodie Should you wish to personalise your shirt Because you're doing it for Rosanna Or your mum, or your dad Or whoever it might be That has affected you With this outrageously terrible Problem You can have it printed on your training t-shirt And in happy news You get your guaranteed ticket to the Get Up, Get Back 5th Year Anniversary Formal Dinner That's where we'll be raising the cheques Three course dinner Right here in the Belfry Because we've got to celebrate We've got to celebrate everything that's been done All your participation, all your hard fundraising Throughout the year So whether you've been touched by the Story of Shay Or you recognise that 20s, 30s, 40s is not a time where you should have to be Even thinking about this Or for people in later stages of life Or for your Friends who are male Brother, sister, sorry Brother, father, uncle Or for Female cancers Female gynecological cancers Who are you doing this for? Ladies and gentlemen Please Take these Click on the QR code on the back All the information is on there If you haven't got my phone number or my email Then there's Getupgetback.co.uk Down at the bottom Get in contact, ask questions Let's get this loaded up And let's make this happen The 3rd of May to the 7th of June Really look forward to you guys coming on board this year Who's in?

[Adam Goff] (22:17 - 27:45)

Hands up Thank you so much Let's give Dan a big hand Congratulations Fantastic presentation, beautiful branding Well delivered An amazing cause, well done guys Fantastic effort, it's going to be a good one right? I'm liking the 5 weeks It makes it a bit more manageable, it doesn't feel like this huge thing There's flexibility over it Not that much, not that high a pledge Really is it, let's be honest So, you know what I always think when I sign up to this I always think You know what, if I don't raise the money I'll just donate it myself So it's like Ok, now it's not a like Because I think one of the reasons why we don't pledge the responsibility Of raising the money, but actually If you didn't do it and you let yourself down You'd just donate it yourself wouldn't you So, that's also pretty motivating Anyway, good luck Looking forward to getting started with that So, before we get going on the finalists This is Cheers This is your final chance to order your Affirmation Board The Affirmation Boards that you've all ordered Are at the side of the room, bless you And you can please pick them up and take them home And put them front and centre, pride of place Thank you Dec In your study, in your lounge, in your Wherever you want to put them, in your kitchen And if you haven't ordered these Or you want to change it or update it You can order another set Through the QR code on the workbook And the deadline is the 15th of Jan The 15th of Jan So I think that, is that Tuesday? So you've got the weekend To get your stuff together basically and get that sorted This is advanced This is High performers only This is don't come without it done, one of our mantras So I did give everyone fair warning About this, I did say it's high performers only Everyone's getting a little bit nervous now What did he say? What am I supposed to do again?

Good, so it's all good, it's all good So what we'll do is be very clear how this works Everyone just stands up now, that's great, everyone just stands up please Off you go, stand up Cool And like I said The next big milestone is the new Business year and Key part of the homework was to book Your AGM and potentially your New Year's Eve Party, so if you did book that, it's in the calendar And your team know about it, please sit down Cool, okay Good, no? I don't Want to hear Jon's like I've got no team It's like okay cool, if you've got no team And you're not going to do it then fair enough, you can sit down Okay Wow, okay Well good, no worries, nothing further needs to Be said, sit down guys Alright, it's awkward There's some high performers there Alright, get that in the diary Well done to all those who did it, a round of applause for everyone who did it Congratulations, well done Yeah Get these things in the diary, it's just going to happen, aren't they If you procrastinate, they're not going to happen So absolutely get it done, and it's just a reminder That this is the game we're playing this year We want this new accreditation, bless you This laurel, this PE Advanced seal of approval This is Like where three PhDs are here And this is what you need to do You need to be here today So well done, you've got to come to ten Workshops, you've got to post 90% Of your Sunday nights, that's a very doable That allows for a few Hungover weekends or being on holidays And forgetting, join, get up and give back Participate in it Or actively participate in our community By starting six new posts In the community We love this community because of the genuinely Amazing people we have, right But you get out what you put in So you can't just be a taker, you've got to be a giver So do something like that And then obviously you can build it up As you go, and this year is a freebie year If you've been on Advance for a few years You'll get the level that you've been for the last Few years, so you're able to get different levels As you come around the track With us every single year So with that in mind, this is our leaderboard For the accreditation Woohoo! Lots of greens Well done, fantastic, looking good Few yellows here, so a little bit of a warning Alright, and unfortunately There are some people who Who have been relegated You will not be getting The accreditation this year, so I'm sorry But you've only got yourself to blame So that's it, okay So we're going to announce that every single month So congratulations to those people who are working towards that, it's going to be fantastic Right, so Moving on to The Strategy Day Finals The Strategy Day Finals, are we ready for this? Six of the best In table order Once Dex Changed the presentations over Remember That these are not professional presenters You can smile, you can be encouraging You can look, you can give them the courtesy Of your full attention You can take notes, because there's wisdom In their presentations, and you can root For them through the rest of the year So this is your chance to Support those high performers that have done so well On their tables And, are we ready Declan? That was very seamless, that was very good So without further ado, from table one Long term property entrepreneur Let's give Akash Desai A big round of applause And welcome him to the stage Thanks There you go

[Akash Desai] (27:45 - 36:44)

Nice picture man, nice picture Hi everyone I chose it Because it was professional and fun Which is what I was trying to go for So for those of you who don't know me, my name is Akash Director at Onpoint Mortgages And co-founder of The Black Box And last year, just as a recap Was a difficult year For Onpoint Mortgages With the economy the way it was There was no getting around it And we did have to take Quite a big hit last year Having said that On a positive note I did manage to turn around this property To this And effectively add One more property To our financial fortress So again, trying to stay positive with this In addition to that, at the end of 2022 I actually gave up my Brown Belt in Kung Fu And started again I'd forgotten a lot of it And I'm a believer of you have to earn what you've got at a time So I started again So I went from 0 to White Belt to Yellow Belt To Green Belt to Orange Belt So I'm really happy about that And finally I'm actually wishing I didn't come up earlier Because this was supposed to be a reveal My big success from last year was concept to reality Was the Black Box This was the concept And earlier I held up the box of what it's actually turned into So I'm really happy about that In terms of my KPIs My wealth in terms of my financial freedom Income goal We're actually 37% of the way there Which is great My metabolic age as of last January So it needs updating, I literally did it on Wednesday I'm 43 now Last year when I did it In January I came up with 27 So I'll take that as a win And my life by Design is 47% But you know what, I'm not going to try and focus on all areas I'm going to be selective this year About what I want to work on So this year is all about this concept of feed the beast And I've got this mantra in our house Feed the beast And it's effectively Gamification of the financial fortress So I'm like Feed the beast, feed the beast So me and my wife Have got on the same page now And it's all about The financial fortress So we're very clear on what our Monthly target is We know how many properties we need to acquire We know what income that needs to be So it's all about Now just feeding the beast With our various Entities And we've been working on a long game together And ultimately what is this for And this is for financial freedom For me it's about living the life of I want to do something rather than I have to do something And we also want our next family home So that's what this is for In terms of my Personal objectives For the first time on PE It's not a health objective because I'm always go go go It's actually the opposite So this is me At the end of a week on Sunday I'm worn out I'm battered I'm often guilty of training too hard I don't sit still so I just try and push As hard as I can I used to wear the badge of honour I used to wake up at 3.30 in the morning But the older I get I'm asking myself does this serve me So this year And I get sick a lot as well So I'm trying to re-review where I am So this year is about recovery Like let's focus on recovery So it's not about training it's about how much you recover So basic one I don't want to sleep 6 hours anymore And say that's great I want to actually sleep 9 Because I was sleeping a lot during Christmas And that made me think am I getting enough sleep So recovery Second one is watch out for the snakes So just as much as I'm trying to grow It's also about making sure I don't Get caught up with one of these snakes And I'm a firm Believer that the universe gives you what You deserve And for me just basic things like Personal cash flow management Just making sure we hit this target So what I found out recently Is I was trying to bring the family Along on this journey and I was trying to do it myself I was like I'm the bread winner it's me doing it However having consulted The boss, my wife And taking her and explaining What we're trying to do We've changed from being 6 months in the red To 3 months in the green So it's not just about that It's about doing it together And we're going to do that every week together And that's already been a game changer And the final one You've seen me do my Kung Fu I'm on my journey to the black belt It's just continue to grow So this year it is to grade every single time And go from orange To blue, to red, to purple Black will have to wait Until 2025 but I'm okay with that The journey continues In terms of professional objectives I've got something called no This is quite funny because I actually had a Really juicy meeting yesterday About some JV development Opportunities but I do need to say no to a lot more things That I've been dabbling in And the way I'm going to gamify this Is I'm going to actually have a no jar So every time I manage to say no to something I'm going to put it in a jar And I'm going to tell you up at the end of the year So I just need to focus The second was actually Going to be I need to be out Networking more But again talking to my wife Which was always Enlightening It's not about meeting new people She said what about the people you know Water the grass that you're on And I really took that on board And instead of networking more It's about creating more In depth relationships with the people I know So I'm going to try and reach out to people That I know, haven't kept in contact with Again people like yourselves We're already here, we already know each other It's about investing in that relationship And the final one Is I started doing back to back leasing Similar to what Jade's done I did it on my own properties in Leeds And I started helping other people do that And My metric for that is I need to systemize it And get a PA on board for Five hours and as of Monday Last year I actually got that PA on board So that's a tick so I'm happy with that In terms of my Headline strategy It's quite simple this year I did the hard work and heavy lifting last year With a black box Here it's sell, sell, sell And my metric for that is 10k per month As of December I hit 9.5 So we'll see How that goes for the rest of the year In terms of my Supporting objectives I think the slide's going by itself Is speaker extraordinaire So I want to get booked onto 20 events this year And I think I'm on 14 at the moment So I'm trying to get onto more for credibility The next one is content king So I want to create quality content That I put out there and I've started creating it So it's about quality not quantity My goal is there 45 And finally similar to what Billy's doing is I want to drive by the dashboard As a dynamo I'm often Guilty of Leading by my gut but Daniel Priestly talks about LAPS which is leads appointment Presentations and sales And when I re-review that it's so much more Enlightening about well if I'm not making sales What's happening to my leads So I did that last week and It's a goal of mine and I'll be reviewing that weekly In terms of my wealth pyramid Cash flow is the black box And on point mortgages My profit's going to come from Back to back leasing and Every time we acquire a new property We'll go straight into the Financial fortress because it will be On a long term lease In terms of my 70-20-10 70% is the black box 20% is Back to back leasing And 10% is personal cash flow Stroke tweaking what I've got already So I'm a believer again Like you're sitting on a mountain of value Tweaking what you've got is Really valuable in making profit Not just acquiring new properties In terms of adventure this year I've been invited to Compete at Kung Fu In Malaysia in July I don't know if I'm going to make that happen yet I'm also trying to feed the beast So it's a bit of a conflicting one But it would be a journey with my daughter Which again would be fantastic So I look forward to updating you guys at the end of the year And it wouldn't be a presentation Without Akash on a bike So this is what I wrote In August last year I absolutely loved it I told everyone back then it was like Riding a fighter jet And this year my goal is going to be To have that as my reward So I hope everyone enjoyed the ride Thank you very much

[Adam Goff] (36:49 - 37:13)

Well done Akash Great presentation, congratulations Looking good Sounds like it's going to be a big year for you Big level up, big step changes We good with the deck?

Yeah? Ok ladies and gents, one down, five to go Let's give this young man A massive round of applause Warm welcome to Mr Craig Shields Ladies and gents Thank you

[Craig Shields] (37:28 - 47:07)

Hello everybody I think this might be our presentation But we'll go with it anyway Hello everybody, my name's Craig Shields And if you don't know who I am Green one slowly At the TV Nice If you don't know who I am My name's Craig Shields and I run a carpentry company in Kent I've had my carpentry company For the last seven years Been in construction for 20 years And I've been around property For about 15 years But my father-in-law has got a big portfolio So seven years ago I took the plunge To make my own business, CS Carpentry in Kent So my aim was To create our own work For our own business, I wanted to get rid of the clients I wanted to get rid of the general public Because I was fed up of Looking after people's cats Making sure the back gate was shut And just all them phone calls when you got home That you didn't want anymore So myself and Suzanne set up Link ID And I've also got another property company With my best friend Alex who's on the program So what we do is we buy, we build And we keep And this year luckily enough we have managed to be able to get rid of Our small works team We have managed to land 84 units to build this year And these are the sort of projects we're doing All commercial to residential All around Kent 55% of the work is our own And 45% of it is to other clients I've got there, architects and Planning consultants So between myself, Suzanne as an interior designer The planning consultant And the architect, we've got a good little power team Going on and bringing work to the table So also we have Me and Suzanne launched our training course Last year which is great We've got five people on the training course And it's all about getting tradesmen People to do the job Properly I always get it wrong but there's all men on it at the moment But I'm sure there's going to be ladies soon But again make sure they do it right Make sure they're doing their invoices right Estimates out there right before they jump into the world of developing And also letting them know That there's options out there That you can provide yourself some own work And these are the people that I'm doing it for Me and my wife have got six children Between the two of us I couldn't get them all on there But this was the nicest picture I could find of us last year And my wife there is the most important She's my rock She's the one that got me to do my own business She's always pushed me Always drived me She's got epilepsy and she's really struggling a bit So it's all about making sure We can give ourselves a nice life That we can support ourselves So going on to my Wealth and health And life by design I'm lucky enough to have 25% of my fortress done I'm not too sure about this one Because it was done after a weekend on the champagne Of celebrating we got £4 million of a turnover next year And it's 53 and I'm 38 So I think it might have something to do I think it might have something to do With that I'm short, fat And my cholesterol is a bit going up the wall So there's something to work on this year And 61% 61% of my life by design I've done it first time around And Ashley was sitting next to me and it was 51 And he said do that again because you're too hard on yourself So 61 it came out and I'm happy I'm happy in life so it's all good So big thing for me this year was the long game I can't do all the nice things That we go and put all into this board Without a fortress So one of the reasons why This little box that I've built And how we're taught I'm probably an entrepreneur Is to turn it into a game So I can't do taking my family to Disney And buying myself a Rolex And all this without actually having a fortress So I've turned it into a game Which basically this fortress is divided up Into three Security, fun and luxury Each one of them 500 pound Passive income per green monopoly house And the hotel shuts Each fortress So the first one obviously security I can just live, the next one is fun The next one is luxury of going on yachts And having nice days out at Crystal Palace Etc. So I put that in front of my wife Because she hates property Because her father in law is into it And every time I buy property she's like Oh not another one, what are you doing I put that in front of her and she's like Oh bloody hurry up So it's very visual And behind this, I didn't do it in my presentation But behind this brass plaque that I've done There is actually a note to myself That I will take that plaque back off and read Once all three of them are done So we will see when we get there So the big thing for me when I got Cave Town was financial fortress is my freedom I've got to do this to give me My freedom for my family and myself I want to retire by the age of 42 I'll say that to my family and they're like You're not going to retire by the age of 42 Exactly right, I'm not I'm going to become a mentor and I'm going to really push on to doing Training trades people To be developers And that's my long game So I don't want to be in construction I want the team to be running itself So that is my long game So my year of is just do it We've got to where we want to, we've got all of our projects I don't need the small works no more I need to get on with my health So my year of is just do it My three personal objectives Are first one Flex and lose Can't touch my toes first time Can't really do this And I need to lose some weight to get that age down So my target is to get to 12 stone Can't touch my toes first time So I started Pilates And I'm doing my personal training which I was doing last year And adding some other things in this year So it's great Time equals love is another one for me So as I said I've got six children Five of them are girls And my son actually gets a lot of my time And my nan is a big part of my life And they're not getting no younger And I really want to spend some time with them And obviously with my wife We did 12 red letter days the year before My daughter got ill last year And before that every month we did a day with ourselves So we're doing that again this year 12 red letter days And spending one to one time with the children I took my daughter to sushi bar the other day And obviously having girls Which is not cheap So it's going to be an expensive year But getting some quality time with them And then obviously I've built my fortress There's a lot to do with it And I've called it Pasco Collect 200 Pounds So this year my target is to get 75% Of my fortress done On the security side So let's go and do it I've also carved up my time I've put my big rocks in there I've got time with my business partners Time with my accounts And obviously I've done a percentage down here Of what time I've got left to actually do my work And other time I've got to do it myself Professional Objectives is I want to be a PD graduate I want to learn development rights We're doing a lot of commercial residential I'm working with a guy at the moment He does it, I'm following him This is one of the projects I'm doing with him And by the end of the year I'm going to buy one and do one myself Obviously we're doing our mentoring course So I need to tell my world I need to tell the trades people As Suzanne said earlier on the mic We've committed to doing one podcast a week Which we've already filmed 12 of them And it is trades developer podcast So watch your space on that one And then the writings on the wall Like I said, I've carved up my time I'm going to be tracking this 90% I want to do 90% of sticking to my time That I've done this year And I've given my PA a strict routine Of where I'm going to be And we're going to stick to that And track it on Toggle And then my headline strategy For my company is We're going from 100 to 1 So we're going from 100 clients to 1 client this year So we're just doing commercial residential And sticking within our power team How I'm doing this This was a big It was a big thing for me To let go of my small works Because all of my businesses come from Being out there networking Doing my small works So I'm pulling the curtain down I'm saying no to small works But I'm going to be building up a waiting list For our other developments So I'm still available I'm still here But we're just busy So I'm still going to carry on with my marketing I'm still going to make sure that the company is still Visual in Kent But we can start picking and choosing our jobs It's our way or no way basically Because we're doing different developments You get specs from different architects And designs given to you differently And we're funneling it into our system in Trello Making sure that all of our jobs Look exactly the same over our system So it's our way or no way All the subcontractors get paid the same each month So it's rebuilding Trello And making sure it's all done with loom And then I'm going to invest 10% Of the profit into my fortress And then I'm going to be doing 100% of my wages so far Is coming from my carpentry company I'm not taking anything out of it at the moment I will be 25% of my fortress done And I'm looking to get 75% done of that 10% out of my company And double my wages with our mentoring course So I'm looking to Divide up my time with fitness Mentoring and developments Obviously that's what my biggest thing for this year is going to be And my challenges are I'm going to Do get up and give back I said to you I'm doing it And I'm doing it this year So I'm going to go camping with my son Time equals love And I'm going to go football away days with my son I used to go football a lot And it used to be beer and pub And now it's going to be sun and burger So it's going to be a little bit different this year But I'm really looking forward to it And my reward this year Is we're going to Bali And I'm going to go business class On my own to Bali to meet these fantastic People we're working with And that's my reward and thank you all so much For supporting me

[Adam Goff] (47:16 - 47:37)

Awesome job Craig Great presentation Love the financial fortress model as I said earlier Craig is a High performer as you've just seen Okay so Two down Four to go Let's give a massive Profit Entrepreneur Advance welcome To Valerie ladies and gents

[Valerie Houghton] (47:48 - 58:56)

Right Hi my name is Valerie Houghton And welcome to my strategy presentation day The colour is yellow because It's cheery, optimistic, friendly And I have a friendly disposition With a degree of hope and creativity It's ideal for this year's Presentation because after all It's life by design And one of my years was to live life in colour And that came from Josh Keegan And it really resonated with me So that's why I'm using the colour Ten years ago This was the property I lived in Cobbits Hill And just on the back of it is St George's Hill Where we've had very famous people So my dream is reversed So through a family divorce The solicitor said to me Valerie you can't stay in Weybridge, you can't afford it And It's a red rag to a bull So I decided to Rent a two bed property And give the children the bedrooms And I slept on a mattress on the floor for two years And I joined a franchise And I followed a blueprint To create my own Income from nothing I'd been a stay at home mum for 25, 30 years And I had to just work Part time jobs but I had developed some things So this extension I had done So I had an interest in property And I'd worked in Snow and Rock which is a ski shop With young people so I knew that that was What I could do So I've created a 5 million portfolio In Surrey 3 million is personally owned 2 million is JV owned And I have a small scale HMO development Where I manage it And I have 55 rooms which I do myself So I have plagiarised Plato because mothers are the necessity Of invention This is what I do it for Why?

