**08-11-23 - Video\_Transcription**

[Dan Nornan] (2:56 - 3:07)

Hello, hello, hello. Good afternoon. Good morning, it is still.

How are you all keeping? Great to see you. Great to see you, Nathalie, Jacob, Greg.

Pleasure to see you.

[Attendee 11] (3:07 - 3:08)

Nice to see you.

[Dan Nornan] (3:09 - 3:23)

How are you all feeling? How are you all keeping? All good, thank you.

Excellent, excellent. And we've got Steve and Gina in as well, who are... Oh, Steve's going to reveal himself.

Wow, that's a very piney outbuilding you have there.

[Attendee 3] (3:24 - 3:26)

Also known as The Shed.

[Dan Nornan] (3:26 - 3:34)

Oh, why? Oh, okay. That's a strong name.

More an office, would we say, or is it going to move into that soon?

[Attendee 3] (3:35 - 3:41)

Well, no, it is an office and also a shed, but...

[Dan Nornan] (3:41 - 3:42)

Oh, too fast, then.

[Attendee 3] (3:42 - 3:49)

No, it is very piney. It smells lovely, to be honest. And with a little fan heater, it's nice and cosy, that's for sure.

[Dan Nornan] (3:49 - 3:55)

Beautiful. Well, I'm mega jealous. And great to see you, Jacob.

I don't think we've met yet, have we? How are you?

[Attendee 4] (3:59 - 4:00)

Yeah, very well, thank you, Dan.

[Dan Nornan] (4:01 - 4:12)

Good, good, good, good, good. Yeah. So we've got a good mix here at the moment of one old guard versus seven new folks.

Steve, how are you getting on? Are you across the water?

[Attendee 2] (4:13 - 4:15)

I am in Oman, in the Middle East.

[Dan Nornan] (4:16 - 4:22)

Beautiful, beautiful. Yeah, I was going to say. And obviously, huge congratulations for getting Dubai Pin off the ground.

[Attendee 2] (4:24 - 4:26)

It's still got stabilisers on, but yes, it's going all right, yeah.

[Dan Nornan] (4:27 - 4:31)

The first 10 years are the hardest, don't worry. Yeah, yeah, yeah. All right, yeah.

[Attendee 2] (4:31 - 4:33)

So we're about half a percent through that, then, isn't it?

[Dan Nornan] (4:34 - 4:55)

Yeah, yeah. Beautiful, beautiful. And Gina, hey, no worries at all.

Love to have your camera on to see you if you can, but I appreciate if you're in the thick of things, that's no worries at all. We do absolutely prefer people to have the cameras on just to really integrate you. I know you've been a very strong year so far.

Hey, Gabriel, how are you getting on?

[Attendee 13] (4:55 - 4:57)

Good, thank you, Dan. How are you?

[Dan Nornan] (4:57 - 4:58)

Yeah, good to see you, man. How are you keeping?

[Attendee 7] (4:59 - 5:03)

Yeah, good, good, yes. I gave my daughter all those treats you gave me.

[Dan Nornan] (5:03 - 5:48)

Beautiful. Nice work. Yeah, yeah.

Well, thank you very much for your kindness. Everyone who donated towards the RBL, that's huge. Just got a couple of minutes before everyone, well, before we kick off, and especially for the folk who are listening on the recording.

So do get yourself settled in. If you need to run away and have a quick comfort break, then that is definitely the time to do it now, because you've got two minutes, and then we're going full throttle. Hey, huge hello to Pat.

Nice to meet you the other day, Pat. Have you got me there? Hey, how are you doing?

And Suki. I don't think I've met Suki yet. Oh, she's coming in.

Oh, hi. Hey, how are you keeping?

[Attendee 5] (5:49 - 5:50)

I'm good, thank you. And you?

[Dan Nornan] (5:50 - 6:00)

Marvellous. Very nicely, thank you. Very nicely.

Good to see you along here. And Mr. Dolman as well. Make sure you've locked everything away, Mr. Dolman. Hi, Dan. Good seeing you all. Hi, everybody.

Hi.

[Attendee 9] (6:00 - 6:01)

Hey, Matt.

[Dan Nornan] (6:02 - 6:05)

Absolute troublemaker from the advance, if you didn't already, and I'm sure you do.

[Attendee 1] (6:06 - 6:15)

I don't know what you're talking about. Beautiful. I'm just going to turn my computer off.

I'm just going to watch you in the background, listen to you guys in the background.

[Dan Nornan] (6:15 - 6:25)

Just wanted to say hi. No worries. Great to see you, Gareth.

Hi, Dan. How are you doing? Yeah, lovely.

Thank you. I love the background there. That's a nice kind of, is that like a slate effect in the background?

[Attendee 13] (6:25 - 6:32)

A slate wallpaper, mate. Yeah, yeah. We're all doing well, guys.

Yeah, good, mate. Good.

[Dan Nornan] (6:33 - 6:56)

Absolutely great stuff. Yeah, we've just got a couple more incoming. Mr. Woodcock landing. Brilliant. And then we'll get into the thick of it. So exciting time.

Two months in for you guys on the programme. A little bit of a temperature check. How are we getting on?

Are we kind of getting our feet under the table or is it all quite new and intense still?

[Attendee 2] (6:56 - 6:58)

In a few years because I've had so much homework.

[Dan Nornan] (7:00 - 7:01)

Surely not that many years, Steve?

[Attendee 2] (7:02 - 7:03)

No, no, of course not.

[Dan Nornan] (7:04 - 7:04)

A couple.

[Attendee 13] (7:05 - 7:15)

Hey, Tom, how are you keeping? Good morning. Well, just good morning.

I'm good, thank you. Brilliant. Right, good to have you here.

12 o'clock, Neeraj just landing in.

[Dan Nornan] (7:15 - 7:15)

Good to see you, buddy.

[Attendee 1] (7:20 - 7:22)

Here we are. Yeah, how's it going?

[Dan Nornan] (7:22 - 21:32)

Beautiful. Yeah, lovely, lovely, dude. Right, well, midday has struck, so we're going to get in and at it.

If you can keep your cameras on, great. Fully appreciate if you're in the thick of other stuff, then no trouble at all. But cameras are preferable, purely because I like to see you, I like to see how you're acting things, and that's really, really helpful.

There's a bit of feedback. Oh, we've got a massive landing. They're coming through the door just last minute.

Morning, Christine. Lovely to have you here. Absolute pleasure.

And I don't know who that is. Russell Chemist Allenby. That sounds like a company name if ever I've heard one.

We are going to put you on mute if it's all right. We are going to have plenty of time for questions at the end. God, they're landing in thick and fast.

So if it's all right, I'm going to mute you if there's anything really, really pressing that you need to jump into. But otherwise, please make a quick note and we'll get in. Just quick welcomes to Ross, to Paul.

Great to have you here, guys. Absolutely splendid. So we're going to mute all.

There we go. Hopefully that's not muted me as well. Can everyone hear me okay?

Fabulous to have you here. So they couldn't find anyone better, so they put me in charge of the year of, or was it that no one else wanted to do it? It's hard to tell.

So the short and long of it is, and we've just got the last few people coming in before we kick off. Great to see you, Janet and Nicholas. Lovely to have you here.

The very simple situation, if you've not done before, and I appreciate I've got Steve on from our activity, but everyone else is brand new. And the year of, I honestly believe, all joking and nonsense apart, is the absolute foundation of what we do in Property Entrepreneur. It's what you are going to get the most value of in your year ahead.

Because I don't know if you were a bit like me, maybe, where... What's that film called? Is it Groundhog Day?

Has anyone seen Groundhog Day? And sometimes our life can be a bit like that, with the years just spiralling and keeping on going around the same situation. What we do with the year of, is we break that cycle.

