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Tuesday • February

Dev 045 320

2023

Podcast with Graham Weaver.

Q. What would be the advice to your younger self?

Ans:- Habits. It comes down to habits. It's not about big sweeping event. It's about combining small incremental changes and then it comes down to habits, such as

→ going to gym everyday.

→ Doing things you are supposed to do not what you want to do.

→ writing down the things that I am going to do to achieve the goals everyday.

→ writing down my goals.

→ sleeping really well.

What's going to take, is what you are doing today, there is not going to be any big sweeping event.

Simple and boring things and compounding over years.

Q. What would be your playbook to go from 0 to 1 million?

Ans:-

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PE Playbook.

- Go look for car wash companies, and get the best one and invest it by debt. Then, the owner will provide seller Note.
- Let's assume that I bought the company for 0.5 million.
- You might get him to finance 100k and now I need 400k. It might have some building.
- You need equity to go into it. That could be pretty small amount.
- Then I would own the car wash company and make sure that every customer is thrilled with experience and then I would buy more.
- He did it with label printing company. Most biggest mistake you are doing is you are doing what most people are doing.
- Q. How did you take single label printing company and built the PE empire today?
- Ans- It took long time. Third one did really good. He ~~start~~ built a track record. All the deals he did was PE. Eventually with track record, then he could walk into investors to raise money.

Q. What are the battle scars?

Ans:- Lost money on 5 out of 8 deals.

Then he took 1 year to raise fund and then he lost money on funds as well.

Battle Scar Grouping 1

Battle Scar Grouping 2

Recession → 2008

It took 5 years to raise the fund and he put in his savings to sustain.

Q. How did you persist through pain and overcome the self doubt?

Ans:- He was in high school and he lost against second in the wrestling and he was no 1. So After that he lost the stopped wrestling and then he regretted a lot about quitting. This gave him the idea that it is going to take time. Once, he entered in PE, he was aware that it is going to take time.

Q. How do you build self belief for younger people as they have not grown into themselves?

Ans:- You are setup for wrong expectation. You go with expectation that it is going to take time. It will probably take 10 years and it's a ride and that is the beauty of life. It's a journey.

Q. How do you enjoy the journey?

Ans:-> The book is called Flow:->

The things which makes us happy are the things which allow us to be in completely present in the moment.

State of Flow. -> Align your life so that you spend your life in the "Flow".

He has Flow in Management meeting, evaluating business, board meeting, I-o-r-t meeting with employee.

Hitting the goal can be depressing and actual love is in the Flow.

Q. How "Flow" feels like to you and how makes you successful?

Ans:-

Trepidation → a feeling of fear or

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anxiety that something may happen²⁰²³

9 You are challenged a bit and you feel
10 completely in the moment. You are
11 giving the permission not to think
about what happened before or what is
going to ~~half~~ happen after.

12 Q. How background has helped you become
successful?

1 Ans!- I had jobs when i was 10 years old.

I was ~~making~~ making and saving money.

2 The most dangerous narrative you can have
is you are a victim. Life is unfair.

3 He is a white male and he is saying that
with trepidation. You If you feel you are

4 victim then you are giving the power to
outside and you ~~fall~~ is don't let the

5 agencies take away from you.

6 Q. what to do ~~to~~ when you feel struck?

Ans! wake up every day and ~~the~~ put down

19 Sunday 3 things that you would do to achieve

your goal and do those 3 things. This way

in 3 months, you would achieve that

in 3 months. It's about compounding and putting
things into action.

There are 5% of thoughts are conscious and 95% of thoughts are subconscious.

9 ~~The~~ The subconscious thoughts have tendencies to go negative so when we put down the goals. we are putting energy over 95% of thoughts to go towards the goals. It's a matter of putting the direction. =

12 Q. What are the pitfalls of habits and why we are not able to follow them?

1 Ans!- Many times, we don't follow the habits and then drop it. Just follow it next day.

3 Q. Why people not doing the startup?

4 Ans!- They have skills but there are limiting beliefs. So you need to write those limiting beliefs and it just becomes any other problem to solve. Just build the habits to go through it and then you will be in flow to do it.

Q. Why do you increase capacity?
Ans! He is working through it.

4. How are you pioneering the industry?

He makes the role exciting so that best people can work ~~in~~ in the company.

Difference between A and B is 100 times in decade.

=

Q. How do you find who is A or B?

Ans - You hide for attributes over experience.
 → will to win
 → Persistence.

Q. How do you live life?

Ans - There are 3 things :-

→ who you are?

→ where you want to go?

→ how to go there?

5 Who you are

6 what are your limiting beliefs?

7 where you want to go?

8 Give yourself the permission to dream.

9 think from the perspective of 5 to 10 years.

→ How → Don't worry about it!

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9 Q. what are your goals?

10 Ans:- Build the greatest PE company

11 Planting trees for 5/10 years₂

12 Q. one quote on Billboard?

1 Ans:- Great things take time₂

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