Family first always I haven't been successful in my own Relationship but I've made sure And all three of them Have wonderful relationships And my son on the end has got engaged this year And I can look after myself And they can look back at me And know that I'm thriving And not worry about me and get on with their own lives So for me a flexible work pattern Is paramount So my reason why is My family first My year of It's 4 ways, year of mastermind To finish what I've started To focus on a specialist New subject strategy And to overcome my overthinking To master my own mind and to be around people Like in this room but in a smaller scale Group so I can actually Form better relationships and get to know Better things My personal objectives And tangible targets are to master my mind I overthink, I have analysis paralysis I'm in my comfort zone in Surrey All my friends are ladies at lunch They have a great time But I'm not that, I've never been that I wouldn't work in Snow and Rock for 16 years Moving from £6 to £8 an hour Because I just am more than that And I'm an oddity in Weybridge Because I'm Scottish And I bloody say it as it is And people find me strange So I've worked on it So I have got a good income From the property portfolio But I need to restructure it And I want to master my mind And a couple of the other things I've done Is overcome loss And now I just want to do meditation And I'm going to do that with Matt Who's in this group And I'm going to Try other therapies times six for the year So look at things like hypnosis Or other things and I'm very open to Understanding and learning about other strategies The second objective is the biggest loser Now it's something that I've Tried to do over the last four years And Richard who's from VavaVoom and I Both have big tummies and we've bashed off Against each other and said we're going to lose them And this year we're going to lose them He's bloody in the gym and he's in an accountability Group with me and we are going to do it So To be the biggest loser I want to lose £60 this year as a big target I'm already £28 down I Thank you That has Been done by Slimming World And having accountability in the group And The 70k steps a week I'm in the pattern now for it Again it has come from Joining this group of people And making sure I do it and some strength training I posted a little video of me Bench pressing quite a lot of weight So not bench pressing What's the one? Yeah that one Now The third thing Is wish you were here I'm sure you don't Wish you were here This was actually a date I went on I thought I was going to be having a nice meal out With somebody but no we ended up bird watching It was Dire And when he said to me After it Why do you think I'm going wrong?

I went everything Just everything So What I want to do is Make sure that I Am going to good places in the year I have four holidays Have four decent dates Go and visit my dad in Edinburgh He's an older chap And go and visit my daughter in Dubai And go away with the guys on the mastermind team And be more spontaneous and say yes And the other small thing that this reminded me of This picture Is like a cabin and I've got a bit of cabin fever I live in a one bed flat So everything I've done I've lost the big house But it's how you are as a person So it doesn't matter but I would like an extra bedroom And I don't think that's too much to ask This is my long game I'm on life's journey We got given a poster I'm over half way That's kind of scary I'm 62 this year and the clock is ticking But however on your long game You need to remember to look back And one of Dan's comments that's resonated Beyond measure is Pat yourself on the back Every month you are still in business And I do that every month I'm still in business He saved my business when I secured My mortgages When I locked in the mortgages And the other point is Hand up, hand down My mother My wonderful mother whom I lost In my first year was getting over the fear of that Said to me Don't be peas above sticks Never be above yourself It's a Lancashire phrase Remember where you have come from and how you are And keep grounded And that's a mantra that I live on My heroes My father is 92 and Colette My ex-mother-in-law is 94 They both lost their partners At 61 and 62 years Two years ago Both cancer Pancreatic cancer, prostate cancer So I will be doing get up, give back this year And how to embrace life As I'm 61 You look for people a bit older As their hero And my father has taken up painting again And he takes the bus everywhere And Mamo She lives in the Lake District And she walks around the lakes And she teaches French to students online And she is now learning Italian So they are living life to the full My professional objectives And targets I'm in a league of my own at the moment It's a lonely path to run And I need to Restructure my HMO Portfolio And replace some of the income So I'm looking to do rent to rent And looking better at working with my SAS fund It's a countdown Again the clock is ticking I want to raise 50k of investment this year In my HMO business And I would like to JV on a rent to rent business with somebody And I'm looking for 2k extra a month on that And I want to be the apprentice And have an open mind And again I listen to everything that's being taught So I want to leverage expertise of others And look at even sourcing deals If they're good deals Or looking at acquisition And then being careful about all the exit strategies My headline strategy Is gamification Playing to win We were playing at our strategy Weekend away And these are self explanatory You need a team You can only work with people that you like and trust You play to your strengths Wealth dynamics You create a plan and work it well And you need to have a specialist subject So what am I doing I'm looking at a new Opportunity So I need to connect with more people And remain in the franchise Which I'm already in Because the majority of the 500k of investment That I've garnered over the years Has come from other franchise members They've all made their money And they just want to lend money So it's kind of good So I also want to connect with other people Outside of that network And going to two networking meetings a month Is important And doing calls, it's a numbers game So many times a week And making sure I time track it Adam Then the next thing is University challenge So it's a new subject area I'm going into Which is rent to rent So I need to study the courses And I need to go to the conferences And then it's deal or no deal Which is really about pounding the pavements It's a numbers game and consistency is key I have to have an open mind And a share of the pie If I could work with a joint venture partner Is much better than no pie at all So it's very self explanatory The way that it's going to work 70% of the time is to be on the SA, the new venture 20% is to be on refurbishment And restructuring of my portfolio And 10% is going to be on The better use of the SA Then finally Just thinking about challenge and reward Adam believes very much in manifestation And the surrender to the universe And he is a prime example of that Because things have worked for him I have found that manifestation does work for me Every time I'm being positive And being grateful and remembering where you are So having read the book The Surrender Experiment, it created more questions And answers for me Because this is my kind of surrender Mickey Singer in the book was a very intelligent Capable man And therefore things happened for him But because he was that person For me it's about To create success in your life You need the intent and the focus Must be clear Then you can let the universe Take care of the details So this is my challenge My adventure And my experience For the year And it's already started to work This week on Tuesday I had a meeting in London And I have a JV partner for my SA business Who has three SA properties In Russell Square In London That's a result And my reward My kids' mouths dropped Mum's going to Bali Applause

[Event MCs] (59:03 - 59:03)

Thank you

[Adam Goff] (59:07 - 59:28)

Alright Mum's going to Bali baby Good stuff Great presentation Valerie, well done Okay, moving on To our next contestant Ladies and gents, let's give him a massive hand Mr who has subscribed himself Christopher Moss ladies and gents Welcome to the stage Applause Music

[Christopher Moss] (59:28 - 1:09:06)

Music Hi everyone So to kick off my presentation I'm going to give just a bit of a Overview of sort of how I got here So the first is I've been on Property Entrepreneur For the last four years, so this is my fifth year On Property Entrepreneur And very much over the last four years I've been working towards the long game And this is the final Year of that for me to complete The long game, I have focused Heavily on my wealth and Building the businesses over that four years As well as improving my health But I've not focused as much On life by design, so this year There's a focus towards that And I've got a couple of big personal things coming up This year that I'm also going to share So On my wealth side of things I'm fortunate To have 123% of My living costs covered by my Financial fortress, which is a bit of a win Because when I came on Property Entrepreneur I owned no property, I had some Money but I owned no property, so it's been Awesome to build that up It is because my living costs Are low though, so my aim Is to increase that to 200% So I can then increase my Lifestyle Without worrying that if I Lost all the businesses I'd be in trouble So that's my wealth My health was 15 That was a year and a half ago That was a year and a half ago And I do question how accurate it was It was a blue crest, proper one But not 100% sure how accurate That is, I've got another one in a week's time And that will be my new benchmark 15 isn't my benchmark And then life by design was 77% Which actually isn't too bad But it's partly skewed between what I value At the moment or did value When I was doing that presentation Filling that form in, sorry So my year of this year Is the year of the high value man I didn't mean high to be taller That's actually an error but it looks good I wish I'd done that on purpose Did Declan format that?

I'm sure it wasn't that before So my year this year Is the year of the high value man And it's all around being high value In some key areas of my life And some key things that are happening I'm going to be restrained on my time this year And I just want to make sure for those key things I'm turning up and being as strategic And as high value as possible Whereas previously I perhaps haven't been And I've not put the time into certain areas Of my life So that falls first into my relationship with Phoenix So I'm going to be getting married Later this year Thank you And I want to just make sure I'm turning up and supporting Wish I meant that one too So I'm going to try and be the best husband I possibly can And I'm definitely going to turn up The next is I'm also going to be a dad For the first time this year as well Thank you Yeah I was cropped out You saw the original On the right of that I'm studying my boxers And it looks a little bit weird Thanks Sarah And I want to be as high value as I can As a dad And just be as present as I can be For that journey And we're expecting a baby boy On February the 29th Which is not far away now And got the orders slightly wrong In the marriage and the baby And then finally professionally I want to be as high value in the businesses That I possibly can be And just add value from a strategic place As I can So my personal objectives To support those Are fitness first So it's become very apparent over the last number of years Fitness, mental fitness and physical Fitness are super important And I'm not going to be able to do any of this stuff Unless I can maintain that So the first part is fitness first And this is about me reading this life and strategy book That I've put together That has my reasons why, affirmations All these things on a daily basis Which keeps me sharp, keeps me in a good mind space Regardless of what's going on And the second part is I want to get and see some abdominal muscles Which I haven't done for quite some time So yeah, I was going to put a before photo But it was too painful So hopefully it looks more like this after So my target for that Is to be able to see some abs And to read my book daily And I mark on the front cover of that As to how it's going So I can track it that way The next is be my best So I'm conscious that in my relationship With Phoenix, I want to make sure I am showing up as the best version of me And with work as well as a baby On the way, that could very easily slip So the aim this year That that won't be the case Ian's laughing I feel like every parent knows something I don't know So the aim is to have a Family review meeting every week After I've got my Sunday sanity There's some questions I have And these are the areas that we're going to cover To make sure we stay aligned And I'm getting feedback and just being as good and supportive As I possibly can be And I'm going to track that just on the Sunday sanity Did I complete it or not, it's in my calendar already And the next is create joy So again, I think it will be very easy this year To just be focused And not actually create that joy and moments That I want to So the aim is to create joy With a monthly family outing A family outing with Phoenix Our son, all going well And then my nephews and nieces as well If I get a chance to with them as well Professionally So again, this is about being as high value As I possibly can be So the target for this is wealth first Didn't have a picture of Ian And Garrett together But between them, they're my heroes From a wealth building perspective And through working with those And the other things I'm doing I just want to be as high value as I can And everything's geared towards wealth Wealth first And the target for that is a net wealth target That I've got for this year And then there's a few others in terms of hourly rate And different things as well The next is be more Elon So I read Elon Musk's book back end of last year Thanks to recommendation from Tom Appleton And it's a Very clear He's able to stay an expert In what he does Even though he's running Three billion dollar companies Multi billion dollar companies, three of them He's able to stay the expert in all the meetings He attends, so I want to be more Elon And the way in which I observed he does that Is that he has this data that's fed to him So he's got reports that land on his desk He's got industry news that lands on his desk And he has time to be able to make sure He's looking at that So when he turns up to a meeting about rocket fuel He already knows lots about it Because he's got these dials and dashboards That are leading into him So I want to be more Elon this year And elevate myself in that way And the target for that is to create a framework To stay the expert to make sure I've got those things Feeding into me that I need And then finally is step up So Warren Buffett was the best person I could think of to represent this I want to be the owner Not the operator in the businesses That I run And move closer towards that this year It's not going to be something I achieve overnight But I want that to be included And my target for that Is just making sure I execute the property entrepreneur Framework perfectly So making sure all team members have got PDPs Make sure we've got the QGMs, AGMs Everything happening So people in the team can pull the business forward As opposed to me with a couple of team members Possibly dragging them from time to time So that's professionally Headline strategy this year So I'm going to focus on oversubscribed So the aim is to leverage the assets So over the last four years We've built new things We've improved things, we've launched new products, services And the aim this year is not to do anything new But is to sharpen up What we're already doing And leverage what we've already built So the supporting objective for that is streamline So the first part of that is making sure we're On budget every month and that's tracked We have management meetings and reports already Set up but it's just making sure That we're really analysing those on a monthly basis And one of the team is incentivised to do that Next is five star service So last year we had 11 out of 12 months We were rated world class Which was frustrating but Plenty of good feedback which we very much welcome Like genuinely do And this year It's to get 12 out of 12 on the NPS score rating And then finally is sales systems Which ties in with me Wanting to elevate myself At the moment I'm a bottleneck within oversubscribed From a sales perspective and I want to Be able to remove that this year By replacing me on some of those calls That I will have for that business So the target is remove those bottlenecks Adventure Challenge and experience So my challenge this year is definitely So I'm told is The baby situation The next I'm slightly nervous about it If anyone hasn't Next is an adventure So I'm going to take my mum to Rome Towards the back end of the year with the baby in Phoenix As well and she's one of my massive reasons Why and has been for a long time So I want to spend some more time with her This was our last trip in Dubai And then finally the experience I'm getting married so everything that Comes with that stag do And all the rest of it Thank you Applause

[Adam Goff] (1:09:11 - 1:09:12)

Well done Chris good job

[Event MCs] (1:09:12 - 1:09:13)

Thank you

[Adam Goff] (1:09:13 - 1:09:30)

Awesome best of luck Very nervous man there Alright very good Two more to go ladies and gents Please give them a massive round of applause For Mr Matt Dolman Welcome to the stage Matt Applause

[Event MCs] (1:09:35 - 1:09:45)

Music Music Music

[Matt Dolman] (1:09:48 - 1:21:14)

Music Music Music Music Music Music but there's also some other information that I'd like to share to you and really how I got here. And one of the big things that I've always been interested in is having my own business.

And it's been something I've wanted to achieve for a long long time. And at the same time I've also been working for lots of other people for a long long time. So trying to escape from the rat race was always my priority.

And the one thing that I did know was that having a property portfolio was always going to be my exit. And it's obviously the cliche but I had it in the back of my mind. From when I was at university I used to live in a five-bedroom house that used to be three bedrooms.

And every few months the landlord would slip a note underneath the door. Hi guys just to let you know I'm going on a holiday. He did that five times a year.

So I was like okay this guy's on to something pretty good. So what I did is basically all the money I ever raised or all the money I'd earned I actually kept it and I actually invested it. I'm not a very materialistic person.

I don't need to buy a lot of stuff. Most of the money I actually spend is on food. I think that's a good thing.

And so I started building a buy-to-let portfolio. Then what happened was when it increased in value I refinanced it and I went again and again and again. Then two years ago I raised enough money.

I saved enough and I had two more properties that I needed to refinance. I refinanced them and then I gave them my notice at my job. And then I went full-time in property.

Oh yes what a brilliant brilliant experience. But it came with a few challenges and a few sacrifices. And it meant moving out of my absolute man pad in Clapham.

Walking up to Clapham Common all the time. Going to Infernos. All the really good stuff.

And I had to make some sacrifices. And the biggest sacrifice I could make which was my biggest overhead was my rent. So I moved back to Essex to my mum and dad's house into exactly the same bedroom I used to live in.

And that's where I started creating my business. But I have to give them the glory because it is our little trio. My mum, my dad and me.

Here they are. There he is. Keith Dolman also known as DJ Blackbeard.