And we give ourselves something in year of, hey, Smitha, hey Lauren, how are you keeping? We give ourselves a real aspect to mark our year on. And you will have heard it being described as chapters in a book.

You might have heard it as different things to achieve. So it's basically just a bit different from the other Groundhog years. And the most important thing about it is that it's choice.

It's your choice. It's what's going to make the most difference to you. Okay.

Just a very quick introduction for the folk who I haven't had the pleasure of meeting. My name is Dan Norman. I've been on the Property Entrepreneur circuit now for one year as program, three years of advanced, and two months as board.

And I can honestly say that every single part of it has been exciting in some way. But what has been the big realisation of those five years is that we all start at the beginning. And we all start no more than I was sat in your seat, if you're on the programme.

And to be honest, I'm still in that seat now, because each year and each year of brings a different flavour. And that's what we're trying to achieve. One part that a lot of people get a little bit confused on is what is the difference between year of and the headline strategy.

And we're here primarily to focus on the year of. But just to be very clear, the year of is about you. It's about you personally, and what you are going to have overall.

It's not about your business. It's not about your foundations. It's not about your institution.

It's not about anything else like that. It is what is the year for you? Okay?

Does everyone get that? Yeah. And just by a bit of a temperature check, and I can see most of you, but we've got a really full screen here.

So first of all, congratulations, everyone being here. How many people put your hands up? How many people have got this?

Yeah, it's not a problem. How many people are getting it? Okay.

And how many people don't have a clue what it is? Because that's fine too. Okay.

And we're going to get overcome this. But to be very, very clear, the whole point of the year of is what is this year going to be for you? You personally, not your business, not anyone else's activity, but for you personally.

What the heaven of this is that we have a growth. We have a change, whether it's a step change, whether it's a minor change. Ideally, we want it to be a step change.

We want it to be a big difference because you've all invested a load of money. You've invested a load of time. You've sacrificed time away from your family.

You might have something that you've put off this year, specifically to do property entrepreneur. So if we're going to make it a year of, let's make it a good one. Okay.

So we still got a few people coming through. The hell of it is if you're not ripe, if you're green, you're growing. If you're ripe, you're rotting.

The hell of it is that we don't deliver and we stay the same as we are. And we don't take this opportunity to be in a very supported environment of making the difference. Now, some people are well far ahead of it.

You know, I've seen some great examples on Facebook. I'm personally not there yet. And I would very much doubt that 50% of us have really kind of nailed it down to exactly what we're going to have.

So if you're just getting started, we've got a full month to work this out. Please take the time to make it the right year for you. Because there are so many different examples of what it might be, whether it's on a year of growth or the year of evolution or the year of whatever it might be.

It's got to be right for you. And these falls down for the folk who haven't kind of got it even coalesced in their head at the moment. This falls down to the exercises that you did in the first year, first month, sorry.

If you are in any way struggling towards what you're, what you're looking for, or maybe in a different, completely different perspective, you think everything's fine. Everything's fine. How often have we heard that?

What would it take to make your life perfect this year? If you are one of those people who everything's rosy and business is great and their personal life's fabulous and the wife or husband's as significant as others is fine. What would it take to make your life perfect this year?

Now this is obviously supported by what we've done or what we should be doing in cave times. Things such as the lessons learned, the more or less keep, my hero, reason why, your SWOT analysis, the things that will hint you in a direction of what you want to be, or it might be very, very obvious and you get it straight away. This is all about your direction of travel for this year.

So what was good, bad, or maybe needed work? Okay. Now it might depend on who you are and how you react to things or whether you're kind of push or pull motivated, because some people are more kind of, I want to reach this point rather than I don't want the lack of getting to that point.

And that may taint where your year off goes. The key, I think, is to have a deep resonance with what your year off is and also to have an emotional connection with it. So as an example, if your year off, it's a year of growth, what does that mean?

That might actually mean a lot to you, but is that personal growth? Is that business growth? Is that relationship growth?

Do you see what I mean? There's a definition to the year off that will paint a very, very different picture of that year. So it might be, it's actually the year of, and I used the word earlier on, evolution.

It might be it's a year of massive growth. It might be a year of gentle growth and that will taint and colour how your year is going to go or what you're looking to achieve. The key thing for this, growth as a prime example, it might be it's an entire transformation you want to do, in which case use the word transformation.

The word of the year off is kind of the hook behind what you're trying to achieve over this period. Okay. Now, if you're kind of competitive in what you're doing and who is, who's a competitor?

Who wants to be on the stage? Yeah, we've got a few. Okay.

That's great. But the key to the year off is it's what it does for you personally. And it's lovely to get some silverware.

Okay. It's lovely to get a third or a second or a first or a runners up, but let's not use that as the key motivation behind this. The key motivation of it is to make sure that in the 12 month period, you're able to come out of this with a step change in whatever it is you choose to decide, decide to be.

And there'll be something within you that will, from those cave times, that will hint towards what you want it to be. And I like to use the phrase, you know, when you know, you know, you know, it will be a resonation with you. Oh my God, Edith, he's gone a bit wibbly wibbly.

Yes, he has gone a bit wibbly wibbly. We've gone a little bit off piste here because there will be a point when you know that that word hits you or that phraseology hits you right inside to make the difference. Adam gave a great example when I re-listened to his vault piece.

One of his year offs is build a base because he's obviously lifted himself from the UK from his bit in South Africa and he's putting himself solidly down in Bali. And that resonates with him as what his life is going to be like moving forward this year and probably a lot of years going forward. Grab hold of that emotional and kind of practical connection in what your year off is going to be.

Because if it was a year of moving house, that's not particularly exciting, is it? I mean, does that fire anyone up here? Yeah, I mean, hey, it might do.

I see Grant waving down there because it might just be time you've you've got to move house, right? That's your big push motivation. It might be need something more intense than that or more deep than that.

Year off is the top level. Underneath that we have three personal and three professional objectives. The personal objectives, I like to try and tie them in under the year off to make it accountable, whether it's physical, mental and emotional.

OK, but make them different. Unless you have to make them the same. You know, if your physical well-being is something really important to you, then maybe that might be worth making the year of an epic body or the year of an epic physique, right?

Make that your key piece. But you can always have in the supporting objectives your direction of travel in specific areas underneath that for your personal actions, or it might be relationships or whatever that aspect might be. Your professional objectives.

Oh, we're getting some chat coming through as well. That's great. Year of sacrificed holidays.

Wow, that's a strong year off. There's probably a backstory to that. I just lost my track here a little bit.

I do apologise. But the key thing is to make it have meaning. Make the year off have meaning to you.

Your professional objectives should subsequently link in with your headline strategy. So if you're looking to develop a business out, then you can have the three points underneath that. And what I'd suggest, maybe make them things that aren't your wealth profile.

So if you're a supporter, you're supporting objectives underneath a professional activity could be one lord, one steel, one tempo, and one creational. So you're kind of watching your back on the other on the other aspects of things. Kate just made a mention here, I find it quite hard to keep my find my professional objectives and separate them from personal ones.

Personal ones are much easier to be emotionally attached to. Yeah, that's very fair. I think personal objectives would be a situation where you can tie those into emotion, where have your key KPIs, your key performance indicators on business ones, based upon exactly that.

Make them kind of hardwired targets. So finance, size of organisation, turnover, maybe. Okay, doesn't all have to be emotional, but year of keep it high level.

I think sometimes people drill it down too much. Or at the same time, make it too too fluffy, but give it something that gives gives you a real kind of real kick in the ass. Are there any other any areas that people are specifically struggling with within the year of, they want to just raise their hand, throw their throw the chicken that because it might be worth doing a few examples here.

[Attendee 14] (21:33 - 21:36)

Natalie, hi. Noted as well on Steve.

[Attendee 9] (21:38 - 21:56)

Yeah, just professionals is too emotional for me, so I'm not even going into that. Come back to me.

[Attendee 14] (21:57 - 22:04)

Of course I can, of course I can. Take your time, take your time. Take it steady.

Natalie, we'll come straight back to you. Steve, Steve, you jumped in. Yeah.

[Attendee 2] (22:05 - 22:07)

Julia, can you hear me?

[Attendee 14] (22:08 - 22:09)

Yeah, I got you, buddy.

[Attendee 2] (22:10 - 23:13)

Yeah, it's probably a question and probably a bit of a reflection of what I've done. I, I, I sort of a light bulb case time moment earlier this week, right, where I was consult consolidating down all the journal notes. And I managed to get 19 pages into just 20, 23 bullet points.

And what I tried to do is highlight things that have things that have sort of repeated or things that jump off the page of me. So, so a couple of sort of quite deep things that jumped out to me is like managing stress, both stress that I'm aware of and stress that maybe I'm not aware of things like being better at managing cash management. So, so I suppose the question I'm getting to here is I'm trying not to jump into this year of all the headlines.

People, I know we're talking year of here, but is that, is that the general direction of travel? And we consolidate it down these journals. I've got it down to a list of 20 and I'm just going to let that sit and fester for a few days and then go back to that list and consolidate it down to what is that year of?

[Dan Nornan] (23:15 - 23:40)

100%. What I'm, what I want to pick up on a couple of examples here is Steve's, he's done a bunch of homework towards this, guys. And that has led him down a specific path just because it leaves clues.

You know, if you're struggling to get it over the line or maybe you haven't kind of let it out yet, or maybe you haven't got down to it yet, it will, it will leave clues as to where that goes. Do you mind? So you've mentioned a lot about stress.

[Attendee 2] (23:41 - 25:11)

Well, it's just a few, a few times like managing stress up in terms of being aware of stressful situations, but also trying not to sweat the small stuff, if that makes sense. So, so, so a lot, a lot of what I, I do, and I think this is the makeup of me as a, as a, as a manager in a corporate business is I, I've adopted this, I know the answer to everything type mentality when in reality, I probably don't know the answer to most things. So I should be able to just let it go.

I let other people take that monkey off my back, but it's sort of one of the best phrase. So stress has come up quite a lot, just personal cash management. I think something that, John went through on the blueprint has resonated with me, that actually I'm very good at managing my corporate business account, but I'm quite haphazard when it comes to my, my own cash management or funds, should we say.

So, so things that I've dropped, jumped out to me, if you want, if you want, I'm happy to share some of the things that are coming out really. Obviously I'm an ex-pat, so trying to, trying to take advantage of this ex-pat position I've got back into the UK as a niche is something that keeps coming up. Be more aware around balancing my health.

I'm not unhealthy, but I can go through phases of weeks where I'm really on the training and other things, obviously binge eating, for example, things that I've jumped out.

[Dan Nornan] (25:12 - 25:21)

So if I may, Steve, there's a bunch of different actions in there and it might be, it's just about finding that, to throw a word in, in the hat, balance.

[Attendee 15] (25:22 - 25:22)

Yeah.

[Attendee 13] (25:23 - 25:23)

Yeah.

[Dan Nornan] (25:23 - 25:46)

And this is a real key learning, I think for everyone on the call is that there will be a recurring theme that comes back to you. The more and the deeper you consider it and the deeper you dive into it. And then Steve's identified a whole bunch of pieces there that he specifically wants to work on.

So that will inform his personal and his professional supporting objectives.

[Attendee 15] (25:47 - 25:47)

Yeah.

[Dan Nornan] (25:47 - 26:18)

Because there'll be three things in there. I mean, we all know health is wealth. We all know that there's, there's a reliance upon that, but to break those in down on the personal, so you've got health, maybe it's personal money manager is one of your supporting objectives.

And then there'll be a third that comes underneath it, whether it's relationship piece or whatever it is. You might go a bit awry on the sporting objectives as if you keep them too tight. It's a balance again, between doing too much and spreading too wide.

[Attendee 15] (26:19 - 26:19)

Yeah.

[Dan Nornan] (26:19 - 26:27)

The year of seems to have an overall theme of improvement as an overall theme of balance between the different aspects. Yeah.

[Attendee 2] (26:27 - 26:45)

I suppose the one thing I'll let other people have a go now, but I think the one thing that I've, I've, I've wanted to jump in, but I've stepped back is I've got this list of 20, but I've just, I've deliberately left it for a few days now, just to let it sort of more. And I'm planning to go back to it over the weekend.

[Dan Nornan] (26:47 - 27:29)

Yeah, we've got four weeks for this. So no way should you ever beat yourself up thinking you've got to get through it. And there was some things on the, on the way back that I thought were just beautiful.

Katie's fighting fit. I mean, what a fabulous year of, if that's your kind of big focus for this year, because there's so many things underneath and it's not only fighting fit as in doing what you're quite likely going to do, go and go and go and fight. But you can also relay that to your business.

You can also make sure that your business is in the best form it can possibly be, that it's as lean as it can possibly be. It's a, it's a fabulous kind of coverall if that makes sense. No, but does that, does that help?

[Attendee 2] (27:29 - 27:30)

Really does. Yeah. Thank you.

[Dan Nornan] (27:30 - 27:48)

Beautiful. Good. But yeah, keep on going with it.

And you don't have to do this all today, guys. Okay. Be gentle with yourself with it.

You have got a three week process to mull it over. And if you need to change it in two or three weeks time, that's completely cool. But you'll, you'll come to that resonance very quickly.

Natalie, may I come back to you?

[Attendee 9] (27:50 - 27:53)

Yeah. Right. Round two.

Different person I think.

[Attendee 14] (27:53 - 27:55)

You're good. Oh, good, good, good.

[Attendee 9] (27:55 - 27:59)

What I struggle with is professional objectives.

[Attendee 14] (27:59 - 28:00)

Yeah.

[Attendee 9] (28:00 - 28:06)

Differentiating my year of professional objectives with my objectives for my headline strategy.

[Dan Nornan] (28:08 - 28:09)

Okay, cool. Right.

[Attendee 9] (28:09 - 28:12)

What's your- Everybody else feel the same? Don't we?

[Dan Nornan] (28:12 - 28:20)

There's loads of nodding. Right, we're going to have this all nailed in 30 seconds. What's your year of professional objectives?

[Attendee 9] (28:22 - 28:23)

I'd rather not.

[Dan Nornan] (28:24 - 28:37)

Okay, cool. No, if it's personal, that's fine. So we're looking at kind of a more overarching aspect between your year of, and just confirm, your professional objectives, tying those in up with the year of.

[Attendee 9] (28:37 - 29:05)

Yeah. So two of them do. The last one that I'm floating the idea of is, so we want another eight by 12 selects this year to work towards our financial freedom, but I don't know whether that would come under my year of personal objectives or whether that's more under my headline strategy.

But I'm sorry, my year of professional objectives, should it come under there or should it go under?

[Dan Nornan] (29:08 - 29:43)

So the key for that part of your financial fortress, I would say, is absolutely professional objectives. If that's being built as part of your, yeah. And sometimes it's easy to overthink these.

It might be there's other things that actually take priority in your personal objectives that you want to achieve. So you can stack these as much as you wish to and divide them. You've got six slots, right?

And if you want to calm those into professional, because they are business, that's perfectly fine.

[Attendee 9] (29:43 - 29:44)

Okay.

[Attendee 10] (29:44 - 29:44)

Yeah.

[Attendee 9] (29:44 - 29:46)

Cool. That's fine. That answers that then.