And this is my mum here also known as Hells Bells. And so they are my absolute fortress and have been very patient for me being at home. And also this whole experience what I actually realized was that I was really surprised because this whole journey of this presentation all of it is to do with business.

And I've actually looked at it and I've lived my life actually backwards. And the way that I do that is that I'm very fortunate when I came out of school I went traveling straight away. I had a gap year.

I've got the travel bug. I've basically been a hippie. I've had flip-flops and bawdy shorts on for many years.

And I was very very grateful. So I kind of got this all out of my system. So now all I want to do is grow my businesses.

And that got me to a stage where I started a rent-to-rent business with my business partner Sophie. And even with these buy-to-lets I realized that I was actually just making it up as I was going along. It was a great experience.

I was even doing my finances on Excel. It was ridiculous. But it worked and I didn't know anything different.

I then found PE and then after being here on PE I then realized there was another way to start business and do it correctly. And with the right structure it can grow into something even better. So here we are.

The long game. Lots of texts. Yes Adam I will put in photos next year.

But the PE taught me so much and out of cave time this year I actually started two new businesses which I'm super super psyched for. One of them is called You Got This. I actually got the domain name.

I've even got the limited company. I've got no idea how I managed to do it. And what it is is basically a motivational mindfulness course to teach people to basically encourage them to live a bigger life.

It's just starting in its infancy. But then I've also rebranded my buy-to-let business to the mindful landlord. And what that is going to be is making landlords make mindful decisions about their property investing and connecting landlords with projects where the tenants need 24-hour care.

So basically they're going to be getting good returns but also giving back to the community at the same time. So the long game basically has actually just taught me that I am now in my form, the norm stage, the form stage and the perform. And having done this experience I've actually realized that I can actually see my financial growth, my business growth and even something I thought I'd never do.

I put my romance growth in the side over here. And once it's on paper that means it's going to happen. Right so now the year of.

So the year of is keep my foot on the gas. And keep my foot on the gas is basically from everything that I've learned last year I just want to keep on going, keep on pushing, keep on doing what I've been doing and just keep my foot on the gas. So my wealth I'm at 40% which I'm very happy with.

This is my buy-to-let business but my overheads are very skewed at the moment living at home. I'm also single and so this will change over the next couple of years when I have to refinance but we'll judge that when I get to it. This is great.

I was 40 last year, last year? No, last week. And this says 24 so I'm obviously doing something right so I'm going to stick with that.

And then my life by design my number is actually 74 and like I said there's the three of us, the three amigos and that's what really keeps me going. Then we've got the personal objectives. Maintain it, don't gain it.

Yes look at that jumper. I am a Gregg's addict. I don't know what people like.

Sausage, egg, sausage, cheese and beans is my favorite. But I had to change and I've made a really big change here. I lost six kgs last year.

I'm in great shape for myself. I feel really happy about it and I'm going to do a bi-monthly weigh-in from 92 to 94 kgs which is just basically eating cleaner and not eating so much food. Reign it in is basically I get the money coming into my account each month and then when some money comes in, I just spend it.

It goes out for my investments and it goes out for my funds but the rest of it, it goes on food, yes, but where else does it go? So I basically got someone off Fiverr who's now creating for me a cash flow management. Then fly the nest again.

This is my lovely office at home and by May I'm going to move out and move to London. Professional objectives. On the mic.

Oh my goodness, here we are. So this is really big for me and yes, on the inside I'm absolutely breaking it. My hands are really sweaty but I'm doing it so I'm really happy and this is going to help me get better at my public speaking for my mindfulness business and also for raising money for investors.

So basically one event a month. Now my numbers. Again, as I said, working in Excel, my goodness.

Now how things have changed. I now work with the guys ultimate ultimate FD. I'm actually really interested in numbers and I've actually read one finance book.

My goodness, the psychology of money and it's got no pictures in it. And I've got a second one that I'm reading and basically next year I want to be up here and know my P&L off by heart and present to you. Then content machine.

Look at these cheesy photos. I've been doing these posts on the back of advice from Chris Moss for the last 18 months and I've realized that it's not actually about the, how can I say, it's not actually about how many posts. It's all about the quantity, quality, sorry.

And so I want to pay exactly. You've seen some of these and the quality is obviously not so great, but the experience has been fantastic. So I want to do six posts a week.

That's over 250 a year and I will change my social media business. Next proof of concepts is my headline strategy and I'm so excited for this. I've never been so driven to actually achieve something before like this supported living.

Yes, it is that trigger word. And yes, I am on that bandwagon, but I have a rent to rent business at the moment and it's really stalled in terms of growth because of the cost of properties and the cost of the energy bills. So I'm transitioning from supported living and rent to rent.

And what this actually means is that hopefully if I, the end of this year with the proof of concept, I can then start selling these deals. This one, first one, train the brain. I want to become a specialist in supported living.

And with that, I need to find a mentor and be part of a community. And I'll present that to you at the end of the year. Now my niche and the strategy is a very big strategy and it has a lot of care and which strategy I'm going to choose.

I don't know, but I have had my own mental health issues in the past. Something very close to me. Hence also having the, you got this business, so maybe it's going to specialize in this and specialize in a location in Essex, but that decision I will choose and let you know.

Then we have deal or no deal. I really wanted to cut this picture out, but I have my IT skills and put my face on there, but they're not that good. And all it is, is I need one deal.

As long as I've got one deal and I can actually show that to you, then I'm going to be happy. Then the wealth pyramids, we have my buy-to-lets and the profit is going to be next year when I start charging people for the sourcing and for the mindfulness. The end is the buy-to-let portfolio.

But then here, this was a difficulty because I have to split my 70-20-10 and the 70% is the cashflow. But this is my real passion here, helping people and giving back. But what we've got here is the secret public speaking.

The more I do at this, the better I'll be at these. Finally, the challenges. As I said, my focus is all about business, little about anything else.

So my challenges actually are me. Look at that shiny head. Oh my goodness.

Such a blaze that I need to make sure that I focus and I actually don't get distracted and just keep my head down and keep my foot on the gas. Secondly, is the adventure is doing exactly what I'm doing here, which is speaking on stage. My goodness, even though I'm freaking out, I'm absolutely loving it.

The more I can do this for other people and help them, the better I'm going to feel. And finally, the commitment. And this is huge.

Actually committing to all of you that I'm on this stage now that I'm actually going to do exactly what I've just been saying in eight months time is really freaky because normally I just say it to myself in the mirror. But now I'm saying it to you. And so it's out there.

And then finally, there's going to be a little bit of a theme here, but I'm going to have to do it. My reward is Barley, baby. Thank you very much, everybody.

[Adam Goff] (1:21:22 - 1:21:50)

Barley, baby. We got a barley in in August. September, September.

Yeah, yeah. Yeah. My see you there.

Good. All right. Has it been good so far?

A world class performances all round. Congratulations, everybody so far. We're not done.

There is still one more person. Let's give for the last time today. A huge welcome to Mr. Anthony Carter, ladies and gents.

[Anthony Carter] (1:22:01 - 1:31:54)

Good afternoon. Definitely not say best well last. They're all amazing.

Thanks for voting. Who am I? Anthony Carter.

Obviously, I got up early and give a bit of like the journey I've been on, but started in 2018 when I give up drinking. And that's really been accelerated since joining props on today. So I want to thank you all for that.

I've been in business for 20 years, maybe a bit longer. And in being the word being in the business, be really busy, started on the tools. We're up to 70 odd lads working for us now three and a half million turnover.

We're getting out of the business now. As in this last year, my strategy was to people and processes bring people in and that we brought the people in still not there with the processes. But we get we are getting there.

So my year of sorry, no health, wealth, health, and life by design first. So my wealth, successful business, not do so well with financial independence. That was a big eye opener for me when we did the calculations for that.

So that definitely needs improvement. Health 20 out of 42. So again, that's pretty good.

But there was some marks on that my cholesterol is quite high, blood pressure and stuff. So there's still some work to do on that. Life by design happy with that.

The main downs were that it was friends and family and spirituality. So work on that. So my year of year is part of why I'm here now.

So my year of is a year of becoming a star on the stage, being more confident with who I am, and become the shining light for others. So it's a double meaning. Personal objectives.

Number one is, is be Forrest Gump. So I love running. But sometimes I beat myself up because it's like, well, you can't you ain't got time to go and do a 10k.

So just just get out there and run. And I feel so much better. Not not merely physically, mainly mentally.

This morning, I just did three laps, a bit of clarity, clear your head. And it sets your day up. I've never regretted running my life.

And probably anyone who runs will probably agree with that. It's just first steps, the hardest getting out the door. But once you've done it, you've got back, you're so much more productive, feel better.

Is it endorphins? And I think the things you come with that we get. So yeah, the targets are 100k per month, whether it's 1k, 10k, 15k.

Second one is Mission Impossible. It's Mission Impossible because this was on there last year. And it's it's have a family mission statement, which is going to be a bit easier this year because my wife, she joined the program.

And so we're both on the same same wavelength now. We want a family mission statement, one individual goals, but collective goals all aligned. My third third personal objective is Magic Mike.

I was going to photoshop someone, but we'll have to put up with Adam being on there. So even though my biometric age is 28, which is pretty good. I want to lose five kilos, but that's just I still I'm 75.

I want to get down to 70. A little bit sluggish in that I feel I feel a little bit healthier at 70. Plus, plus that through eating healthy will help bring the cholesterol down.

Professional objectives. Become Coach Carter. I said like I said, I've been on a journey.

And I appreciate everyone and the workshop and the blueprints. So I just want to give some of that back. So I want to help elevate others in life and business and learn from my just try and give a bit back.

I've made some mistakes, done some good things. I'm on the right path and I want to help people on their journey, help people up and I want to be dragged up by others as well. So being part of this is part of that.

So my target for that is to organise six meetups. I did one over Christmas. It was a walk and talk with a few gentlemen who I knew just created a Facebook group.

It was Pals, Pendle and Pub. Pendle's a hill in not far from Burnley. And I knew everyone there, but they all didn't.

And it was really good feedback. Everyone just chatting to each other about cars, money, women, politics. It was just it was really good.

Second objective is King speech and that's why I'm on this stage now. Well, not why I'm on it, I only got voted, but that's why I got on earlier. I want to be more confident speaking in public.

I struggle with it. I'm 0% blaze. I'm a lord.

So I want to become more confident. Target for that is to grab the mark at six workshops. So I've done it three times today.

So I'm halfway there now. Professional objective number three is Wolf of Wall Street. As you've seen earlier, the financial fortress was 6.6%. So I want to start adding to our financial fortress. We want to get it to 33% this year with the help of my wife, Natalie, who's on the programme. We want to add to our assets and to take that to 33%. So my headline strategy is raising the bar.

I run a steel fixing construction company where we install reinforcement in concrete structures. So raising the bar, if anyone knows what reinforcement is, is what we install. We install Rebar.

Like I said, we've been in business a long while. It's been in the business, really, really, really been in the business. So my supporting objectives for that are the process.

We have got processes, but they're not really documented. I couldn't just, if someone comes to me and says, why do you do that? A lot of it's in my head and the team's head and stuff.

So we want to get all that down. So the target is to have an easy to understand operations manual. So someone from outside the business could pick it up and get the grasp of it.

Second objective is be the magnet. There weren't a film called Steel Magnet. So we've gone with magnet.

But the idea of that is to attract new talent to the industry. It's an industry where most people get into it because they know. I got into it because of my dad.

My dad got me a job temporary because I got made redundant and I'm silly and I run a business. We want to bring the target is to bring 10 new people to the trade. A lot of people watch Instagram and YouTube and things like that and think they don't have to work properly on a manual job.

And it's such a rewarding job. We work on multimillion pound projects, building skyscrapers, 200 metres in the air in Manchester, sea defence wall. It's a really rewarding job.

Recently, I don't know if you've seen it on Facebook, had one of our new lads who come and he took some photos. He was working above the clouds in Manchester. And you could see all the, it was just, it was really rewarding to get that photo from a young lad who'd only been with us 18 months.

He took pleasure in his work and the environment and that. So the idea is to add new talent to the business. Lucky numbers.

I'm hoping they're not going to be lucky numbers. We want to know our numbers. Like I said, we've been in business 20 odd years.

It's just all about making the next pound and stuff. It's just probably a bit of luck where it's like, well, we're still making money, but we don't know, we don't know those numbers. We have started creating them.

So the target site is to track how many hours it takes to fix a ton of rebar across all the sites, averages, site averages, different teams and stuff. So we want to work on that so we know where we are, which will help us move forward, become more profitable. A bit like tracking your time.

You know what I mean? It's next, next, next level. Wealth Pyramid.

Craig Barnes Limited is my trading company. So all cash flow is covered by that. Profit, chunks of profit from Craig Barnes Limited.

Like I say, it's a decent business. We make chunks of profit and then we're going to add them up to the asset column with a SAS pension and Nest Living, which is a business I run with my wife. Disposition of focus.

I'm going to be 70% running on the contracts and business. It's a noisy business, takes a bit of its time, but I am trying to reduce that. Since joining PE, I've had an office manager, bookkeeper, come on to surveyor, health and safety manager, all start for us where a lot of that was done by myself.

And like I mentioned earlier about reading, that buy back your time. If you can mix Toggle with buy back your time. So any of the tasks on Toggle that you're thinking, well I'm spending a lot of time doing general admin, that's where you want to be.

You know, buying back your time, getting someone in to do that. So that'll definitely help. 20% Nest Living, which is a business for my wife.

We've agreed, committed to magic Mondays. So every Monday, so 20% of the week is just going to be me and my wife going through the Nest Living business, trying to build assets, viewing properties, building processes and stuff. 10%, this is a big one for me.

As I mentioned earlier, there's not a lot of people getting into the industry. It's not something you can go to college and study. It's not bricklaying or plumbing and stuff.

It's an NVQ qualification. It's a skilled job, well paid, but there's no real college you can go to. So you've got to learn on the job, which is not, for me, it's not the best way.

It'd be better if it was in a controlled environment. So I'm going to see if it's viable to set up a training college, to bring new talent to the industry and learn in a proper environment. And my reward?

Where are you going? Yeah, sorry. And the reward, obviously, being on Adam's Mastermind, which again is another level up.

I'm really enjoying it. It's brilliant. I'm going to Barley Baby.

Thank you.

[Adam Goff] (1:32:01 - 1:32:04)

Well done. Do you think I was going to leave you on stage? Do you think I was exiting out the door?

[Event MCs] (1:32:04 - 1:32:05)

Yeah, I don't know.

[Adam Goff] (1:32:05 - 1:38:37)

Don't go! I used to get that with Dan when I first started speaking. I was like, Dan, you can't leave the room!

I was like, awesome. Wow. Wasn't that good, eh?

Really, really good. Level up. Six very worthy finalists.

Six fantastic presentations, but there can only be one winner, one runner-up, and one third. So, deck, if we swappy swappy over, that'd be great. Whenever you're ready.

Ladies and gents, it's time to cast your votes. So we're going to put some music on. QR code is the small QR code where you've been taking notes.

Go back over your notes. Take some time. Do not rush this decision.

You've scored everyone. Think about it. Who do you think has got the clearest vision?

Who do you think did the best presentation? Who touched you the most? Who deserves your vote?

Over to you. Keep the noise down. Keep the noise down.

Just a bit of focus. And when you have cast your vote, please put your phone down. Compulsive texters, you.

Okay, then. Phones down. Looks like the votes are in.

Something new for you all, ladies and gents. Come a long way. Come a long way since the start of the year already.

It's only workshop four, third of the way through the year. We've done a lot of work to get these three KPIs. And these have been our values for a number of years.

And we really think with these we've nailed it. We agree? These nail it, don't they?

These just encompass everything we're about. What success is to us is clearly laid out, let's see, in these three, in these three metrics. So you've all got your metrics.

But you want to improve on them. Correct? So we need to log where you are.

And we're going to do that with this new scorecard called the time capsule. So if you go to the back of your workbooks, my homework section, you'll see a little QR code. You scan the QR code now, you can log your three KPIs.

And then you can do another log at the end of the year. And we'll do this on an annual basis. So we can track and you can see your progress.

We'll do it for you. So this is super cool. So again, phones up, mouth shut, record your numbers in the time capsule, music on.

Thank you, Dec. No talking. If you've got a problem, you can put your hand up.

Once it's done, phones down. All right, music off. Okay, ladies and gents, good.

We're coming to an end now. So stay with me for the next five minutes. This is the big news.

And then we're going to finish off with some important announcements. And then it's the weekend. All right.

So it's time to announce the award winners for the Strategy Day 2024. So I'd like to invite Dan up to the stage. He's going to give out the awards.

Let's give Dan a big hand. Good stuff. So yeah, I just want to congratulate everybody, first of all, on a fantastic day.

It's been a really, it's been a great turnout, great level of presentation, so much effort's gone into it. We've come a long way from the beginning of the year at the Super Event. You really have crafted your strategy and you deserve the results that you've asked for.

So we're behind you all the way. And everyone's going to have their own version of success. But today, we're going to recognize the best performers from this peer group.

So there are three awards. And the first award is for third place. So in third place, ladies and gents, we get the drum roll going.

Ladies and gents, third of this year's Property Entrepreneur Advanced Strategy Day presentations is Mr. Chris Moss, ladies and gents. Congratulations. Hello.

[Event MCs] (1:38:40 - 1:38:56)

Stand on the line. Nice. Chris, good job.

[Adam Goff] (1:38:59 - 1:41:32)

Good job. Very nervous, very funny. Good, great presentation, Chris.

Well done. Well done. Okay, so in second place, ladies and gents, let's get the drum roll going.