[Attendee 10] (29:47 - 30:38)

Dan, can I just jump in because of my questions on that. So Chris, so the, that example of that eight by selects is very, that's like a target, very specific, very measurable. Whereas what we were talking about in the session is like more of of a mantra.

So is, is the idea then to then turn, have a mantra that then, you know, it relates to a specific target. And then my question is part of that is how do you personally like capture, because there's capture that target. And then do you constantly review that on a monthly basis?

Because I'm clear that it's a mantra and it's got to like, yeah, be catchy, mean something, but then obviously, yes. And how do you break that down into tangible actions?

[Dan Nornan] (30:39 - 30:44)

Chris, you're absolutely bang on there. And Natalie, I've done you a little bit of a service. So I've got to, I've got to take it on me a bit.

[Attendee 9] (30:45 - 30:45)

No, no, you're okay.

[Dan Nornan] (30:45 - 32:09)

How do you put your third professional objective as a single by collects in whatever area, you know, a thousand pound a month? Absolutely not. But it might be, I'm trying to think of a good mantra off the top of my head.

You've all put me on the grid. Feed the fortress. How's that?

Oh, Chris, you've nailed it. These calls are guys feed the fortress because it might be halfway through the year, even though at the moment, it seems that a single let's have the way to do that. You have a separate opportunity that comes up that hits that financial target.

If you wish to listen to a podcast episode that does this number 182 with a bloke called Dan Norman would be a great example. And then specifically in that I was buying single let's for God knows how many years. And it actually turned out that an eight block multi-unit freehold was about half the price.

So don't get fixated on the target guys, get fixated on the direction of travel. You know, you want whatever that means in fiscal terms in financial fortress, but the best service I think I can give to you is put your goals in stone, put your plans in sand. Okay.

And those mantras are your goals in stone. I'm so glad Chris, you came in with feed the fortress because I was struggling there, dude. So I owe you a beer.

[Attendee 13] (32:14 - 32:18)

Sure. Oh, I got it. I, I hear, I hear voices, but it's easy to say who you are.

[Attendee 7] (32:27 - 32:33)

Dan, I'll just say that my, one of my objectives last year was to build the foundations of the fortress.

[Dan Nornan] (32:35 - 32:39)

Oh, Pat, sorry. You dropped out on me then. Sorry.

Yeah.

[Attendee 11] (32:40 - 32:41)

Is it working?

[Dan Nornan] (32:41 - 32:43)

Yeah, you're good. Yeah. It's just a bit, just a bit quiet.

[Attendee 11] (32:43 - 32:57)

I'm sorry. Yeah. Is that better now?

Yeah. You're bang on. I'm sorry about that.

Yeah. It was just, did you say at the start of the call that, that the year Rob should be mainly sum up your personal objectives or did I misunderstand that?

[Dan Nornan] (32:58 - 34:58)

No, as in your, your personal director of travel, just to clarify it, year of is overarching. It's about you. Okay.

So if you had your personal, your private, your financial, your business, it's you overall. We then split down underneath that to three personal objectives, which might be fitness relationships and home environment, for instance. And then underneath that in your professional objectives, you've got three objectives.

One might be financial. One might be about your team. One might be, be about the size of your organization.

But the year of is, would it help to share a couple of random year ofs with you? Would that be okay? So my first year of in 2019 was the year of 2014.

Now that makes absolutely no sense to any of you whatsoever, doesn't it? But 2014 for me was a year that I was sub 10% body fat. I'd sold the business, got the business out of the way.

I'd just finished mastermind, doubled my portfolio in a year. Everything was ticked. Most importantly, I'd met my now wife.

So the year of from a personal viewpoint, it was overarching. It was entirely encompassing. Last year's year of was CII TFIB, which stands for chuck it in the bucket bucket, because I was not taking action at the rate and the procedure I should do in any aspect of life.

My training had gone downhill. My business was kind of chuntering along. So it's an over-encompassing.

A year of is where you want to be in the next year. Okay. And then the three process underneath it, we pin those down in three personal objectives and three professional objectives.

Is that more handy?

[Attendee 11] (35:00 - 35:14)

If you've basically, if you've got your objectives pretty much where they need to be, you could probably look at them and go, okay, so overall, what direction of travel does it look like I'm going in? And then try and sum that up with a year off.

[Dan Nornan] (35:14 - 35:16)

Okay. You've kind of gone the other way around it.

[Attendee 11] (35:19 - 35:25)

Yeah. Why should we do it one way or another or does it not matter? Whatever works.

Yeah. Okay, great. Whatever works.

[Dan Nornan] (35:26 - 35:55)

If you've nailed your objectives into a position path where you're very, very happy and content that they are going to do what they need to do for you next year. And the, I don't know, they might have some form of theme behind them overall. And if you've come together with that, then great.

So they might all be based on development. They might all be based on balance. They might be based on serenity.

They might be whatever it is on happiness. Then we can work on your year off from there.

[Attendee 11] (35:56 - 36:00)

What if you look at your objectives and you can't find a theme?

[Dan Nornan] (36:02 - 36:38)

Let's jump back onto that on a question shortly. I'll have a think through that. Can I let that fester for a couple of moments as Steve beautifully said, because that's not the usual, usual manner.

It's usually a matter of, okay, what are the, what are the things within my cave times that have hinted to me that is a, that is an overall direction of travel rather than pinning down the kind of the three parts underneath it. Well, it's six parts underneath it. It's not a problem.

We'll, we'll be fine with that. Katie's waving her hand frantically.

[Attendee 8] (36:40 - 37:17)

Hi, just to go on from what Pat said, I'm not very good at coming up with like the mantras and like the more ways and my year off. So I threw my objectives that I'd come up with into chat GPT and basically summarized it for me. And then I got like a few different bits and then used that to build on my overall sort of year off.

So I didn't come up with the like final thing, but it helped summarize it for me, which then helped me sort of come up with, with something that, that resonated with me and that I liked.

[Dan Nornan] (37:18 - 37:59)

Cool. The key aspect I think of it is Katie's doing the groundwork behind those four objectives. If it's a matter of finding, so you just jumped over there on my screen.

If it's a matter of finding that the terminology of the mantra at the top, that's something you can finesse. I loved your year of fighting fit, because that doesn't, that bring imagery. It brings emotion.

It brings achievement. It brings so many different aspects to it. It's just a lovely phraseology.

It's very, very clear. You know, that, that is where we're going towards. And also, as I said before, you can apply it both personal and professional.

So I think you've, you've, you've, if you're happy with it, you might have kind of got your year there, your year off.

[Attendee 8] (38:00 - 38:27)

Yeah. Yeah. But to come up with it, it took like quite a while to come up with that, like slogan sort of thing, because I'm just not very good at, I could write paragraphs, but actually narrowing it down into just a few words is really quite difficult for me, which I know there was someone on the, the group last month who was really good at coming up with mottos.

And I don't know how their brain works like that, but it was incredible that they could just come up with them like that.

[Dan Nornan] (38:28 - 39:03)

Dan Hill is the master of it. So I was sat with him in a car the other day and he just threw something out instantly. And believe me, it's frustrating.

I get it. But yeah, I feel completely feel your pain. Just let it work.

Just trust the process. You've got to remember guys, we're not even a week in after when this was put together in Wednesday. Okay.

And the key to it is that we get over the hard yards now, so you can let it kind of simmer down and boil down to what you, what you need. I've got a raised hand from Rupin, then Neeraj, then Ashley, I think.

[Attendee 12] (39:04 - 39:36)

Hello Dan, some great questions. Just a quickie really that I know there's a lot of programme on this call, but I'm happy to share my strategy PowerPoint with any of you guys, if it'll give you a hand, set it all out. So I'll send me, I'll put my email address in the box.

If you send a PDF, if it gives you an hour with some of the names, not don't nick my names because that was that for me. Right. But just gives you a way of setting it out.

Someone helped me last year, so I thought I'd offer it back out.

[Dan Nornan] (39:37 - 40:47)

Equally Rupin, I completely get it. You want to save some, you know, save some for yourself, but do reuse things that have been used before. Dan and Adam are absolutely master of this and they've got 10 years on it because there'll be something that jumps out at you and it might be a slogan.

I saw a big piece of graffiti. I mean, this thing's about 10 metres by eight metres the other day, walking through Birmingham city centre and what it said was less is more, more or less. And one of my supporting objections next year is absolutely going to be less is more.

It makes sense from the point of view of the economy of it. It makes sense from the view of doing less, but achieving more. It makes sense from putting mechanics in play underneath the business.

So I'm physically doing less. Yeah. And there'll be those points that just jumped out.

Keep your eyes open. This is part of the point of the call, to be honest, guys. It's just to get your reticular activation system in play to recognise those little phraseologies that may fit into your boxes there.

I think, was it Steve and then, sorry, Neeraj and then Ashley. And Steve, I've seen your hand and Smith, I've seen your hand. No trouble.

Neeraj, go for it, bud.

[Attendee 1] (40:47 - 41:54)

Cool. Yeah. Cheers, Dan.

This is all super useful. So a couple of questions and I think it might be, there might be others in the same boat, so it might be quite useful. So I locked in on a direction of reasonably quickly.

I mean, I've had this percolating for a few weeks anyway, and it turns out that all of my objectives are very, very business oriented. But the context of that is that I'm pretty happy with where I am in the other buckets. So I know for me that moving the needle this next year is all going to be about focusing on the business.

So the first question is, would you caution against that? Is that a dangerous path to go down? Because my point of view at the moment is I'm just going to try it on for a year and see where it gets me.

And then the second one is that with these objectives, I'm under the impression that we need to figure out a way to tangibly measure them. So should I have that in mind when thinking of the objectives or should I just focus on the objectives and worry about a tangible measurement afterwards? Love to hear your thoughts.

[Dan Nornan] (41:54 - 43:26)

Yeah, sure. So I'll answer the second one first, just to muddle things through a bit. Absolutely.

Yeah, there's got to be a tangible target. I wouldn't concern yourself with that at the moment. Fix the direction of travel.

It is no more than, you know, you can't see where you're going if you don't know where you're starting. Get that in play first, direction of travel, and then you can say, okay, underneath that, I want to buy eight HMOs or I want to acquire two businesses or I want to build myself by five people. We've got time for that.

The thing that I haven't expressed very well in all honesty is the fact that we have all of autumn to really nail this down. And there will come a time when you buy these nice glossy bits and bobs and there'll be a deadline which you will know better than I because it's in the workshop or in the Facebook group, whatever it might be. But let's be gentle with ourselves and let that percolate and let that grow.

The targets can absolutely come afterwards and they may change. They may actually change a bit. You might realise, oh God, I don't need £30,000 extra income a year.

I can do with £25,000 or £20,000 or whatever it might be. So let's not get set on the specifics of, I've got to go out and in Natalie's case, I'm glad she brought up the point, I've got to buy eight single lets because there may be different aspects that come across in the next two months. Your first question, if there's no personal objectives or no outstanding ones, then is that a huge problem?

[Attendee 1] (43:27 - 43:56)

Let me clarify. So all I've done is I've created a list of objectives and I don't know for sure which are personal, which are professional, but the way I'm looking at it is the personal will be the ones that are more about me and like how I need to be personally as a human being to show up to those objectives and the professional to me are a little bit more about professional development, like how I behave in the business.

Right, gotcha.

[Dan Nornan] (43:59 - 44:59)

I would suggest it's perfectly adequate if it's a mindset or an attitude or a behaviour within, yeah absolutely, only for example purposes. So here's my last year's one and the headline, sorry, the year of was pay it forward, but within that the personal objectives were actually film names and one of them was the pursuit of happiness because I wanted to be happier and I think I've achieved that, but if it's direction travel, how do you measure that? I don't know, it's tough.

Count how many times you smile, but yeah, if it's about what you're aiming to go towards, then that is exactly the sporting objective and that can be a mentality, it can be an attitude, it can be whatever sits there. Sorry, is that good?

[Attendee 1] (45:00 - 45:01)

Yeah, that's perfect, thank you.

[Dan Nornan] (45:01 - 45:05)

Thanks man, beautiful. We've got Ashley and then Steve. Ashley, good to see you.

[Attendee 7] (45:06 - 46:25)

Hello Dan, or not see me as the case may be. I was just going to say, I think that on the programme last year we spent a lot of time worrying about what we were going to call all of the different things and I think some people are good at that, some people aren't, but at the end of it all I thought, I feel I'm quite good at it, but lots of people were struggling with it and getting really tied up in knots and I think it doesn't matter if it sounds sexy, as long as it means something to you. If you want it to sound sexy, then, I don't know, find a buddy or speak to someone who's good at that, but what I also think would be really useful would be to create a post in the members forum called Year Of and all those guys on Advanced, we can post our Year Of and I think it might also be useful at this stage, I don't know if you agree or not, too, if I were to post my end of year presentation, that's what it all, sorry, strategy day presentation on that post, then people can this is where it's all leading to and if you can see the end, you can find the steps to get there a lot easier, I think.

[Dan Nornan] (46:27 - 47:25)

I'd agree very much with the buddy up activity, I think there's a lot going on in the Facebook group at the moment and we don't want to kind of overwhelm people too much, but yeah, I can feed that back to the guys at Property Entrepreneur HQ for sure. Your fundamental point though, Ash, of if it's emotional to you, if it digs deep with you, then yeah, 100%, yeah, it's nice to have a nice mantra, but yeah, it's progress over perfection, so very valid call there, dude, and thanks, I hadn't made that clear. Cool, okay, ciao.

Yeah, thanks, bud. Guys, just to reiterate that point, if you spend 12 months trying to work out what the best phraseology is or, you know, dotting T's and crossing I's, we're not going to get to the actual point, which is the year of, okay, so yeah, very, very cool point from Ashley, that's appreciated. I've got Steve and then Smitha, Steve.

[Attendee 3] (47:26 - 49:05)

Hi, bud, so there's a question that I guess is, to be honest, is specifically for those of us who have done this at least once before, and it's really, I guess, about the evolution of the year of over the years, and I guess sometimes, certainly this year anyway, I just feel like I'm kind of questioning myself and second-guessing myself about my year of, because I think over the last few years, it feels like the general topic of my year of has been very similar, and I think, I feel like I'm possibly just really fine-tuning my year of every year, although the topic never really veers off. It just feels like it's a general evolution of, you know, I guess, like self-improvement, but the general ideas of it all feel very, very similar, and I guess I'm just wondering if, and I guess to kind of finish that off, I guess I've got to, certainly the last year, where I probably don't feel like I achieved my year of necessarily over the last year, but all of the ideas that I have for my year of for next year still feel very similar around that topic, and I'm just wondering if I'm aiming in the completely the wrong direction, and I know, apologies, I know that's a huge question there, big airy-fairy topic, but I'm just wondering if I should continue going down the same path and keep trying to fine-tune it, or indeed just scrap all of those ideas.

[Dan Nornan] (49:08 - 49:53)

Does that make sense? Yeah, no, absolutely. The question I'd fire straight back is, and knowing you as I do, being, you know, been powers for a little bit of time, is the overarching year of, maybe as the old phrase goes, you know, you'd be surprised at what you can do in five years, and shocked at what you can't do in one.