Second place, silver medal at this year's Strategy Award Day is... I can share it now because she was tremendously nervous. Tremendously nervous.

You don't mind me sharing that, right? If there was one human that did not want to do that today, I'll tell you it was her. Okay, so she overcame a lot of her whatever, you know, fears.

And I'm so, so incredibly proud of you, Valerie. Well done. That really was amazing.

That was phenomenal. It was a such a polished presentation. Like you wouldn't even have known.

It's like just this different person just came on stage. So super proud of you. Well done.

Okay, so the winner, the winner, the gold medal, Property Entrepreneur Advanced 2024 goes to Craig Shields, ladies and gents. Craig, you absolutely smashed that. And I know presenting is not your natural flow.

I know you're so incredibly nervous. How's it feel, my friend? Share a few words.

Is this happening? Really?

[Craig Shields] (1:41:33 - 1:42:21)

Yeah, thank you, everybody. And thank you for the table for me and everyone else in the room. And massive thank you to Suzanne.

So you're my busiest partner. When I come on the blueprint, we were like second day in. And it was like, I'm still unsure now that I love it.

I can't get anything more of it. So you changed my life, honestly, you guys. And I have got a little bit of a little bit of another little thing that's going on with myself.

My great nan was would have been 100 last year. And we went and dropped some flowers down the pier for last. Last year, October, I had my fortune read and it says January is going to be your is going to be your lucky month.

So I've done the lottery for every single time this month. I found a fiver out in the car park earlier. So I've had that in my pocket since I've got it.

And she's up there.

[Event MCs] (1:42:21 - 1:42:31)

So amazing.

[Adam Goff] (1:42:36 - 1:47:07)

I have the pleasure of working with Craig, obviously, day in, day out in the mastermind. That man is just a high performer. He like he comes on the blueprint.

And within like five days, he's hired two team members. You know, he like he takes action straightaway. That's the thing.

That's the thing about Craig. He is speed of implementation. So yeah, well done, Craig.

Amazing. What a day. All right.

Celebrations all around. Congratulations to everybody. Right.

We are going to finish off the day. We've got some results to talk about. And we've got some key things before you leave.

The results are in. So we asked you to submit your game changes, progress from December. We've actually been working furiously.

And we've produced a scorecard. Okay, so these are the results for the first month. So congratulations, Umesh, who's at the top of the leaderboard.

Well done, Umesh. 10 out of 10 in December. Fantastic.

And this is what we're going to be doing. We're going to be tracking your progress because success and failure are very predictable. Okay, they are very predictable.

So every single month, we're going to ask you how you did on your game changes at the start of every month. You're going to do exact same thing. We're going to be tracking it live.

Okay, so if you didn't vote, you're currently in the red. Even if like Ashley, you had, you just did one. I don't mean to sing you out.

But there wasn't a zero. Ah, okay, well, fine. Well, I was gonna, I was gonna like pat you on the back there, Ashley.

But we can relegate and Bianca. But you know, it's like, it's showing up that counts. Okay, so obviously, we want to we want to actually execute, we want to get a high number.

But at the end of the day, you're in the ring. And that's what matters. So we need everyone to absolutely level up and get that done.

Are we going to do that next month? Are we going to do that next month? So we commit to getting our game changes?

Yeah. Okay, good. Fantastic.

Because it's we're live. We're live. It's the 12th of January.

All right. We've got 18 days. Okay, so that's that.

Moving on. Homework, let's get our workbooks out. I want to take you through this.

Okay, less is more with the homework these days. All right. The main thing that I want you to focus on, what's the main project for winter?

Winter hit list. Okay, you need to cut. So what we've done this month is we've actually done it in order.

Okay, so I'll take you through if you haven't set your handful of habits for winter, that needs to be done in your game of four coursework. You can do that this weekend by Monday. If you haven't ordered your reformation board, you can do that by Monday.

If you haven't, and then the next deadline is going to be setting your game changes for Feb by the 26th of Jan. And you do that in the app. This is very clear, there's no excuses.

Then you need to have done your January game changes, obviously by the end of Jan. And then by the time you come to the next workshop, it's 33% progress on your winter hit list, not necessarily 33% of your tasks, but 33% of your workload. Okay, by the time you also come, we want you to have revised and signed off your business model.

We've taught you business model already. Last year, we want you to have that revised. So you've got clarity of basically how you're going to make money this year.

And don't forget to bring your laptop to the workshop along with your game changer results so that you can post them. And finally, by the next workshop, you need to have downloaded or read the Get Up and Give Back brochure and secured your place by the ways Dan mentioned earlier. So nice and simple.

Okay, nice and clear. Has anyone got any questions about the homework? Right, it's head down work, prime time toggle.

The, bless you, the don't come without it done next month. The stand up sit down is going to be did you post your toggle or your clockify your time tracking in with your Sunday sanity? Okay, that's that that's what the stand up sit down is going to be.

You might want to write that down to avoid any embarrassing moments. Those people that were standing up earlier. Okay, who has yet to make contact with their buddy for this month?

Okay, is it only the four of you? Eduardo, Chris? Okay, I got we're gonna do is that's gonna put some music on those people that haven't met their buddy yet.

Now is the time to go over meet your buddy exchange phone numbers and agree on the Monday, Wednesday, Friday check in off you go now. Now. Do you know who your buddy is?

He had to leave for Rome.

[Event MCs] (1:47:18 - 1:47:22)

Have you got his number Chris? Do you want to get off the anchor maybe?

[Adam Goff] (1:48:08 - 1:54:56)

Okay, if we've done that with our buddies, we can take the music down. Thank you very much. Okay, ladies and gents, don't forget.

Don't forget that all the content that you need is in the vault. Okay, any sessions that I've delivered if you want to listen to the time track, the time track part again, it's it's, it's in the vault. So I'm gonna have to give people their cars in a minute.

It's like just a few minutes, just a few more minutes. So the board of the worst. Okay, so mid month midweek mentoring this this with this this month is first of all time tracker.

So winter hit list. So winter hit list is going to be hosted by Chris. Okay, so if you want to get asked some questions, just see how he's executed the winter hit list.

It's going to help you you are going to learn something. I'd suggest I've seen lots of you logging on for the midweek mentoring. So attendance has been really good this year.

They've been very high value session. So I'd really recommend getting that in the diary. Obviously, you can secure your spot, getting a mid month mentoring slot with me.

Okay, normally only mentor the mastermind. But every month, Dan or I do the mid month mentoring slot. So why wouldn't you secure a 15 minute slot?

Okay, if you want to do that, do it now. There's a QR code in the back of the workbook, secure your slot. We know it's in the app.

So it's in the app. So if you want to do that, get get get in the app, get that booked. And your name will be down and you'll get 15 minutes of my support.

And then in terms of time tracking, and productivity, generally, we've selected Tony Rigby to give the midweek mentoring towards the end of Jan. Because unanimously from the board, everyone says this guy is a productivity machine. He's a powerhouse.

He's relentless. He does what he says he's going to do. And so therefore, we thought no one better to actually explain how he goes about time tracking execution, getting stuff done.

So I think that's gonna be super high value as well. From board member, Tony Rigby. So that's your lineup for the midweek mentoring.

Like I said, mid month mentoring is available in the app on in two weeks time on Wednesday. Book club. So every every month we're giving you now one for health, one for wealth and one for life by design.

They're all books. This time it's a podcast. It's a podcast.

Podcast YouTubes. First one is personal cash flow management. Okay, the PCM podcast.

Lots of people have talked about balancing the books, getting ahead with their personal finances. Now we've set our strategy, it's really important, we actually like set that up. So Dan's episode 189 on PCM is there for you.

Then you've got one on health, rewind your clock with David Sinclair from the Rich Roll podcast. Okay, and then you've got the five simple steps that will make your mind limitless podcast from Deepak Chopra, who Valerie was quoting earlier. So you've got three very nourishing, very high value bits of content to listen to while you're out walking in the gym of an evening, etc.

So there you go. Enjoy those. 20 day challenge.

I've already spoke about what is it? Time tracking. It will change the game.

It will move the needle, I promise you. Come with your winter hit list done. Do not make the mistake.

And in order to also show that we're walking the talk with you on this, we are and for a bit of accountability, we're going to be posting every Monday, our progress on our winter hit list. Okay, so this is our dashboard. You can see that we are underway.

Everyone has been assigned a task. Dan's only got two, he did have eight, but he made me take six off. So no, so it's all good.

So we're going, we're live, we are live. And we will be posting this, Bianca will be posting this every Monday with our progress. And we encourage you to do the same.

It'll be a nice little accountability spike every Monday to follow Bianca's lead. And slowly, slowly, slowly, we will get that winter hit list done. And you will get the step change that you need.

If you want to listen to another podcast, I mentioned it earlier about you're looking at your to do list and thinking there's too much to do. I have got too much to do. There is far too much to do here, then you're going to need help.

And you're going to need a mindset shift, which moves towards do nothing, delegate everything. And a really nice podcast to sum that up is this task triangle idea that you do not have to do every part of a task, it can be broken up into different component parts, you have to do the high value stuff, but you're able to delegate and outsource and pass on other parts, which will lighten your workload and increase your hourly rate, which is what it's all about. So if you're struggling for capacity, and you think there's too much going on, or you just want a refresher, because you've already heard this before, then episode 49 is the episode that you need.

This is a mindset shift that will that will help you get it done. It's going to help you elevate this year. Last chance reminder, please don't forget your affirmation boards, if you pay for them.

And please remember your deadline. And finally, I'm going to ask Dex to put some music on, we would really value your feedback, your constructive criticism, not just from today, from the last month, how's things going? Where could we do better?

What did you like? What would you like to comment? What just comes up for you?

You know, what's present for you right now? Thank you very much in advance for your help on this. Would you change anything about today?

What would you do? Give us your ideas, please. Good stuff.

When you've given us the feedback, just put your phone down, please. You should have the SMS in your inbox.

[Event MCs] (1:54:56 - 1:54:57)

Ready to go.

[Adam Goff] (1:55:17 - 1:56:12)

Okay, we'll end it there. So ladies and gents, I've said it a few times, but I've really had a fantastic day. Thank you so much for your effort or your energy for putting yourselves out there for being vulnerable, bless you for stepping outside your comfort zones, lots of you got on stage, just massive congratulations.

You've all taken a huge level up today. I want to wish you the very best of luck this year. We're all behind you every step of the way.

We want you to get the results you set out and success and failure are very predictable. Like I said, we've come a long way in four months from the start of the super event. You now have clarity, you've achieved it.

And there's two things that make a successful entrepreneur. The first is setting a clear strategy. And the second is actually going out there and doing it.

So you're halfway there. Now it's just time to actually roll your sleeves up and do the work. Are you with me?

Are you with me? Ladies and gents, give everyone a big round of applause. Congratulations.

I'll see you all very soon. Have a great month.

[Closing music] (1:57:22 - 1:58:19)

All through the night. Make me feel good. Make me feel nice.

Give me your loving. Make me feel good. Make me feel nice.

Give me your loving. All through the night. Yeah.

Make me feel good. Make me feel nice. Give me your loving.

All through the night. Make me feel good. Make me feel nice.

Give me your loving. All through the night. Make me feel good, make me feel nice Give me your lovin' all through the night Yeah, all through the night Yeah, all through the night Yeah

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📄 FILE 6: PEA 2024 - Workshop 04 - Session 3 - Transcription

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Session 3\_Transcription

[Event MCs] (0:00 - 0:00)

I'm going to explain what I mean by the word.

[Event MCs] (0:00 - 0:46)

I'm just looking to my hardship, see the grind. From some nights when I thought I wouldn't see the sun. Sun rays, know that it wasn't homework.

Hard trying to hold it down like a short skirt. Scared off of these niggas tryna hold me back I will not lose, Hov told me that Dreamin' bout a moment that'll change my life I don't ever wanna wake up, turn off the lights Gotta let it burn, I've been ready to ignite See, see me runnin' through the city, no obstacles No obstacles, one way to go Cause there ain't no miracles around here

[Background Audio] (0:50 - 3:18)

Give me the shivers, oh baby you wanna dance till the sunlight cracks When they say the party's over then we'll bring it right back We'll say, ooh, I love it when you do it like that But when you're closer, give me the shivers, oh baby you wanna dance till the sunlight cracks When they say the party's over then we'll bring it right back Into the car, on the backseat in the moonlit dark Wrap me up between your legs and arms, ooh, I can't get enough You know you could tear me apart, put me back together and take my heart I never thought that I could love this hard, ooh, I can't get enough Ooh, you got me feelin' like, I wanna be that guy I wanna kiss your eyes, I wanna drink that smile I wanna feel like high, like my soul's on fire I wanna stay up all day and all night, yeah, you got me singin' like Ooh, I love it when you do it like that But when you're closer, give me the shivers, oh baby you wanna dance till the sunlight cracks When they say the party's over then we'll bring it right back We'll say Ooh, I love it when you do it like that But when you're closer, give me the shivers, oh baby you wanna dance till the sunlight cracks When they say the party's over then we'll bring it right back Baby, you burn so hot, you make me shiver with the fire You got this thing you started, I don't want it to stop You know you make me shiver, oh, oh Baby, you burn so hot, you make me shiver with the fire You got this thing you started, I don't want it to stop You know you make me shiver, yeah, you got me singin' like Ooh, I love it when you do it like that But when you're closer, give me the shivers, oh baby you wanna dance till the sunlight cracks When they say the party's over then we'll bring it right back We'll say Ooh, I love it when you do it like that But when you're closer, give me the shivers, oh baby you wanna dance till the sunlight cracks When they say the party's over then we'll bring it right back Yeah

[Background Audio] (3:26 - 5:04)

Let's get down, let's get down to business Give you one more night, one more night to get this We've had a million, million nights just like this So let's get down, let's get down to business Mama, please don't worry about me Time, I'm about to let my heart speak My friends keep telling me to leave this So let's get down, let's get down to business Let's get down, let's get down to business Give you one more night, one more night to get this We've had a million, million nights just like this So let's get down, let's get down to business Let's get down, let's get down to business Give you one more night, one more night to get this We've had a million, million nights just like this So let's get down, let's get down to business Back and forth, back and forth with the bullshit You know I said it before, I don't mean it It's been a while since I had your attention So it might hurt to admit it It's been a while since I had your attention

[Background Audio] (5:04 - 6:51)

You know I said it before, I don't mean it It's been a while since I had your att I want to be that guy I want to drink that smile I want to feel like I My soul's on fire I want to stay up all day and all night Yeah, you got me singing like Ooh, I love it when you do it like that And when you close up, give me the shivers Oh, baby, you want to dance till the sunlight cracks And when they say the party's over, then we'll bring it right back And you'll say Ooh, I love it when you do it like that And when you close up, give me the shivers Oh, baby, you want to dance till the sunlight cracks And when they say the party's over, then we'll bring it right back Into the car On the backseat in the moonlit dark Wrap me up between your legs and arms Ooh, I can't get enough You know you could tear me apart Put me back together and take my heart I never thought that I could love this hard Ooh, I can't get enough Ooh, you got me feeling like I want to be that guy

[Adam Goff] (6:55 - 7:00)

Ladies and gents, that's your two-and-a-half-minute warning. If you can make your way into the room, please. Two-and-a-half minutes.

[Background Audio] (7:01 - 7:26)

Let's get down, let's get down to business Give you one more night, one more night to get this We've had a million, million nights just like this So let's get down, let's get down to business Mama, please don't worry about me Mama, baby, let my heart speak Ladies and gents, that's your two-minute warning.

[Adam Goff] (7:26 - 7:29)

If you can make your way into the room, please. Two minutes.

[Background Audio] (7:30 - 8:19)

Let's get down, let's get down to business Let's get down, let's get down to business Give you one more night, one more night to get this We've had a million, million nights just like this So let's get down, let's get down to business Let's get down, let's get down to business Give you one more night, one more night to get this We've had a million, million nights just like this So let's get down, let's get down to business Back and forth, back and forth, the bullshit You know I said before, I don't mean it It's been a while since I had your attention So in my heart you live it

[Adam Goff] (8:20 - 8:37)

Ladies and gents, that is your one-minute warning. We've got one minute before we're kicking off. So if you're getting teas and coffees outside, make your way back into the room.

If you're in the room, it's time to finish up those conversations. Take your seats please, because we're going to be live back on stage in just under 16 seconds.

[Background Audio] (8:37 - 9:24)

The dreams we had don't ever fall away We can't leave them if you stay the same And I can't do this for another day So let's get down, let's get down to business Let's get down, let's get down to business Give you one more night, one more night to get this We've had a million, million nights just like this So let's get down, let's get down to business Let's get down, let's get down to business Give you one more night, one more night to get this We've had a million, million nights just like this So let's get down, let's get down to business

[Event MCs] (9:24 - 9:30)

Let's get down, let's get down to business

[Event MCs] (9:32 - 9:49)

Ladies and gentlemen, property entrepreneurs, please clap your hands and give a huge round of applause and welcome to the stage, Mr. Adam Goss!