Is it kind of a question that needs cutting down into because you're, you know, you're a very high-achieving guy, and you don't take any prisoners for sure, and it might be either of two things. One, the overall target might be too far to achieve in one single year, or two, it's a constant, it is a constant progression, the actual, the actual theme of it, if that makes sense.

[Attendee 3] (49:54 - 50:33)

Yeah, definitely, it definitely does. As I say, I think you've, I think you've possibly nailed it with regards to, look to really fine-tune it a little bit more. You know, I'm not necessarily looking at, you know, completing life within 12 months, it's just more about just breaking it down.

Yeah, no, that has helped. Apologies, I didn't mean to ask a bit, ask quite an airy-fairy question, as I say.

[Dan Nornan] (50:34 - 51:50)

So, in case anyone guessed, Steve's on the kind of the steely side of world finance, aren't you, Steve? So, yeah, that was, I think that was a big question, fair play for asking. The, I hope you haven't jumped off there.

The one big learning from that piece, I think, is that we have got time, even though we might not feel it sometime, or we might feel very overwhelmed, but if it is a massive change you're looking at, or a constant change, we can do this over a number of years. Now, the reason we do the five-year review is because you wouldn't try and build a 200-property portfolio in one year, would you? You'd get your foundations in play, you put your team in play, you make sure your finances in play, and so on and so on and so forth.

Or from a personal viewpoint, you know, would you try and run ultramarathons in a year? You might do, and hats off to you if you do, but if you're starting from a point that maybe needs to do a little bit of nutritional training or, you know, sorting out family life first, so you can do that level of activity and putting your team in play and all that kind of affair, maybe phase that over two or three years. Everyone happy with that, overall?

Grant, Smitha, I've held you on for so long, darling. Great to have you here.

[Attendee 6] (51:50 - 53:25)

God, hang on. Can you hear me? Am I off mute?

Brilliant. Thank you very much, Dan. Really, really great content, as always.

I've been really struggling with this one, actually, and I was kind of reviewing my cave time and journal notes and things, and there were a couple of themes that came up, one being intentionality and kind of move the needle as such. So, just kind of across all walks of life, just being quite conscious and intentional about what I'm doing, and is it moving me towards where I want to get to, whether that's health and fitness, personal relationships, or my business and finance side, just kind of, you know, whatever I'm doing, like, is it moving me in that general direction? Is that more an objective, or could that be a year of, or is it a headline strategy, or should I flesh it out?

And I think that's, it's definitely something I just kind of noted has come up repeatedly, and I might journal about different things, like kind of fitness or nutrition, or, you know, building relationships, or, you know, I need to get this financial fortress nailed to get me to this, so I can do that, and then just really seeing that so much of my day-to-day is just noise, that it does need done, it's kind of urgent, but not important, or like whatever the saying is, and something I really want to kind of work on, and, but I don't know how to flesh it out, and how to put a label on it, and it could be move the needle, or is that, it sounds a bit too vague, probably for a year or four.

[Dan Nornan] (53:26 - 55:10)

No, I don't think it is. I think you've kind of almost nailed it where you are, if that's something that's comfortable. Intentionality, you know, cutting the crap, in my language, you know, if it's a matter of, you feel there's all this noise over here, and it's stopping you from going forward in the direction you want to, or as quickly, or as swiftly, or as easily as you'd like to, that maybe it is the year of intentionality, the year of drastic choices, the year of, you know, cutting the crap, and then you can wonderfully stack forward underneath that with your three personal objectives. So it might be one of your personal objectives is to be militant with your time.

That's one that Dan used, which was just brilliant, and seeing it in effect, if you want a tangible target off the back of that, Dan like literally used to leave the room at 4pm. You could not get hold of him because his time was blocked out, bang, bang, bang, bang, bang, bang, bang, bang, bang, 15-minute segments, five-minute segments, and he was militant with his time in that particular year, which I think was about four years ago, but his year off was up here, his personal target was to be militant with his time, and I was supposed to be on time, and leave on time, yeah, not just turn up on time, but leave on time, and then the tangible target was everything was blocked. I saw his calendar once, it blew my mind, there was just colour everywhere, and yeah, you can stack forward whether it's personal or whether it's professional objectives, I think, as long as it means what it means to you, and you can embody that, then that's awesome. Does that answer the question, Smetha?

[Attendee 6] (55:11 - 55:12)

Amazing, thank you so much.

[Dan Nornan] (55:12 - 55:13)

Are you sure?

[Attendee 6] (55:13 - 55:23)

Yeah, it does, really helpful, I've got to still think about it a bit more, yeah, yeah, yeah, I've hit a bit of a block with it, and I'm not sure what I'm meant to be doing, or what I'm supposed to be saying.

[Dan Nornan] (55:23 - 55:46)

I cannot stress enough for guys on the programme, you've been kind of playing with this for about five days, right, to craft this beautifully, dudes, it takes more than five days, right? Okay, so be gentle with yourselves, get it done, but be gentle with yourselves at the same time, please. Andy, you've had your hand up, good to see you, man.

[Attendee 4] (55:47 - 57:01)

Hi, Dan, I'm just, being a mechanic, I like to visualise, picture it, so I'm just trying, and I haven't actually started the year off things anywhere yet, because I want to get it perfect, so at the moment, I'm trying to figure out, so is it the year off, you mentioned just year off, that direction, so I'm thinking of, is it basically, I live in Leeds, the year off, I'm heading down to London, for example, so that's the, that's the direction of it, yeah, and then the personal objective, is it basically, it's like thinking about my own car, so the car is, I need to make sure I've got enough fuel, I make sure I have to have enough snacks and water for me to get, drive down there, and I make sure I have my own, I'm not tired in order to drive down there, that's kind of like the objectives, is it, and then the personal, is it like, is it travelling down to Sheffield, and then down to Nottingham, and then down to Northampton, and then that then gets down to London, those are my business personal objectives, and then, is it the reward, is basically, once I've reached down London, I go and celebrate and have a nice dinner out, is that, is that trying to figure it out like that, can I bring in a picture?

[Dan Nornan] (57:02 - 57:56)

Anyone else visual on the call, because I mean, that was a beautiful way of describing it, yeah, your year off is your direction of travel from Leeds to London, your personal objectives might be, well, I need to stop and have a wee, I need to get a bite to eat, and I need to rest on the way, your professional objectives might be, I've got to call my, I've got to call my organisation, I've got to put whatever in play, and I've got to achieve this target, when you get to London, your reward is a slap-up dinner in Claridges, okay, but yeah, I thought that's a beautiful way of describing it, you might think of it as a chapter in a book, okay, you obviously start the chapter at Leeds, your example, you finish the chapter in London, the personal objectives through there will be the, the, the three main things that the character wants to do for themselves,

[Attendee 14] (57:56 - 58:05)

the three professional objectives will be the, the, the business improvements over that period,

[Dan Nornan] (58:06 - 58:47)

and the reward is he gets to the end, or she gets to the end, and they kiss the prince, or kiss the, the princess, or whatever it might be, so yeah, you're not far away, buddy, the, the next part for you, I think, is to work out what all those keys are, what those points in the journey, those objectives, you know, what do you see those as, and the overall year of, a journey from Leeds to London, I've heard a better year of, no, no offence to both great places, have you, have you got any idea what the year of might be for you?

[Attendee 4] (58:49 - 59:48)

Well, I'll put it, after, at the moment, immense growth, because I'm trying to figure out, I'm growing in all directions, so at the moment, in personally, I'm, I'm growing my mind so much, but, but professionally, I think I'm actually, I love helping people, so it's like, how do I develop that side of things, and helping people, it, it does resonate with me at the moment, so basically, I'm trying to figure out what I can do, it's like, it's like, how do I, it's like, at the moment, supporting property entrepreneur people, but also I'm doing that talk for the Coventry University, and I'm trying to figure out how do I support the students, next generation, and stuff like that, so, and then I've also even got ideas of creating an app, which basically helps people to follow up, basically, key to success is following up, so there's loads of things I'm aspiring in my, brain at the moment, it's like, that's why I'm having sleep problems at the moment.

[Dan Nornan] (59:49 - 1:06:27)

Yeah, we don't advise getting sleep problems over a year off, but it might be there's a link with the word growth, or transformation, or galactic growth, something that really has some, some weight and punch to it, immense growth, yeah, yeah, that's okay, but I'm certainly, you'll be able to see something as to what that looks like for you, to really, really push it into, into the stratosphere, stratospheric growth, okay, cool, does that help, beautiful, thanks, dude, wow, we're at seven minutes to one already, guys, what I'd like to do for my, I'm going to give some top tips, unless there's any immediate questions, any hands up, I haven't seen all these people on the other, online, it's great to see so many people on the call, and I hope the midweek mentoring has been of great use to you, top tips, three top tips for you are, I would suggest that you stretch yourself, if you can, make use of this year, you know, you've, you've, you've invested a bunch of time, you've invested a bunch of money, you've invested a bunch of sacrifice, time away from family, you're doing your cave times, you're investing in this process, so let's use it, make them achievable, admittedly, but, you know, kind of, are you willing to actually do this, whether that's a personal commitment, you know, your, your, your objective is, your personal objective is, out of, you've drained me, you guys, marathon mindset, so when you do some physical activity, you're going to do it all, okay, no matter how hard it is, you're going to keep on going, you keep on going, keep on going, keep on going, keep on going, are you actually willing to sacrifice that, you know, temper your personal objectives to what you're willing to do, and what you're going to achieve this year, number two, is be brought up, actually brought up, I think perfectly, motion comes from emotion, and if we're on the direction of travel, if we're on a journey this year, let's make it as emotional as we can, what fires you up, what is going to absolutely peak you, what is going to, what is going to actively push you through things, my third top tip is a little bit practical, if I may, once you've decided on these, doesn't have to be as sexy as one of these, but print it out, print out your year of, print out your supporting objectives, print out your handful of habits, all on the same paper, and print out your reward, okay, only needs to be one A4 piece of paper, and put that up on your bathroom mirror, I used to have one up above my chin-up bar, okay, you might have one in your gym, you might have one, a little one on the drop-down visor of your car, so every time you get in your car, you see this, and just see, does that resonate with me between now and the next, next seminar, and work that out, because you might think, you know what, that's okay, doesn't quite sit with me, or you might think, yeah, these are great, and then leave them there all year, because they're a consistent reminder as to what you've committed to do for you, okay, so that's real important, it is your race, it is your pace, so while some folk might come up with some really sexy stuff, brilliant, but it's all about you this year, it's your year of, okay, I've actually got a little bit of time, I appreciate we're coming up to an hour, so if folk need to jump off the call, that's completely fine, okay, because, you know, appreciate we've, we've, we've had quite a time together, if anyone wants to spend another 10, 15 minutes together, I've got till quarter past one, be very, very happy to assist, either on a, you know, a group basis, or if someone's dropped me a couple of messages, are there a couple, oh sorry, Gareth, Gareth, what was tip two, motion comes from emotion, if you're, if you're moving in one direction, that is going to be easier, if it comes from an emotional place, okay, so make these juicy, if you can, I'm just going to have a very quick through this chat, Katie, we've got you there, yeah, loads of support for that, that's awesome, thank you, Tedza, appreciate that, glad people are looking at chat, GBT, after seeing me struggle, because I've been doing this five years, and I still find it difficult, guys, so be really gentle with yourself, this is your first year, you've had five days, not five years, right, yeah, just some people saying, Smithy, yeah, really good year off, because everything you said on that, that, that piece was about, yeah, where it all links together, so I think you've kind of come up with the answer already, yeah, move the needle, it's got a good medical theme to it as well, hasn't it, that's convenient, hey, this stuff works, right, yeah, Ashton's very kindly put his phone number in there, if anyone wants to, wants to see his year off, yeah, very good point here from Rupan, which is, you know, don't fire seven kites in the flight, in the air, and try and fly them, put a couple of rockets up, so you, all your, all your, whether it's professional or your personal objectives, it's a very good point, yeah, make them stretch you, but if you're trying to go all guns on all six, that might, it might be best to have some of which are a little bit tempered, and beautiful, I think we're all there, if anyone would like to stay around for another 15 minutes, they're very, very welcome to, if not, I want to say an enormous thank you to all of you for actually showing up today, I think this is one of the strongest groups that I've seen, for the amount of folk who turn up for midweek mentoring, and just you guys, being around you guys on Wednesday was an absolute crack, okay, you're all epic, so keep that, keep that community, keep on supporting each other, I know me and Steve are going to come away from this a little bit, I don't know if there's anyone else from the advanced now, but we're going to have to keep our eyes on you bunch, because you're bloody troublemakers, love it, yeah, yeah, absolutely, oh Christine, you've got a hand up,

[Attendee 5] (1:06:27 - 1:07:51)

did you have a, I did, but you did more or less answer, but for my personal objectives, and I'm not quite sure what I'm going to, I've sort of made a whole list of year of, and I'll see what comes up sort of thing, and every time I listen to someone else, they have excellent ideas, but for my personal objectives, what I want to do is, of course, health wise, super important, but I want to be sort of more present for my family really, because I like working, but that's not, that's not the point, isn't it, I mean, I think we should, we don't know how long we have on this world, so on this earth, so it might be a good idea, but how can I put that in a headline, not in a headline, sorry, year of, yeah, sure, what would you sort of say, and then also the one thing I really want to get rid of is procrastination, if I don't know the answer to something, I will wait and procrastinate, and I think that definitely has to be one of my personal objectives, yeah, yeah, for sure, so

[Dan Nornan] (1:07:51 - 1:08:21)

again, I'll take those the wrong way round, if I may, if anyone needs to run, do feel free to excuse yourself, you've all been epic, all right, so hugely appreciated your support, and you know, me dropping the ball a couple of times, but that's the nature of the thing, we learn from mistakes more than we learn from successes, but yeah, if you need to jump off, do excuse yourselves, and yeah, lovely to, lovely to see you all. Christine, procrastination, okay, yeah, very good question, procrastination, it might be a matter of, rather than battling procrastination, what about immediate action?

[Attendee 5] (1:08:22 - 1:08:40)

Yeah, that sounds really good, yeah, I did know to always do everything straight away, everything can be done straight away, but it's at least going that way, isn't it, yeah, so what did you say, because I forgot, immediate action, immediate, yeah, I'm

[Dan Nornan] (1:08:40 - 1:09:03)

trying to think of the best way to, because I'm terrible for this, I'll fiddle about and faddle about and move papers around and so forth, and it might be something like one touch and done, one touch and done, oh nice, eat that frog, eat that frog, yeah, brilliant, hey guys, we're on open season here, if you want to, if you want to throw some ideas in for Christine,

[Attendee 5] (1:09:03 - 1:09:19)

that's not a bad thing, no, no, conditions with frogs is not for me, yeah, yeah, no regrets, no regrets, no regrets, yeah, and that kind of a thing

[Dan Nornan] (1:09:19 - 1:09:39)

fills in beautifully, Claire, to the personal side of things, because family first, or fun and family first, if you really want to, want to scale up, because you know, that can be, if it's fun in business, I'll do it, if it's not, I won't.

[Attendee 3] (1:09:40 - 1:09:43)

How about revive and align?