[Adam Goff] (9:54 - 12:08)

Okie dokie then, good lunch? Everyone get back, settled in, everyone's got their coffees So exciting, isn't it? So exciting, love it, absolutely love it Right, so, it's awards day, we know it's awards day Mastermind did a little run through last night Probably why four of the finalists are from Mastermind, just saying, whatever But we weren't the only ones, you know The board also did their strategy day presentations behind closed doors, obviously, because of the NDAs But they also gave out their awards And I wanted to give the person that won a huge shout out Not only did they win the board award this year but for them, public speaking has been a huge journey So it gives me an absolute pleasure to say congratulations to my friend, one of the best humans I know and strategy award winner for the board 2024 Mr. Gareth Pearce, let's give him a massive round of applause Stand up Gareth, stand up Very well done Gareth, congratulations Could have pulled you up on stage, got you to say a few words but we're like, next year, absolutely Couldn't happen to a nicer guy, so congratulations Yes, we've got a slot now No, but I would love to see your presentation So if there's a chance of uploading a Loom video or something at some point in the next ten minutes That would be great, so that would be really good Will I see his presentation? Who'd like to see his presentation? Yeah, there's a lot of value from seeing other people's presentations especially the award winners So yeah, well done Gareth, super stoked for you Moving on, so into other feel good factors It's not January without kicking off Get Up and Give Back season So to take you through it, of course The man who's led us over the last few years Fellow board member as well, Mr. Daniel Norman Let's give him a big round of applause please

[Daniel Norman] (12:14 - 22:16)

So, where do I begin with this? We can go through the fact that this is the fifth year Which is just absolutely epic We've raised a whole tonne of cash We've raised a whole tonne of awareness We've levelled up the game These people who took part in Snowden last year The Yorkshire Three Peaks or the National Three Peaks They really set themselves above, didn't they? What genre of property or business that they're in Because I'm a great believer, if you're You might be doing rent-a-rent or HMOs and that's fantastic But if you really want to pin something to the mast Where you've done something that little bit extra What a great win for you and your business and your team And especially if you did a firewalk I mean that's just crazy and it really was very hot So a huge congratulations to everyone who took part last year But we had to have a big think Because while we celebrated half a million pounds worth of overall fundraising And £140,000 last year alone By the time it was all counted We recognised the fact that it's our fifth birthday Which is huge So what are we going to do?

What are we going to do? Just out of interest, if you would actually stand up If it's your birthday on or before the 7th of June this year Please stand up a moment, if you would On or before the 7th of June Most of you will know when your birthday is So just have a quick look around First of all, a huge happy birthday in advance But I use this because our cause this year Is literally a coin toss Thanks ever so much, have a seat The stats for the cause that we are raising funds for this year And awareness Is it's a 43% chance that as a female you'll be affected And a 45% chance as a male you'll be affected The cause we're raising for this year is cancer 300,000 diagnoses are made each year in the UK alone And I want to take you through some of the charities It's been a very humbling privilege to have a conversation with It's our fifth year, we've got five charities We're going to raise £25,000 Some of you will notice there's a bit of a theme here Okay, five times five The first one is Shays Smiles So Shays O'Dea was diagnosed at the age of 11 With glioblastoma multiforme Which is basically a cancerous brain tumour And to say that that is irreversible is so mild It's almost pathetic me saying it on stage And it is basically life limiting It's basically a death sentence for kids It's the highest killer of children of any form of cancer More than leukaemia Can you imagine as a parent having that diagnosis And unfortunately Shays passed away at 13 and a half years old It is massively life limiting If you are fortunate enough to be prevented from it Following through You can actually get cured but it's very very unlikely The irony is only 1% of cancer research goes towards brain tumours Which is nuts Secondly, Shine Cancer Support, our second charity So if you're under 40 this is the only charity in the UK That will support you if you are diagnosed We've got someone in the room who's been through that process And to say that it is awful Because in the age of 20, 30, 40 You should be dating, you should be courting You should be having relationships You should be buying your first house So you try and get a mortgage We think it's tough as property entrepreneurs Try having a diagnosis as well Horrific That's just one small thing Apart from the fact that you're obviously in an incredibly vulnerable state You're unwell, you're treatment and so on and so forth Shine deal with that And their tagline is Under 40s with cancer, we get it The Cancer Support Centre is based in Sutton Coldfield They're local And their mantra is When the medicine stops, we start So to provide support for people who are both terminal and otherwise To basically help them along that very very difficult journey Gentlemen, UKARE is an Oxford based charity That deals with the five urological cancers So that's penile, bladder, kidney, pancreatic and testicular And they are specifically there as a research organisation To push that forward Something that affects a lot of us guys And the fifth is the Eve Appeal Which is the UK's leading organisation For research and support For the five gynecological cancers Vaginal, vulval, womb, cervical and ovarian So to say the mission this year is critical Based on those stats and those facts That I've been fortunate enough to deliver Today is monumental So what the hell are we going to do about it? Ladies and gentlemen, I give you this year's GetUpGiveBack 2024 fundraiser It's cardio versus cancer Five charities, five challenges Five years of GetUpGiveBack But the good thing is We're doing only five weeks of actual fundraising and challenges So I appreciate everyone's got busy lives But what we are doing is We're walking or running or hiking And if you haven't yet seen on your table Or swimming or cycling If you haven't yet seen on your table There's a lovely little brochure there Which explains the options you have for challenges And we're going to make this as flexible as possible this year Yes there are set challenges We're going to be doing the Snowdon We're going to be doing the Yorkshire Three Peaks We're going to be doing the National Three Peaks We've got the Great North Run AJ Bell Great North Run If you want to do a 5, 10 or half marathon On the 26th of May The Sutton Coalfield Fun Run on the 2nd of June All the information is in there What we're looking for you to do Is make a commitment to one Or if you want to do all five That's completely cool What I've been blown away with Just in the very short time we've had And especially yesterday at the board And the programme before Is the commitment that people have already made to us Both in time, in energy, what they're going to do And the finances And it's hugely appreciated And people have just come up and said Loma will win this year Because you make the difference in this There's a minimum fundraiser £625 is £5 off five people For five days and five weeks If you can't get that off your pals And probably a lot more Then you probably need some better friends Highest fundraiser last year, Umesh Thank you so much for everything you did Because for someone who initially said I'm not sure I can commit to this I've got some time challenges I've got the family to worry about He then went and smashed out Snowdon Have you ever been up a mountain before? And raised £3600 And with a need for another £1500 So you can make excuses too You can make a difference Talking of family and friends Are they welcome?

Are your team welcome? Yes, 100% Because it was actually someone who wasn't even on PE Who was the highest fundraiser Out of everyone, except for the people on PE And Greg was just Great Valley He did all four physical challenges And raised £7500 Which is monumental So if you've got friends and family Yes, they are very welcome to join you In the challenge If you've got team members, they're very welcome as well There's a slight investment this year Because we want to make sure that people who are on board are on board If you say you're going to do it and you do it, great If you say you're not going to do it and you don't do it, great If you say you're going to do it and you don't do it That's a problem And it was £30,000 worth of pledges last year That unfortunately got reduced or bailed on Which is not where we need to be It puts a lot of stress on things So £150 Is actually the dropping, it's January sale £125 Will get you these fabulous bits Your Cardio vs Cancer hoodie Should you wish to personalise your shirt Because you're doing it for Rosanna Or your mum, or your dad Or whoever it might be That has affected you With this outrageously terrible Problem You can have it printed on your training t-shirt And in happy news You get your guaranteed ticket to the Get Up, Get Back 5th Year Anniversary Formal Dinner That's where we'll be raising the cheques Three course dinner Right here in the Belfry Because we've got to celebrate We've got to celebrate everything that's been done All your participation, all your hard fundraising Throughout the year So whether you've been touched by the Story of Shay Or you recognise that 20s, 30s, 40s is not a time where you should have to be Even thinking about this Or for people in later stages of life Or for your Friends who are male Brother, sister, sorry Brother, father, uncle Or for Female cancers Female gynecological cancers Who are you doing this for? Ladies and gentlemen Please Take these Click on the QR code on the back All the information is on there If you haven't got my phone number or my email Then there's Getupgetback.co.uk Down at the bottom Get in contact, ask questions Let's get this loaded up And let's make this happen The 3rd of May to the 7th of June Really look forward to you guys coming on board this year Who's in?

[Adam Goff] (22:17 - 27:45)

Hands up Thank you so much Let's give Dan a big hand Congratulations Fantastic presentation, beautiful branding Well delivered An amazing cause, well done guys Fantastic effort, it's going to be a good one right? I'm liking the 5 weeks It makes it a bit more manageable, it doesn't feel like this huge thing There's flexibility over it Not that much, not that high a pledge Really is it, let's be honest So, you know what I always think when I sign up to this I always think You know what, if I don't raise the money I'll just donate it myself So it's like Ok, now it's not a like Because I think one of the reasons why we don't pledge the responsibility Of raising the money, but actually If you didn't do it and you let yourself down You'd just donate it yourself wouldn't you So, that's also pretty motivating Anyway, good luck Looking forward to getting started with that So, before we get going on the finalists This is Cheers This is your final chance to order your Affirmation Board The Affirmation Boards that you've all ordered Are at the side of the room, bless you And you can please pick them up and take them home And put them front and centre, pride of place Thank you Dec In your study, in your lounge, in your Wherever you want to put them, in your kitchen And if you haven't ordered these Or you want to change it or update it You can order another set Through the QR code on the workbook And the deadline is the 15th of Jan The 15th of Jan So I think that, is that Tuesday? So you've got the weekend To get your stuff together basically and get that sorted This is advanced This is High performers only This is don't come without it done, one of our mantras So I did give everyone fair warning About this, I did say it's high performers only Everyone's getting a little bit nervous now What did he say? What am I supposed to do again?

Good, so it's all good, it's all good So what we'll do is be very clear how this works Everyone just stands up now, that's great, everyone just stands up please Off you go, stand up Cool And like I said The next big milestone is the new Business year and Key part of the homework was to book Your AGM and potentially your New Year's Eve Party, so if you did book that, it's in the calendar And your team know about it, please sit down Cool, okay Good, no? I don't Want to hear Jon's like I've got no team It's like okay cool, if you've got no team And you're not going to do it then fair enough, you can sit down Okay Wow, okay Well good, no worries, nothing further needs to Be said, sit down guys Alright, it's awkward There's some high performers there Alright, get that in the diary Well done to all those who did it, a round of applause for everyone who did it Congratulations, well done Yeah Get these things in the diary, it's just going to happen, aren't they If you procrastinate, they're not going to happen So absolutely get it done, and it's just a reminder That this is the game we're playing this year We want this new accreditation, bless you This laurel, this PE Advanced seal of approval This is Like where three PhDs are here And this is what you need to do You need to be here today So well done, you've got to come to ten Workshops, you've got to post 90% Of your Sunday nights, that's a very doable That allows for a few Hungover weekends or being on holidays And forgetting, join, get up and give back Participate in it Or actively participate in our community By starting six new posts In the community We love this community because of the genuinely Amazing people we have, right But you get out what you put in So you can't just be a taker, you've got to be a giver So do something like that And then obviously you can build it up As you go, and this year is a freebie year If you've been on Advance for a few years You'll get the level that you've been for the last Few years, so you're able to get different levels As you come around the track With us every single year So with that in mind, this is our leaderboard For the accreditation Woohoo! Lots of greens Well done, fantastic, looking good Few yellows here, so a little bit of a warning Alright, and unfortunately There are some people who Who have been relegated You will not be getting The accreditation this year, so I'm sorry But you've only got yourself to blame So that's it, okay So we're going to announce that every single month So congratulations to those people who are working towards that, it's going to be fantastic Right, so Moving on to The Strategy Day Finals The Strategy Day Finals, are we ready for this? Six of the best In table order Once Dex Changed the presentations over Remember That these are not professional presenters You can smile, you can be encouraging You can look, you can give them the courtesy Of your full attention You can take notes, because there's wisdom In their presentations, and you can root For them through the rest of the year So this is your chance to Support those high performers that have done so well On their tables And, are we ready Declan? That was very seamless, that was very good So without further ado, from table one Long term property entrepreneur Let's give Akash Desai A big round of applause And welcome him to the stage Thanks There you go

[Akash Desai] (27:45 - 36:44)

Nice picture man, nice picture Hi everyone I chose it Because it was professional and fun Which is what I was trying to go for So for those of you who don't know me, my name is Akash Director at Onpoint Mortgages And co-founder of The Black Box And last year, just as a recap Was a difficult year For Onpoint Mortgages With the economy the way it was There was no getting around it And we did have to take Quite a big hit last year Having said that On a positive note I did manage to turn around this property To this And effectively add One more property To our financial fortress So again, trying to stay positive with this In addition to that, at the end of 2022 I actually gave up my Brown Belt in Kung Fu And started again I'd forgotten a lot of it And I'm a believer of you have to earn what you've got at a time So I started again So I went from 0 to White Belt to Yellow Belt To Green Belt to Orange Belt So I'm really happy about that And finally I'm actually wishing I didn't come up earlier Because this was supposed to be a reveal My big success from last year was concept to reality Was the Black Box This was the concept And earlier I held up the box of what it's actually turned into So I'm really happy about that In terms of my KPIs My wealth in terms of my financial freedom Income goal We're actually 37% of the way there Which is great My metabolic age as of last January So it needs updating, I literally did it on Wednesday I'm 43 now Last year when I did it In January I came up with 27 So I'll take that as a win And my life by Design is 47% But you know what, I'm not going to try and focus on all areas I'm going to be selective this year About what I want to work on So this year is all about this concept of feed the beast And I've got this mantra in our house Feed the beast And it's effectively Gamification of the financial fortress So I'm like Feed the beast, feed the beast So me and my wife Have got on the same page now And it's all about The financial fortress So we're very clear on what our Monthly target is We know how many properties we need to acquire We know what income that needs to be So it's all about Now just feeding the beast With our various Entities And we've been working on a long game together And ultimately what is this for And this is for financial freedom For me it's about living the life of I want to do something rather than I have to do something And we also want our next family home So that's what this is for In terms of my Personal objectives For the first time on PE It's not a health objective because I'm always go go go It's actually the opposite So this is me At the end of a week on Sunday I'm worn out I'm battered I'm often guilty of training too hard I don't sit still so I just try and push As hard as I can I used to wear the badge of honour I used to wake up at 3.30 in the morning But the older I get I'm asking myself does this serve me So this year And I get sick a lot as well So I'm trying to re-review where I am So this year is about recovery Like let's focus on recovery So it's not about training it's about how much you recover So basic one I don't want to sleep 6 hours anymore And say that's great I want to actually sleep 9 Because I was sleeping a lot during Christmas And that made me think am I getting enough sleep So recovery Second one is watch out for the snakes So just as much as I'm trying to grow It's also about making sure I don't Get caught up with one of these snakes And I'm a firm Believer that the universe gives you what You deserve And for me just basic things like Personal cash flow management Just making sure we hit this target So what I found out recently Is I was trying to bring the family Along on this journey and I was trying to do it myself I was like I'm the bread winner it's me doing it However having consulted The boss, my wife And taking her and explaining What we're trying to do We've changed from being 6 months in the red To 3 months in the green So it's not just about that It's about doing it together And we're going to do that every week together And that's already been a game changer And the final one You've seen me do my Kung Fu I'm on my journey to the black belt It's just continue to grow So this year it is to grade every single time And go from orange To blue, to red, to purple Black will have to wait Until 2025 but I'm okay with that The journey continues In terms of professional objectives I've got something called no This is quite funny because I actually had a Really juicy meeting yesterday About some JV development Opportunities but I do need to say no to a lot more things That I've been dabbling in And the way I'm going to gamify this Is I'm going to actually have a no jar So every time I manage to say no to something I'm going to put it in a jar And I'm going to tell you up at the end of the year So I just need to focus The second was actually Going to be I need to be out Networking more But again talking to my wife Which was always Enlightening It's not about meeting new people She said what about the people you know Water the grass that you're on And I really took that on board And instead of networking more It's about creating more In depth relationships with the people I know So I'm going to try and reach out to people That I know, haven't kept in contact with Again people like yourselves We're already here, we already know each other It's about investing in that relationship And the final one Is I started doing back to back leasing Similar to what Jade's done I did it on my own properties in Leeds And I started helping other people do that And My metric for that is I need to systemize it And get a PA on board for Five hours and as of Monday Last year I actually got that PA on board So that's a tick so I'm happy with that In terms of my Headline strategy It's quite simple this year I did the hard work and heavy lifting last year With a black box Here it's sell, sell, sell And my metric for that is 10k per month As of December I hit 9.5 So we'll see How that goes for the rest of the year In terms of my Supporting objectives I think the slide's going by itself Is speaker extraordinaire So I want to get booked onto 20 events this year And I think I'm on 14 at the moment So I'm trying to get onto more for credibility The next one is content king So I want to create quality content That I put out there and I've started creating it So it's about quality not quantity My goal is there 45 And finally similar to what Billy's doing is I want to drive by the dashboard As a dynamo I'm often Guilty of Leading by my gut but Daniel Priestly talks about LAPS which is leads appointment Presentations and sales And when I re-review that it's so much more Enlightening about well if I'm not making sales What's happening to my leads So I did that last week and It's a goal of mine and I'll be reviewing that weekly In terms of my wealth pyramid Cash flow is the black box And on point mortgages My profit's going to come from Back to back leasing and Every time we acquire a new property We'll go straight into the Financial fortress because it will be On a long term lease In terms of my 70-20-10 70% is the black box 20% is Back to back leasing And 10% is personal cash flow Stroke tweaking what I've got already So I'm a believer again Like you're sitting on a mountain of value Tweaking what you've got is Really valuable in making profit Not just acquiring new properties In terms of adventure this year I've been invited to Compete at Kung Fu In Malaysia in July I don't know if I'm going to make that happen yet I'm also trying to feed the beast So it's a bit of a conflicting one But it would be a journey with my daughter Which again would be fantastic So I look forward to updating you guys at the end of the year And it wouldn't be a presentation Without Akash on a bike So this is what I wrote In August last year I absolutely loved it I told everyone back then it was like Riding a fighter jet And this year my goal is going to be To have that as my reward So I hope everyone enjoyed the ride Thank you very much

[Adam Goff] (36:49 - 37:13)

Well done Akash Great presentation, congratulations Looking good Sounds like it's going to be a big year for you Big level up, big step changes We good with the deck?

Yeah? Ok ladies and gents, one down, five to go Let's give this young man A massive round of applause Warm welcome to Mr Craig Shields Ladies and gents Thank you

[Craig Shields] (37:28 - 47:07)

Hello everybody I think this might be our presentation But we'll go with it anyway Hello everybody, my name's Craig Shields And if you don't know who I am Green one slowly At the TV Nice If you don't know who I am My name's Craig Shields and I run a carpentry company in Kent I've had my carpentry company For the last seven years Been in construction for 20 years And I've been around property For about 15 years But my father-in-law has got a big portfolio So seven years ago I took the plunge To make my own business, CS Carpentry in Kent So my aim was To create our own work For our own business, I wanted to get rid of the clients I wanted to get rid of the general public Because I was fed up of Looking after people's cats Making sure the back gate was shut And just all them phone calls when you got home That you didn't want anymore So myself and Suzanne set up Link ID And I've also got another property company With my best friend Alex who's on the program So what we do is we buy, we build And we keep And this year luckily enough we have managed to be able to get rid of Our small works team We have managed to land 84 units to build this year And these are the sort of projects we're doing All commercial to residential All around Kent 55% of the work is our own And 45% of it is to other clients I've got there, architects and Planning consultants So between myself, Suzanne as an interior designer The planning consultant And the architect, we've got a good little power team Going on and bringing work to the table So also we have Me and Suzanne launched our training course Last year which is great We've got five people on the training course And it's all about getting tradesmen People to do the job Properly I always get it wrong but there's all men on it at the moment But I'm sure there's going to be ladies soon But again make sure they do it right Make sure they're doing their invoices right Estimates out there right before they jump into the world of developing And also letting them know That there's options out there That you can provide yourself some own work And these are the people that I'm doing it for Me and my wife have got six children Between the two of us I couldn't get them all on there But this was the nicest picture I could find of us last year And my wife there is the most important She's my rock She's the one that got me to do my own business She's always pushed me Always drived me She's got epilepsy and she's really struggling a bit So it's all about making sure We can give ourselves a nice life That we can support ourselves So going on to my Wealth and health And life by design I'm lucky enough to have 25% of my fortress done I'm not too sure about this one Because it was done after a weekend on the champagne Of celebrating we got £4 million of a turnover next year And it's 53 and I'm 38 So I think it might have something to do I think it might have something to do With that I'm short, fat And my cholesterol is a bit going up the wall So there's something to work on this year And 61% 61% of my life by design I've done it first time around And Ashley was sitting next to me and it was 51 And he said do that again because you're too hard on yourself So 61 it came out and I'm happy I'm happy in life so it's all good So big thing for me this year was the long game I can't do all the nice things That we go and put all into this board Without a fortress So one of the reasons why This little box that I've built And how we're taught I'm probably an entrepreneur Is to turn it into a game So I can't do taking my family to Disney And buying myself a Rolex And all this without actually having a fortress So I've turned it into a game Which basically this fortress is divided up Into three Security, fun and luxury Each one of them 500 pound Passive income per green monopoly house And the hotel shuts Each fortress So the first one obviously security I can just live, the next one is fun The next one is luxury of going on yachts And having nice days out at Crystal Palace Etc. So I put that in front of my wife Because she hates property Because her father in law is into it And every time I buy property she's like Oh not another one, what are you doing I put that in front of her and she's like Oh bloody hurry up So it's very visual And behind this, I didn't do it in my presentation But behind this brass plaque that I've done There is actually a note to myself That I will take that plaque back off and read Once all three of them are done So we will see when we get there So the big thing for me when I got Cave Town was financial fortress is my freedom I've got to do this to give me My freedom for my family and myself I want to retire by the age of 42 I'll say that to my family and they're like You're not going to retire by the age of 42 Exactly right, I'm not I'm going to become a mentor and I'm going to really push on to doing Training trades people To be developers And that's my long game So I don't want to be in construction I want the team to be running itself So that is my long game So my year of is just do it We've got to where we want to, we've got all of our projects I don't need the small works no more I need to get on with my health So my year of is just do it My three personal objectives Are first one Flex and lose Can't touch my toes first time Can't really do this And I need to lose some weight to get that age down So my target is to get to 12 stone Can't touch my toes first time So I started Pilates And I'm doing my personal training which I was doing last year And adding some other things in this year So it's great Time equals love is another one for me So as I said I've got six children Five of them are girls And my son actually gets a lot of my time And my nan is a big part of my life And they're not getting no younger And I really want to spend some time with them And obviously with my wife We did 12 red letter days the year before My daughter got ill last year And before that every month we did a day with ourselves So we're doing that again this year 12 red letter days And spending one to one time with the children I took my daughter to sushi bar the other day And obviously having girls Which is not cheap So it's going to be an expensive year But getting some quality time with them And then obviously I've built my fortress There's a lot to do with it And I've called it Pasco Collect 200 Pounds So this year my target is to get 75% Of my fortress done On the security side So let's go and do it I've also carved up my time I've put my big rocks in there I've got time with my business partners Time with my accounts And obviously I've done a percentage down here Of what time I've got left to actually do my work And other time I've got to do it myself Professional Objectives is I want to be a PD graduate I want to learn development rights We're doing a lot of commercial residential I'm working with a guy at the moment He does it, I'm following him This is one of the projects I'm doing with him And by the end of the year I'm going to buy one and do one myself Obviously we're doing our mentoring course So I need to tell my world I need to tell the trades people As Suzanne said earlier on the mic We've committed to doing one podcast a week Which we've already filmed 12 of them And it is trades developer podcast So watch your space on that one And then the writings on the wall Like I said, I've carved up my time I'm going to be tracking this 90% I want to do 90% of sticking to my time That I've done this year And I've given my PA a strict routine Of where I'm going to be And we're going to stick to that And track it on Toggle And then my headline strategy For my company is We're going from 100 to 1 So we're going from 100 clients to 1 client this year So we're just doing commercial residential And sticking within our power team How I'm doing this This was a big It was a big thing for me To let go of my small works Because all of my businesses come from Being out there networking Doing my small works So I'm pulling the curtain down I'm saying no to small works But I'm going to be building up a waiting list For our other developments So I'm still available I'm still here But we're just busy So I'm still going to carry on with my marketing I'm still going to make sure that the company is still Visual in Kent But we can start picking and choosing our jobs It's our way or no way basically Because we're doing different developments You get specs from different architects And designs given to you differently And we're funneling it into our system in Trello Making sure that all of our jobs Look exactly the same over our system So it's our way or no way All the subcontractors get paid the same each month So it's rebuilding Trello And making sure it's all done with loom And then I'm going to invest 10% Of the profit into my fortress And then I'm going to be doing 100% of my wages so far Is coming from my carpentry company I'm not taking anything out of it at the moment I will be 25% of my fortress done And I'm looking to get 75% done of that 10% out of my company And double my wages with our mentoring course So I'm looking to Divide up my time with fitness Mentoring and developments Obviously that's what my biggest thing for this year is going to be And my challenges are I'm going to Do get up and give back I said to you I'm doing it And I'm doing it this year So I'm going to go camping with my son Time equals love And I'm going to go football away days with my son I used to go football a lot And it used to be beer and pub And now it's going to be sun and burger So it's going to be a little bit different this year But I'm really looking forward to it And my reward this year Is we're going to Bali And I'm going to go business class On my own to Bali to meet these fantastic People we're working with And that's my reward and thank you all so much For supporting me

[Adam Goff] (47:16 - 47:37)

Awesome job Craig Great presentation Love the financial fortress model as I said earlier Craig is a High performer as you've just seen Okay so Two down Four to go Let's give a massive Profit Entrepreneur Advance welcome To Valerie ladies and gents

[Valerie Houghton] (47:48 - 58:56)

Right Hi my name is Valerie Houghton And welcome to my strategy presentation day The colour is yellow because It's cheery, optimistic, friendly And I have a friendly disposition With a degree of hope and creativity It's ideal for this year's Presentation because after all It's life by design And one of my years was to live life in colour And that came from Josh Keegan And it really resonated with me So that's why I'm using the colour Ten years ago This was the property I lived in Cobbits Hill And just on the back of it is St George's Hill Where we've had very famous people So my dream is reversed So through a family divorce The solicitor said to me Valerie you can't stay in Weybridge, you can't afford it And It's a red rag to a bull So I decided to Rent a two bed property And give the children the bedrooms And I slept on a mattress on the floor for two years And I joined a franchise And I followed a blueprint To create my own Income from nothing I'd been a stay at home mum for 25, 30 years And I had to just work Part time jobs but I had developed some things So this extension I had done So I had an interest in property And I'd worked in Snow and Rock which is a ski shop With young people so I knew that that was What I could do So I've created a 5 million portfolio In Surrey 3 million is personally owned 2 million is JV owned And I have a small scale HMO development Where I manage it And I have 55 rooms which I do myself So I have plagiarised Plato because mothers are the necessity Of invention This is what I do it for Why?

Family first always I haven't been successful in my own Relationship but I've made sure And all three of them Have wonderful relationships And my son on the end has got engaged this year And I can look after myself And they can look back at me And know that I'm thriving And not worry about me and get on with their own lives So for me a flexible work pattern Is paramount So my reason why is My family first My year of It's 4 ways, year of mastermind To finish what I've started To focus on a specialist New subject strategy And to overcome my overthinking To master my own mind and to be around people Like in this room but in a smaller scale Group so I can actually Form better relationships and get to know Better things My personal objectives And tangible targets are to master my mind I overthink, I have analysis paralysis I'm in my comfort zone in Surrey All my friends are ladies at lunch They have a great time But I'm not that, I've never been that I wouldn't work in Snow and Rock for 16 years Moving from £6 to £8 an hour Because I just am more than that And I'm an oddity in Weybridge Because I'm Scottish And I bloody say it as it is And people find me strange So I've worked on it So I have got a good income From the property portfolio But I need to restructure it And I want to master my mind And a couple of the other things I've done Is overcome loss And now I just want to do meditation And I'm going to do that with Matt Who's in this group And I'm going to Try other therapies times six for the year So look at things like hypnosis Or other things and I'm very open to Understanding and learning about other strategies The second objective is the biggest loser Now it's something that I've Tried to do over the last four years And Richard who's from VavaVoom and I Both have big tummies and we've bashed off Against each other and said we're going to lose them And this year we're going to lose them He's bloody in the gym and he's in an accountability Group with me and we are going to do it So To be the biggest loser I want to lose £60 this year as a big target I'm already £28 down I Thank you That has Been done by Slimming World And having accountability in the group And The 70k steps a week I'm in the pattern now for it Again it has come from Joining this group of people And making sure I do it and some strength training I posted a little video of me Bench pressing quite a lot of weight So not bench pressing What's the one? Yeah that one Now The third thing Is wish you were here I'm sure you don't Wish you were here This was actually a date I went on I thought I was going to be having a nice meal out With somebody but no we ended up bird watching It was Dire And when he said to me After it Why do you think I'm going wrong?

I went everything Just everything So What I want to do is Make sure that I Am going to good places in the year I have four holidays Have four decent dates Go and visit my dad in Edinburgh He's an older chap And go and visit my daughter in Dubai And go away with the guys on the mastermind team And be more spontaneous and say yes And the other small thing that this reminded me of This picture Is like a cabin and I've got a bit of cabin fever I live in a one bed flat So everything I've done I've lost the big house But it's how you are as a person So it doesn't matter but I would like an extra bedroom And I don't think that's too much to ask This is my long game I'm on life's journey We got given a poster I'm over half way That's kind of scary I'm 62 this year and the clock is ticking But however on your long game You need to remember to look back And one of Dan's comments that's resonated Beyond measure is Pat yourself on the back Every month you are still in business And I do that every month I'm still in business He saved my business when I secured My mortgages When I locked in the mortgages And the other point is Hand up, hand down My mother My wonderful mother whom I lost In my first year was getting over the fear of that Said to me Don't be peas above sticks Never be above yourself It's a Lancashire phrase Remember where you have come from and how you are And keep grounded And that's a mantra that I live on My heroes My father is 92 and Colette My ex-mother-in-law is 94 They both lost their partners At 61 and 62 years Two years ago Both cancer Pancreatic cancer, prostate cancer So I will be doing get up, give back this year And how to embrace life As I'm 61 You look for people a bit older As their hero And my father has taken up painting again And he takes the bus everywhere And Mamo She lives in the Lake District And she walks around the lakes And she teaches French to students online And she is now learning Italian So they are living life to the full My professional objectives And targets I'm in a league of my own at the moment It's a lonely path to run And I need to Restructure my HMO Portfolio And replace some of the income So I'm looking to do rent to rent And looking better at working with my SAS fund It's a countdown Again the clock is ticking I want to raise 50k of investment this year In my HMO business And I would like to JV on a rent to rent business with somebody And I'm looking for 2k extra a month on that And I want to be the apprentice And have an open mind And again I listen to everything that's being taught So I want to leverage expertise of others And look at even sourcing deals If they're good deals Or looking at acquisition And then being careful about all the exit strategies My headline strategy Is gamification Playing to win We were playing at our strategy Weekend away And these are self explanatory You need a team You can only work with people that you like and trust You play to your strengths Wealth dynamics You create a plan and work it well And you need to have a specialist subject So what am I doing I'm looking at a new Opportunity So I need to connect with more people And remain in the franchise Which I'm already in Because the majority of the 500k of investment That I've garnered over the years Has come from other franchise members They've all made their money And they just want to lend money So it's kind of good So I also want to connect with other people Outside of that network And going to two networking meetings a month Is important And doing calls, it's a numbers game So many times a week And making sure I time track it Adam Then the next thing is University challenge So it's a new subject area I'm going into Which is rent to rent So I need to study the courses And I need to go to the conferences And then it's deal or no deal Which is really about pounding the pavements It's a numbers game and consistency is key I have to have an open mind And a share of the pie If I could work with a joint venture partner Is much better than no pie at all So it's very self explanatory The way that it's going to work 70% of the time is to be on the SA, the new venture 20% is to be on refurbishment And restructuring of my portfolio And 10% is going to be on The better use of the SA Then finally Just thinking about challenge and reward Adam believes very much in manifestation And the surrender to the universe And he is a prime example of that Because things have worked for him I have found that manifestation does work for me Every time I'm being positive And being grateful and remembering where you are So having read the book The Surrender Experiment, it created more questions And answers for me Because this is my kind of surrender Mickey Singer in the book was a very intelligent Capable man And therefore things happened for him But because he was that person For me it's about To create success in your life You need the intent and the focus Must be clear Then you can let the universe Take care of the details So this is my challenge My adventure And my experience For the year And it's already started to work This week on Tuesday I had a meeting in London And I have a JV partner for my SA business Who has three SA properties In Russell Square In London That's a result And my reward My kids' mouths dropped Mum's going to Bali Applause

[Event MCs] (59:03 - 59:03)

Thank you

[Adam Goff] (59:07 - 59:28)

Alright Mum's going to Bali baby Good stuff Great presentation Valerie, well done Okay, moving on To our next contestant Ladies and gents, let's give him a massive hand Mr who has subscribed himself Christopher Moss ladies and gents Welcome to the stage Applause Music

[Christopher Moss] (59:28 - 1:09:06)

Music Hi everyone So to kick off my presentation I'm going to give just a bit of a Overview of sort of how I got here So the first is I've been on Property Entrepreneur For the last four years, so this is my fifth year On Property Entrepreneur And very much over the last four years I've been working towards the long game And this is the final Year of that for me to complete The long game, I have focused Heavily on my wealth and Building the businesses over that four years As well as improving my health But I've not focused as much On life by design, so this year There's a focus towards that And I've got a couple of big personal things coming up This year that I'm also going to share So On my wealth side of things I'm fortunate To have 123% of My living costs covered by my Financial fortress, which is a bit of a win Because when I came on Property Entrepreneur I owned no property, I had some Money but I owned no property, so it's been Awesome to build that up It is because my living costs Are low though, so my aim Is to increase that to 200% So I can then increase my Lifestyle Without worrying that if I Lost all the businesses I'd be in trouble So that's my wealth My health was 15 That was a year and a half ago That was a year and a half ago And I do question how accurate it was It was a blue crest, proper one But not 100% sure how accurate That is, I've got another one in a week's time And that will be my new benchmark 15 isn't my benchmark And then life by design was 77% Which actually isn't too bad But it's partly skewed between what I value At the moment or did value When I was doing that presentation Filling that form in, sorry So my year of this year Is the year of the high value man I didn't mean high to be taller That's actually an error but it looks good I wish I'd done that on purpose Did Declan format that?