[Attendee 12] (1:09:46 - 1:09:50)

How about GSD? What is that?

[Attendee 3] (1:09:51 - 1:09:57)

There you go, GFSD.

[Dan Nornan] (1:09:59 - 1:10:52)

You're too kind, but here's my little thing, I've got stuck on my, there you go, just fucking do it, oh I didn't say that, I'm not allowed to say that, but that's literally stuck under my monitor. Was I off mute? Yes, go on.

Hope that gives some help there, Christine, the personal side of things and the family side of things is real sensitive, hey bye Claire, bye bye, because it's, it's not necessarily even a balance, is it, and the heartbreaking thing you said is, you know, none of us know how long we've got, and it could be a priority for everyone on the call. So if it's family first, if it's, like I haven't got kids, I've got cats, present parent, or one of the guys, which I thought was just beautiful, his was super paps.

[Attendee 5] (1:10:53 - 1:10:54)

Super paps.

[Dan Nornan] (1:10:54 - 1:11:11)

Super paps, yeah, that was his personal objective, and underneath that, the target was, I'm going to spend two stroke, three hours, days, whatever it was with my kids, uninterrupted. That's where your target's kicking.

[Attendee 5] (1:11:13 - 1:11:15)

I like it, yeah, brilliant.

[Dan Nornan] (1:11:16 - 1:11:17)

Okay.

[Attendee 5] (1:11:18 - 1:11:18)

Thank you.

[Dan Nornan] (1:11:19 - 1:11:21)

Didn't Neeraj have a, I think he's jumped.

[Attendee 1] (1:11:22 - 1:11:26)

Yeah, no, I did, because I just realised. So many pictures.

[Dan Nornan] (1:11:26 - 1:11:28)

Sorry? There's so many pictures.

[Attendee 1] (1:11:29 - 1:12:39)

I know, I know, I know. Yeah, I was just thinking about the question earlier, actually, one part that we didn't touch on was, I think the general around this is, if I'm finding all of my stuff is skewed in one area, but I know that's the area that I really want to focus on, in your experience, is that a little bit dangerous? And should I spend these next few weeks thinking about how I might want to round it out?

Or do you think that's fine? I guess I'm not really asking for personal advice, because you know me quite well. I think you know how I'm wired.

It's more, if I'm aware of potential downsides around that, then should I be wary about just going down that road or not? So I guess maybe to put some flesh on the bones, if everything of mine is business oriented, because that's really what I want to work on this year, then should I spend the next few weeks thinking about, do I want other stuff in there, or should I just run with what's resonating?

[Dan Nornan] (1:12:43 - 1:14:04)

I think it would be good, because you've got the time at the moment, we don't have to formalise these for a few weeks yet. Let it percolate. If I can give a very random example, and we said at the beginning, didn't we, if everything's all good, then actually is it?

What would make it perfect? And that may not bear any relevance whatsoever to your personal objectives. If it's fine and it's more business skewed, then yeah, that's cool.

I remember having a conversation on a mastermind table. We were doing a mastermind thing, and everyone came up with their problem. And one lady said, oh yeah, no, everything's just fabulous.

I can't do anything else. And someone chirped in with that exact question, which is why I use it all the time. Well, what would make your life perfect?

And she said, well, I'd really like a cat, but I can't have a cat because I'm in a flat at the moment. And it was literally eight months later, she'd actually moved into a house, her dream house, so she could have that cat. And Neeraj, I know the way you are, and this may be a little bit too, but it was that time and percolation, asking the right question at the right time.

That led her to go away from what was a lovely existence to something that she actually wanted.

[Attendee 1] (1:14:07 - 1:14:52)

Yeah, that's valuable. Because what I'll do then is, I think just as a good exercise is what would make my life perfect in this area, that area, that area, and just keep listing objectives and then just see what's rising to the top. But I mean, I think I know what the answer is going to be.

But as we have got the time, I just want to try and lay the foundation correctly. So I was just asking, that's why I was asking that question in that particular way, is it dangerous? Because you've seen this process many times.

I know Dan's done year-off stuff that at the end of the year has been like, fuck that, I'm not doing that again. But that's OK. I am willing to wear it for a year or potentially even less and just seeing where it goes.

[Dan Nornan] (1:14:53 - 1:15:58)

Yeah. We have to remember as well, just because you put this on a bit of paper, it is a direction of travel. If something's uncomfortable, undesirable, if it's just a bit shit, then we can pull the ripcord on that because life changes, guys.

But this is very much a direction of travel, where we're going for this year should anything else not get in the way. And we can play with it. But I think it's very much a matter of generally your year-off will be dictated by the stuff that you've seen for previous years that hasn't worked for you.

The area of discomfort you have, the areas of pleasure you have and those exercise of the cave times. And there's nothing wrong at all with it primarily being a business focus. There's nothing wrong at all with being a more personal focus.

If your business is in good shape or you just want to put that into middle lane, put it in cruise control because you're more key on, as Christine's highlighted, she wants to be obviously more present with the family. And that might be the absolute priority for that year-off. And that makes it a success for you.

That's 100% cool.

[Attendee 1] (1:16:00 - 1:16:03)

Cool. Appreciate that. I'll let others go.

Thanks. Thanks, Dan.

[Dan Nornan] (1:16:04 - 1:16:17)

Beautiful. Thanks, man. Are we almost there, do we think, guys?

More than happy. Anything. Just don't ask me any sports questions.

God sakes. That'd be atrocious and embarrassing. Gareth.

Hey, man.

[Attendee 13] (1:16:19 - 1:16:20)

Oh, no. I think you're good.

[Attendee 4] (1:16:20 - 1:16:25)

Yeah, I'm off. Thanks very much, Dan. Brilliant session.

Cheers. Thanks, guys.

[Dan Nornan] (1:16:25 - 1:17:14)

Lovely to see you, buddy. Hey, I think we're just about there or thereabouts. Any other questions?

No, I've just got a couple of direct messages. But yeah, that'd be my pleasure. You know who you are.

So guys, thank you ever so much. Have a fabulous week ahead. Don't forget Adam's midweek mentoring session is on the 15th.

And then who have you got on the 22nd? Is it Mike Taylor? It is Mike Taylor, isn't it?

Yeah, yeah. So some absolute gold dust is going to be there. Plug into it.

Keep on going. You got this. Even though it may feel a little bit far away at the moment, we've got bags of time.

Keep on using the Facebook group. Keep on helping each other. Bless you.

Thank you so much, guys. Take care. Very well done.

Very well done.

[Attendee 1] (1:17:15 - 1:17:16)

Thanks, Dan. Cheers.

[Attendee 13] (1:17:16 - 1:17:37)

All the best. Cheers, y'all. Bye.

Well done. Great to see you, Ross. Gary.

Kate. Good on stuff. It's amazing.

Thanks, Dan. Have a good one. Cheers, man.

All the best, buddy. Take care, Pat. Cheers, Dan.

[Dan Nornan] (1:17:37 - 1:17:39)

Appreciate it. Thank you. Bye-bye.

Bless you, sir.

[Attendee 13] (1:17:39 - 1:17:39)

Cheers.

[Dan Nornan] (1:17:41 - 1:17:44)

Thank you, Dan. See you later. All the best.

All the best.

[Attendee 6] (1:17:44 - 1:17:46)

Thank you so much, Dan. That's amazing.

[Attendee 13] (1:17:47 - 1:17:54)

Beautiful. I'll pass you shortly, then, Smitha. Bye, Dan.

Bye-bye. Take care, Isaac. All the best, mate.

[Attendee 7] (1:17:54 - 1:17:56)

Staying until the end. Go on. Go away.

[Attendee 13] (1:17:58 - 1:18:00)

Good man. Thanks, guys. See you later.

Bye.