I'm sure it wasn't that before So my year this year Is the year of the high value man And it's all around being high value In some key areas of my life And some key things that are happening I'm going to be restrained on my time this year And I just want to make sure for those key things I'm turning up and being as strategic And as high value as possible Whereas previously I perhaps haven't been And I've not put the time into certain areas Of my life So that falls first into my relationship with Phoenix So I'm going to be getting married Later this year Thank you And I want to just make sure I'm turning up and supporting Wish I meant that one too So I'm going to try and be the best husband I possibly can And I'm definitely going to turn up The next is I'm also going to be a dad For the first time this year as well Thank you Yeah I was cropped out You saw the original On the right of that I'm studying my boxers And it looks a little bit weird Thanks Sarah And I want to be as high value as I can As a dad And just be as present as I can be For that journey And we're expecting a baby boy On February the 29th Which is not far away now And got the orders slightly wrong In the marriage and the baby And then finally professionally I want to be as high value in the businesses That I possibly can be And just add value from a strategic place As I can So my personal objectives To support those Are fitness first So it's become very apparent over the last number of years Fitness, mental fitness and physical Fitness are super important And I'm not going to be able to do any of this stuff Unless I can maintain that So the first part is fitness first And this is about me reading this life and strategy book That I've put together That has my reasons why, affirmations All these things on a daily basis Which keeps me sharp, keeps me in a good mind space Regardless of what's going on And the second part is I want to get and see some abdominal muscles Which I haven't done for quite some time So yeah, I was going to put a before photo But it was too painful So hopefully it looks more like this after So my target for that Is to be able to see some abs And to read my book daily And I mark on the front cover of that As to how it's going So I can track it that way The next is be my best So I'm conscious that in my relationship With Phoenix, I want to make sure I am showing up as the best version of me And with work as well as a baby On the way, that could very easily slip So the aim this year That that won't be the case Ian's laughing I feel like every parent knows something I don't know So the aim is to have a Family review meeting every week After I've got my Sunday sanity There's some questions I have And these are the areas that we're going to cover To make sure we stay aligned And I'm getting feedback and just being as good and supportive As I possibly can be And I'm going to track that just on the Sunday sanity Did I complete it or not, it's in my calendar already And the next is create joy So again, I think it will be very easy this year To just be focused And not actually create that joy and moments That I want to So the aim is to create joy With a monthly family outing A family outing with Phoenix Our son, all going well And then my nephews and nieces as well If I get a chance to with them as well Professionally So again, this is about being as high value As I possibly can be So the target for this is wealth first Didn't have a picture of Ian And Garrett together But between them, they're my heroes From a wealth building perspective And through working with those And the other things I'm doing I just want to be as high value as I can And everything's geared towards wealth Wealth first And the target for that is a net wealth target That I've got for this year And then there's a few others in terms of hourly rate And different things as well The next is be more Elon So I read Elon Musk's book back end of last year Thanks to recommendation from Tom Appleton And it's a Very clear He's able to stay an expert In what he does Even though he's running Three billion dollar companies Multi billion dollar companies, three of them He's able to stay the expert in all the meetings He attends, so I want to be more Elon And the way in which I observed he does that Is that he has this data that's fed to him So he's got reports that land on his desk He's got industry news that lands on his desk And he has time to be able to make sure He's looking at that So when he turns up to a meeting about rocket fuel He already knows lots about it Because he's got these dials and dashboards That are leading into him So I want to be more Elon this year And elevate myself in that way And the target for that is to create a framework To stay the expert to make sure I've got those things Feeding into me that I need And then finally is step up So Warren Buffett was the best person I could think of to represent this I want to be the owner Not the operator in the businesses That I run And move closer towards that this year It's not going to be something I achieve overnight But I want that to be included And my target for that Is just making sure I execute the property entrepreneur Framework perfectly So making sure all team members have got PDPs Make sure we've got the QGMs, AGMs Everything happening So people in the team can pull the business forward As opposed to me with a couple of team members Possibly dragging them from time to time So that's professionally Headline strategy this year So I'm going to focus on oversubscribed So the aim is to leverage the assets So over the last four years We've built new things We've improved things, we've launched new products, services And the aim this year is not to do anything new But is to sharpen up What we're already doing And leverage what we've already built So the supporting objective for that is streamline So the first part of that is making sure we're On budget every month and that's tracked We have management meetings and reports already Set up but it's just making sure That we're really analysing those on a monthly basis And one of the team is incentivised to do that Next is five star service So last year we had 11 out of 12 months We were rated world class Which was frustrating but Plenty of good feedback which we very much welcome Like genuinely do And this year It's to get 12 out of 12 on the NPS score rating And then finally is sales systems Which ties in with me Wanting to elevate myself At the moment I'm a bottleneck within oversubscribed From a sales perspective and I want to Be able to remove that this year By replacing me on some of those calls That I will have for that business So the target is remove those bottlenecks Adventure Challenge and experience So my challenge this year is definitely So I'm told is The baby situation The next I'm slightly nervous about it If anyone hasn't Next is an adventure So I'm going to take my mum to Rome Towards the back end of the year with the baby in Phoenix As well and she's one of my massive reasons Why and has been for a long time So I want to spend some more time with her This was our last trip in Dubai And then finally the experience I'm getting married so everything that Comes with that stag do And all the rest of it Thank you Applause

[Adam Goff] (1:09:11 - 1:09:12)

Well done Chris good job

[Event MCs] (1:09:12 - 1:09:13)

Thank you

[Adam Goff] (1:09:13 - 1:09:30)

Awesome best of luck Very nervous man there Alright very good Two more to go ladies and gents Please give them a massive round of applause For Mr Matt Dolman Welcome to the stage Matt Applause

[Event MCs] (1:09:35 - 1:09:45)

Music Music Music

[Matt Dolman] (1:09:48 - 1:21:14)

Music Music Music Music Music Music but there's also some other information that I'd like to share to you and really how I got here. And one of the big things that I've always been interested in is having my own business.

And it's been something I've wanted to achieve for a long long time. And at the same time I've also been working for lots of other people for a long long time. So trying to escape from the rat race was always my priority.

And the one thing that I did know was that having a property portfolio was always going to be my exit. And it's obviously the cliche but I had it in the back of my mind. From when I was at university I used to live in a five-bedroom house that used to be three bedrooms.

And every few months the landlord would slip a note underneath the door. Hi guys just to let you know I'm going on a holiday. He did that five times a year.

So I was like okay this guy's on to something pretty good. So what I did is basically all the money I ever raised or all the money I'd earned I actually kept it and I actually invested it. I'm not a very materialistic person.

I don't need to buy a lot of stuff. Most of the money I actually spend is on food. I think that's a good thing.

And so I started building a buy-to-let portfolio. Then what happened was when it increased in value I refinanced it and I went again and again and again. Then two years ago I raised enough money.

I saved enough and I had two more properties that I needed to refinance. I refinanced them and then I gave them my notice at my job. And then I went full-time in property.

Oh yes what a brilliant brilliant experience. But it came with a few challenges and a few sacrifices. And it meant moving out of my absolute man pad in Clapham.

Walking up to Clapham Common all the time. Going to Infernos. All the really good stuff.

And I had to make some sacrifices. And the biggest sacrifice I could make which was my biggest overhead was my rent. So I moved back to Essex to my mum and dad's house into exactly the same bedroom I used to live in.

And that's where I started creating my business. But I have to give them the glory because it is our little trio. My mum, my dad and me.

Here they are. There he is. Keith Dolman also known as DJ Blackbeard.

And this is my mum here also known as Hells Bells. And so they are my absolute fortress and have been very patient for me being at home. And also this whole experience what I actually realized was that I was really surprised because this whole journey of this presentation all of it is to do with business.

And I've actually looked at it and I've lived my life actually backwards. And the way that I do that is that I'm very fortunate when I came out of school I went traveling straight away. I had a gap year.

I've got the travel bug. I've basically been a hippie. I've had flip-flops and bawdy shorts on for many years.

And I was very very grateful. So I kind of got this all out of my system. So now all I want to do is grow my businesses.

And that got me to a stage where I started a rent-to-rent business with my business partner Sophie. And even with these buy-to-lets I realized that I was actually just making it up as I was going along. It was a great experience.

I was even doing my finances on Excel. It was ridiculous. But it worked and I didn't know anything different.

I then found PE and then after being here on PE I then realized there was another way to start business and do it correctly. And with the right structure it can grow into something even better. So here we are.

The long game. Lots of texts. Yes Adam I will put in photos next year.

But the PE taught me so much and out of cave time this year I actually started two new businesses which I'm super super psyched for. One of them is called You Got This. I actually got the domain name.

I've even got the limited company. I've got no idea how I managed to do it. And what it is is basically a motivational mindfulness course to teach people to basically encourage them to live a bigger life.

It's just starting in its infancy. But then I've also rebranded my buy-to-let business to the mindful landlord. And what that is going to be is making landlords make mindful decisions about their property investing and connecting landlords with projects where the tenants need 24-hour care.

So basically they're going to be getting good returns but also giving back to the community at the same time. So the long game basically has actually just taught me that I am now in my form, the norm stage, the form stage and the perform. And having done this experience I've actually realized that I can actually see my financial growth, my business growth and even something I thought I'd never do.

I put my romance growth in the side over here. And once it's on paper that means it's going to happen. Right so now the year of.

So the year of is keep my foot on the gas. And keep my foot on the gas is basically from everything that I've learned last year I just want to keep on going, keep on pushing, keep on doing what I've been doing and just keep my foot on the gas. So my wealth I'm at 40% which I'm very happy with.

This is my buy-to-let business but my overheads are very skewed at the moment living at home. I'm also single and so this will change over the next couple of years when I have to refinance but we'll judge that when I get to it. This is great.

I was 40 last year, last year? No, last week. And this says 24 so I'm obviously doing something right so I'm going to stick with that.

And then my life by design my number is actually 74 and like I said there's the three of us, the three amigos and that's what really keeps me going. Then we've got the personal objectives. Maintain it, don't gain it.

Yes look at that jumper. I am a Gregg's addict. I don't know what people like.

Sausage, egg, sausage, cheese and beans is my favorite. But I had to change and I've made a really big change here. I lost six kgs last year.

I'm in great shape for myself. I feel really happy about it and I'm going to do a bi-monthly weigh-in from 92 to 94 kgs which is just basically eating cleaner and not eating so much food. Reign it in is basically I get the money coming into my account each month and then when some money comes in, I just spend it.

It goes out for my investments and it goes out for my funds but the rest of it, it goes on food, yes, but where else does it go? So I basically got someone off Fiverr who's now creating for me a cash flow management. Then fly the nest again.

This is my lovely office at home and by May I'm going to move out and move to London. Professional objectives. On the mic.

Oh my goodness, here we are. So this is really big for me and yes, on the inside I'm absolutely breaking it. My hands are really sweaty but I'm doing it so I'm really happy and this is going to help me get better at my public speaking for my mindfulness business and also for raising money for investors.

So basically one event a month. Now my numbers. Again, as I said, working in Excel, my goodness.

Now how things have changed. I now work with the guys ultimate ultimate FD. I'm actually really interested in numbers and I've actually read one finance book.

My goodness, the psychology of money and it's got no pictures in it. And I've got a second one that I'm reading and basically next year I want to be up here and know my P&L off by heart and present to you. Then content machine.

Look at these cheesy photos. I've been doing these posts on the back of advice from Chris Moss for the last 18 months and I've realized that it's not actually about the, how can I say, it's not actually about how many posts. It's all about the quantity, quality, sorry.

And so I want to pay exactly. You've seen some of these and the quality is obviously not so great, but the experience has been fantastic. So I want to do six posts a week.

That's over 250 a year and I will change my social media business. Next proof of concepts is my headline strategy and I'm so excited for this. I've never been so driven to actually achieve something before like this supported living.

Yes, it is that trigger word. And yes, I am on that bandwagon, but I have a rent to rent business at the moment and it's really stalled in terms of growth because of the cost of properties and the cost of the energy bills. So I'm transitioning from supported living and rent to rent.

And what this actually means is that hopefully if I, the end of this year with the proof of concept, I can then start selling these deals. This one, first one, train the brain. I want to become a specialist in supported living.

And with that, I need to find a mentor and be part of a community. And I'll present that to you at the end of the year. Now my niche and the strategy is a very big strategy and it has a lot of care and which strategy I'm going to choose.

I don't know, but I have had my own mental health issues in the past. Something very close to me. Hence also having the, you got this business, so maybe it's going to specialize in this and specialize in a location in Essex, but that decision I will choose and let you know.

Then we have deal or no deal. I really wanted to cut this picture out, but I have my IT skills and put my face on there, but they're not that good. And all it is, is I need one deal.

As long as I've got one deal and I can actually show that to you, then I'm going to be happy. Then the wealth pyramids, we have my buy-to-lets and the profit is going to be next year when I start charging people for the sourcing and for the mindfulness. The end is the buy-to-let portfolio.

But then here, this was a difficulty because I have to split my 70-20-10 and the 70% is the cashflow. But this is my real passion here, helping people and giving back. But what we've got here is the secret public speaking.

The more I do at this, the better I'll be at these. Finally, the challenges. As I said, my focus is all about business, little about anything else.

So my challenges actually are me. Look at that shiny head. Oh my goodness.

Such a blaze that I need to make sure that I focus and I actually don't get distracted and just keep my head down and keep my foot on the gas. Secondly, is the adventure is doing exactly what I'm doing here, which is speaking on stage. My goodness, even though I'm freaking out, I'm absolutely loving it.

The more I can do this for other people and help them, the better I'm going to feel. And finally, the commitment. And this is huge.

Actually committing to all of you that I'm on this stage now that I'm actually going to do exactly what I've just been saying in eight months time is really freaky because normally I just say it to myself in the mirror. But now I'm saying it to you. And so it's out there.

And then finally, there's going to be a little bit of a theme here, but I'm going to have to do it. My reward is Barley, baby. Thank you very much, everybody.

[Adam Goff] (1:21:22 - 1:21:50)

Barley, baby. We got a barley in in August. September, September.

Yeah, yeah. Yeah. My see you there.

Good. All right. Has it been good so far?

A world class performances all round. Congratulations, everybody so far. We're not done.

There is still one more person. Let's give for the last time today. A huge welcome to Mr. Anthony Carter, ladies and gents.

[Anthony Carter] (1:22:01 - 1:31:54)

Good afternoon. Definitely not say best well last. They're all amazing.

Thanks for voting. Who am I? Anthony Carter.

Obviously, I got up early and give a bit of like the journey I've been on, but started in 2018 when I give up drinking. And that's really been accelerated since joining props on today. So I want to thank you all for that.

I've been in business for 20 years, maybe a bit longer. And in being the word being in the business, be really busy, started on the tools. We're up to 70 odd lads working for us now three and a half million turnover.

We're getting out of the business now. As in this last year, my strategy was to people and processes bring people in and that we brought the people in still not there with the processes. But we get we are getting there.

So my year of sorry, no health, wealth, health, and life by design first. So my wealth, successful business, not do so well with financial independence. That was a big eye opener for me when we did the calculations for that.

So that definitely needs improvement. Health 20 out of 42. So again, that's pretty good.

But there was some marks on that my cholesterol is quite high, blood pressure and stuff. So there's still some work to do on that. Life by design happy with that.

The main downs were that it was friends and family and spirituality. So work on that. So my year of year is part of why I'm here now.

So my year of is a year of becoming a star on the stage, being more confident with who I am, and become the shining light for others. So it's a double meaning. Personal objectives.

Number one is, is be Forrest Gump. So I love running. But sometimes I beat myself up because it's like, well, you can't you ain't got time to go and do a 10k.

So just just get out there and run. And I feel so much better. Not not merely physically, mainly mentally.

This morning, I just did three laps, a bit of clarity, clear your head. And it sets your day up. I've never regretted running my life.

And probably anyone who runs will probably agree with that. It's just first steps, the hardest getting out the door. But once you've done it, you've got back, you're so much more productive, feel better.

Is it endorphins? And I think the things you come with that we get. So yeah, the targets are 100k per month, whether it's 1k, 10k, 15k.

Second one is Mission Impossible. It's Mission Impossible because this was on there last year. And it's it's have a family mission statement, which is going to be a bit easier this year because my wife, she joined the program.

And so we're both on the same same wavelength now. We want a family mission statement, one individual goals, but collective goals all aligned. My third third personal objective is Magic Mike.

I was going to photoshop someone, but we'll have to put up with Adam being on there. So even though my biometric age is 28, which is pretty good. I want to lose five kilos, but that's just I still I'm 75.

I want to get down to 70. A little bit sluggish in that I feel I feel a little bit healthier at 70. Plus, plus that through eating healthy will help bring the cholesterol down.

Professional objectives. Become Coach Carter. I said like I said, I've been on a journey.

And I appreciate everyone and the workshop and the blueprints. So I just want to give some of that back. So I want to help elevate others in life and business and learn from my just try and give a bit back.

I've made some mistakes, done some good things. I'm on the right path and I want to help people on their journey, help people up and I want to be dragged up by others as well. So being part of this is part of that.

So my target for that is to organise six meetups. I did one over Christmas. It was a walk and talk with a few gentlemen who I knew just created a Facebook group.

It was Pals, Pendle and Pub. Pendle's a hill in not far from Burnley. And I knew everyone there, but they all didn't.

And it was really good feedback. Everyone just chatting to each other about cars, money, women, politics. It was just it was really good.

Second objective is King speech and that's why I'm on this stage now. Well, not why I'm on it, I only got voted, but that's why I got on earlier. I want to be more confident speaking in public.

I struggle with it. I'm 0% blaze. I'm a lord.

So I want to become more confident. Target for that is to grab the mark at six workshops. So I've done it three times today.

So I'm halfway there now. Professional objective number three is Wolf of Wall Street. As you've seen earlier, the financial fortress was 6.6%. So I want to start adding to our financial fortress. We want to get it to 33% this year with the help of my wife, Natalie, who's on the programme. We want to add to our assets and to take that to 33%. So my headline strategy is raising the bar.

I run a steel fixing construction company where we install reinforcement in concrete structures. So raising the bar, if anyone knows what reinforcement is, is what we install. We install Rebar.

Like I said, we've been in business a long while. It's been in the business, really, really, really been in the business. So my supporting objectives for that are the process.

We have got processes, but they're not really documented. I couldn't just, if someone comes to me and says, why do you do that? A lot of it's in my head and the team's head and stuff.

So we want to get all that down. So the target is to have an easy to understand operations manual. So someone from outside the business could pick it up and get the grasp of it.

Second objective is be the magnet. There weren't a film called Steel Magnet. So we've gone with magnet.

But the idea of that is to attract new talent to the industry. It's an industry where most people get into it because they know. I got into it because of my dad.

My dad got me a job temporary because I got made redundant and I'm silly and I run a business. We want to bring the target is to bring 10 new people to the trade. A lot of people watch Instagram and YouTube and things like that and think they don't have to work properly on a manual job.

And it's such a rewarding job. We work on multimillion pound projects, building skyscrapers, 200 metres in the air in Manchester, sea defence wall. It's a really rewarding job.

Recently, I don't know if you've seen it on Facebook, had one of our new lads who come and he took some photos. He was working above the clouds in Manchester. And you could see all the, it was just, it was really rewarding to get that photo from a young lad who'd only been with us 18 months.

He took pleasure in his work and the environment and that. So the idea is to add new talent to the business. Lucky numbers.

I'm hoping they're not going to be lucky numbers. We want to know our numbers. Like I said, we've been in business 20 odd years.

It's just all about making the next pound and stuff. It's just probably a bit of luck where it's like, well, we're still making money, but we don't know, we don't know those numbers. We have started creating them.

So the target site is to track how many hours it takes to fix a ton of rebar across all the sites, averages, site averages, different teams and stuff. So we want to work on that so we know where we are, which will help us move forward, become more profitable. A bit like tracking your time.

You know what I mean? It's next, next, next level. Wealth Pyramid.

Craig Barnes Limited is my trading company. So all cash flow is covered by that. Profit, chunks of profit from Craig Barnes Limited.

Like I say, it's a decent business. We make chunks of profit and then we're going to add them up to the asset column with a SAS pension and Nest Living, which is a business I run with my wife. Disposition of focus.

I'm going to be 70% running on the contracts and business. It's a noisy business, takes a bit of its time, but I am trying to reduce that. Since joining PE, I've had an office manager, bookkeeper, come on to surveyor, health and safety manager, all start for us where a lot of that was done by myself.

And like I mentioned earlier about reading, that buy back your time. If you can mix Toggle with buy back your time. So any of the tasks on Toggle that you're thinking, well I'm spending a lot of time doing general admin, that's where you want to be.

You know, buying back your time, getting someone in to do that. So that'll definitely help. 20% Nest Living, which is a business for my wife.

We've agreed, committed to magic Mondays. So every Monday, so 20% of the week is just going to be me and my wife going through the Nest Living business, trying to build assets, viewing properties, building processes and stuff. 10%, this is a big one for me.

As I mentioned earlier, there's not a lot of people getting into the industry. It's not something you can go to college and study. It's not bricklaying or plumbing and stuff.

It's an NVQ qualification. It's a skilled job, well paid, but there's no real college you can go to. So you've got to learn on the job, which is not, for me, it's not the best way.

It'd be better if it was in a controlled environment. So I'm going to see if it's viable to set up a training college, to bring new talent to the industry and learn in a proper environment. And my reward?

Where are you going? Yeah, sorry. And the reward, obviously, being on Adam's Mastermind, which again is another level up.

I'm really enjoying it. It's brilliant. I'm going to Barley Baby.

Thank you.

[Adam Goff] (1:32:01 - 1:32:04)

Well done. Do you think I was going to leave you on stage? Do you think I was exiting out the door?

[Event MCs] (1:32:04 - 1:32:05)

Yeah, I don't know.

[Adam Goff] (1:32:05 - 1:38:37)

Don't go! I used to get that with Dan when I first started speaking. I was like, Dan, you can't leave the room!

I was like, awesome. Wow. Wasn't that good, eh?

Really, really good. Level up. Six very worthy finalists.

Six fantastic presentations, but there can only be one winner, one runner-up, and one third. So, deck, if we swappy swappy over, that'd be great. Whenever you're ready.

Ladies and gents, it's time to cast your votes. So we're going to put some music on. QR code is the small QR code where you've been taking notes.

Go back over your notes. Take some time. Do not rush this decision.

You've scored everyone. Think about it. Who do you think has got the clearest vision?

Who do you think did the best presentation? Who touched you the most? Who deserves your vote?

Over to you. Keep the noise down. Keep the noise down.

Just a bit of focus. And when you have cast your vote, please put your phone down. Compulsive texters, you.

Okay, then. Phones down. Looks like the votes are in.

Something new for you all, ladies and gents. Come a long way. Come a long way since the start of the year already.

It's only workshop four, third of the way through the year. We've done a lot of work to get these three KPIs. And these have been our values for a number of years.

And we really think with these we've nailed it. We agree? These nail it, don't they?

These just encompass everything we're about. What success is to us is clearly laid out, let's see, in these three, in these three metrics. So you've all got your metrics.

But you want to improve on them. Correct? So we need to log where you are.

And we're going to do that with this new scorecard called the time capsule. So if you go to the back of your workbooks, my homework section, you'll see a little QR code. You scan the QR code now, you can log your three KPIs.

And then you can do another log at the end of the year. And we'll do this on an annual basis. So we can track and you can see your progress.

We'll do it for you. So this is super cool. So again, phones up, mouth shut, record your numbers in the time capsule, music on.

Thank you, Dec. No talking. If you've got a problem, you can put your hand up.

Once it's done, phones down. All right, music off. Okay, ladies and gents, good.

We're coming to an end now. So stay with me for the next five minutes. This is the big news.

And then we're going to finish off with some important announcements. And then it's the weekend. All right.

So it's time to announce the award winners for the Strategy Day 2024. So I'd like to invite Dan up to the stage. He's going to give out the awards.

Let's give Dan a big hand. Good stuff. So yeah, I just want to congratulate everybody, first of all, on a fantastic day.

It's been a really, it's been a great turnout, great level of presentation, so much effort's gone into it. We've come a long way from the beginning of the year at the Super Event. You really have crafted your strategy and you deserve the results that you've asked for.

So we're behind you all the way. And everyone's going to have their own version of success. But today, we're going to recognize the best performers from this peer group.

So there are three awards. And the first award is for third place. So in third place, ladies and gents, we get the drum roll going.

Ladies and gents, third of this year's Property Entrepreneur Advanced Strategy Day presentations is Mr. Chris Moss, ladies and gents. Congratulations. Hello.

[Event MCs] (1:38:40 - 1:38:56)

Stand on the line. Nice. Chris, good job.

[Adam Goff] (1:38:59 - 1:41:32)

Good job. Very nervous, very funny. Good, great presentation, Chris.

Well done. Well done. Okay, so in second place, ladies and gents, let's get the drum roll going.

Second place, silver medal at this year's Strategy Award Day is... I can share it now because she was tremendously nervous. Tremendously nervous.

You don't mind me sharing that, right? If there was one human that did not want to do that today, I'll tell you it was her. Okay, so she overcame a lot of her whatever, you know, fears.

And I'm so, so incredibly proud of you, Valerie. Well done. That really was amazing.

That was phenomenal. It was a such a polished presentation. Like you wouldn't even have known.

It's like just this different person just came on stage. So super proud of you. Well done.

Okay, so the winner, the winner, the gold medal, Property Entrepreneur Advanced 2024 goes to Craig Shields, ladies and gents. Craig, you absolutely smashed that. And I know presenting is not your natural flow.

I know you're so incredibly nervous. How's it feel, my friend? Share a few words.

Is this happening? Really?

[Craig Shields] (1:41:33 - 1:42:21)

Yeah, thank you, everybody. And thank you for the table for me and everyone else in the room. And massive thank you to Suzanne.

So you're my busiest partner. When I come on the blueprint, we were like second day in. And it was like, I'm still unsure now that I love it.

I can't get anything more of it. So you changed my life, honestly, you guys. And I have got a little bit of a little bit of another little thing that's going on with myself.

My great nan was would have been 100 last year. And we went and dropped some flowers down the pier for last. Last year, October, I had my fortune read and it says January is going to be your is going to be your lucky month.

So I've done the lottery for every single time this month. I found a fiver out in the car park earlier. So I've had that in my pocket since I've got it.

And she's up there.

[Event MCs] (1:42:21 - 1:42:31)

So amazing.

[Adam Goff] (1:42:36 - 1:47:07)

I have the pleasure of working with Craig, obviously, day in, day out in the mastermind. That man is just a high performer. He like he comes on the blueprint.

And within like five days, he's hired two team members. You know, he like he takes action straightaway. That's the thing.

That's the thing about Craig. He is speed of implementation. So yeah, well done, Craig.

Amazing. What a day. All right.

Celebrations all around. Congratulations to everybody. Right.

We are going to finish off the day. We've got some results to talk about. And we've got some key things before you leave.

The results are in. So we asked you to submit your game changes, progress from December. We've actually been working furiously.

And we've produced a scorecard. Okay, so these are the results for the first month. So congratulations, Umesh, who's at the top of the leaderboard.

Well done, Umesh. 10 out of 10 in December. Fantastic.

And this is what we're going to be doing. We're going to be tracking your progress because success and failure are very predictable. Okay, they are very predictable.

So every single month, we're going to ask you how you did on your game changes at the start of every month. You're going to do exact same thing. We're going to be tracking it live.

Okay, so if you didn't vote, you're currently in the red. Even if like Ashley, you had, you just did one. I don't mean to sing you out.

But there wasn't a zero. Ah, okay, well, fine. Well, I was gonna, I was gonna like pat you on the back there, Ashley.

But we can relegate and Bianca. But you know, it's like, it's showing up that counts. Okay, so obviously, we want to we want to actually execute, we want to get a high number.

But at the end of the day, you're in the ring. And that's what matters. So we need everyone to absolutely level up and get that done.

Are we going to do that next month? Are we going to do that next month? So we commit to getting our game changes?

Yeah. Okay, good. Fantastic.

Because it's we're live. We're live. It's the 12th of January.

All right. We've got 18 days. Okay, so that's that.

Moving on. Homework, let's get our workbooks out. I want to take you through this.

Okay, less is more with the homework these days. All right. The main thing that I want you to focus on, what's the main project for winter?

Winter hit list. Okay, you need to cut. So what we've done this month is we've actually done it in order.

Okay, so I'll take you through if you haven't set your handful of habits for winter, that needs to be done in your game of four coursework. You can do that this weekend by Monday. If you haven't ordered your reformation board, you can do that by Monday.

If you haven't, and then the next deadline is going to be setting your game changes for Feb by the 26th of Jan. And you do that in the app. This is very clear, there's no excuses.

Then you need to have done your January game changes, obviously by the end of Jan. And then by the time you come to the next workshop, it's 33% progress on your winter hit list, not necessarily 33% of your tasks, but 33% of your workload. Okay, by the time you also come, we want you to have revised and signed off your business model.

We've taught you business model already. Last year, we want you to have that revised. So you've got clarity of basically how you're going to make money this year.

And don't forget to bring your laptop to the workshop along with your game changer results so that you can post them. And finally, by the next workshop, you need to have downloaded or read the Get Up and Give Back brochure and secured your place by the ways Dan mentioned earlier. So nice and simple.

Okay, nice and clear. Has anyone got any questions about the homework? Right, it's head down work, prime time toggle.

The, bless you, the don't come without it done next month. The stand up sit down is going to be did you post your toggle or your clockify your time tracking in with your Sunday sanity? Okay, that's that that's what the stand up sit down is going to be.

You might want to write that down to avoid any embarrassing moments. Those people that were standing up earlier. Okay, who has yet to make contact with their buddy for this month?

Okay, is it only the four of you? Eduardo, Chris? Okay, I got we're gonna do is that's gonna put some music on those people that haven't met their buddy yet.

Now is the time to go over meet your buddy exchange phone numbers and agree on the Monday, Wednesday, Friday check in off you go now. Now. Do you know who your buddy is?

He had to leave for Rome.

[Event MCs] (1:47:18 - 1:47:22)

Have you got his number Chris? Do you want to get off the anchor maybe?

[Adam Goff] (1:48:08 - 1:54:56)

Okay, if we've done that with our buddies, we can take the music down. Thank you very much. Okay, ladies and gents, don't forget.

Don't forget that all the content that you need is in the vault. Okay, any sessions that I've delivered if you want to listen to the time track, the time track part again, it's it's, it's in the vault. So I'm gonna have to give people their cars in a minute.

It's like just a few minutes, just a few more minutes. So the board of the worst. Okay, so mid month midweek mentoring this this with this this month is first of all time tracker.

So winter hit list. So winter hit list is going to be hosted by Chris. Okay, so if you want to get asked some questions, just see how he's executed the winter hit list.

It's going to help you you are going to learn something. I'd suggest I've seen lots of you logging on for the midweek mentoring. So attendance has been really good this year.

They've been very high value session. So I'd really recommend getting that in the diary. Obviously, you can secure your spot, getting a mid month mentoring slot with me.

Okay, normally only mentor the mastermind. But every month, Dan or I do the mid month mentoring slot. So why wouldn't you secure a 15 minute slot?

Okay, if you want to do that, do it now. There's a QR code in the back of the workbook, secure your slot. We know it's in the app.

So it's in the app. So if you want to do that, get get get in the app, get that booked. And your name will be down and you'll get 15 minutes of my support.

And then in terms of time tracking, and productivity, generally, we've selected Tony Rigby to give the midweek mentoring towards the end of Jan. Because unanimously from the board, everyone says this guy is a productivity machine. He's a powerhouse.

He's relentless. He does what he says he's going to do. And so therefore, we thought no one better to actually explain how he goes about time tracking execution, getting stuff done.

So I think that's gonna be super high value as well. From board member, Tony Rigby. So that's your lineup for the midweek mentoring.

Like I said, mid month mentoring is available in the app on in two weeks time on Wednesday. Book club. So every every month we're giving you now one for health, one for wealth and one for life by design.

They're all books. This time it's a podcast. It's a podcast.

Podcast YouTubes. First one is personal cash flow management. Okay, the PCM podcast.

Lots of people have talked about balancing the books, getting ahead with their personal finances. Now we've set our strategy, it's really important, we actually like set that up. So Dan's episode 189 on PCM is there for you.

Then you've got one on health, rewind your clock with David Sinclair from the Rich Roll podcast. Okay, and then you've got the five simple steps that will make your mind limitless podcast from Deepak Chopra, who Valerie was quoting earlier. So you've got three very nourishing, very high value bits of content to listen to while you're out walking in the gym of an evening, etc.

So there you go. Enjoy those. 20 day challenge.

I've already spoke about what is it? Time tracking. It will change the game.

It will move the needle, I promise you. Come with your winter hit list done. Do not make the mistake.

And in order to also show that we're walking the talk with you on this, we are and for a bit of accountability, we're going to be posting every Monday, our progress on our winter hit list. Okay, so this is our dashboard. You can see that we are underway.

Everyone has been assigned a task. Dan's only got two, he did have eight, but he made me take six off. So no, so it's all good.

So we're going, we're live, we are live. And we will be posting this, Bianca will be posting this every Monday with our progress. And we encourage you to do the same.

It'll be a nice little accountability spike every Monday to follow Bianca's lead. And slowly, slowly, slowly, we will get that winter hit list done. And you will get the step change that you need.

If you want to listen to another podcast, I mentioned it earlier about you're looking at your to do list and thinking there's too much to do. I have got too much to do. There is far too much to do here, then you're going to need help.

And you're going to need a mindset shift, which moves towards do nothing, delegate everything. And a really nice podcast to sum that up is this task triangle idea that you do not have to do every part of a task, it can be broken up into different component parts, you have to do the high value stuff, but you're able to delegate and outsource and pass on other parts, which will lighten your workload and increase your hourly rate, which is what it's all about. So if you're struggling for capacity, and you think there's too much going on, or you just want a refresher, because you've already heard this before, then episode 49 is the episode that you need.

This is a mindset shift that will that will help you get it done. It's going to help you elevate this year. Last chance reminder, please don't forget your affirmation boards, if you pay for them.

And please remember your deadline. And finally, I'm going to ask Dex to put some music on, we would really value your feedback, your constructive criticism, not just from today, from the last month, how's things going? Where could we do better?

What did you like? What would you like to comment? What just comes up for you?

You know, what's present for you right now? Thank you very much in advance for your help on this. Would you change anything about today?

What would you do? Give us your ideas, please. Good stuff.

When you've given us the feedback, just put your phone down, please. You should have the SMS in your inbox.

[Event MCs] (1:54:56 - 1:54:57)

Ready to go.

[Adam Goff] (1:55:17 - 1:56:12)

Okay, we'll end it there. So ladies and gents, I've said it a few times, but I've really had a fantastic day. Thank you so much for your effort or your energy for putting yourselves out there for being vulnerable, bless you for stepping outside your comfort zones, lots of you got on stage, just massive congratulations.

You've all taken a huge level up today. I want to wish you the very best of luck this year. We're all behind you every step of the way.

We want you to get the results you set out and success and failure are very predictable. Like I said, we've come a long way in four months from the start of the super event. You now have clarity, you've achieved it.

And there's two things that make a successful entrepreneur. The first is setting a clear strategy. And the second is actually going out there and doing it.

So you're halfway there. Now it's just time to actually roll your sleeves up and do the work. Are you with me?

Are you with me? Ladies and gents, give everyone a big round of applause. Congratulations.

I'll see you all very soon. Have a great month.

[Closing music] (1:57:22 - 1:58:19)

All through the night. Make me feel good. Make me feel nice.

Give me your loving. Make me feel good. Make me feel nice.

Give me your loving. All through the night. Yeah.

Make me feel good. Make me feel nice. Give me your loving.

All through the night. Make me feel good. Make me feel nice.

Give me your loving. All through the night. Make me feel good, make me feel nice Give me your lovin' all through the night Yeah, all through the night Yeah, all through the night Yeah