**13.11.2024 - Video\_Transcription**

[Chris Dornan] (0:54 - 25:11)

Hello, hello everybody. Hi guys, how are we all? Hi Danielle, hi Daniel, Kay, hi how are you doing?

Alright, hey Tom, hey Kay, hey Sean, hi Christine, Tom, David, Richard, John. Welcome, welcome everybody. Hi Kathy, hi Gina, hi Ashley.

Wow, everyone's coming thick and fast here guys. How's everyone doing? Everyone good?

Awesome, awesome, great to see you guys. Wow, I didn't know I was going to get so many people coming on here today. This is awesome, brilliant.

Welcome, welcome, welcome guys. So we'll give it a few minutes and let everybody come in. I know some of your faces, I don't know everybody, so for those of you I haven't met yet.

Hi Mark, how you doing buddy? Not bad mate, how are you? Very well, thank you, very well, good to see you.

Awesome, guys so for those of you I haven't met yet, pleasure to meet you. Hi Greg, I have been with Property Entrepreneur for the last three years and it has been an absolute amazing roller coaster as I'm sure you guys are quickly experiencing yourselves and yeah it's a real pleasure to be asked to do this with you guys today. So I'll talk you through some of the experience I've had with the year of and really going through this process and yeah hopefully be able to bring some value to you guys as a lot of you are on the program and going through this for the first time and so it's really good just to get an idea of you know how other people have done this.

I found it really useful hearing how people like Adam and Shiv and Rachel and whatnot had structured their year of's and hopefully my experience can be useful for some of you guys as well doing this for the first time. So we've still got quite a lot of people coming in guys so just give me a few minutes and then we'll get kicked off. Hi Rob, hi Sharon, hi Bordo.

Awesome, guys apologies if I have missed you as you're coming in. Hi John, awesome, welcome, welcome. I think you guys can all hear me okay, yeah?

All good, great, all good, thanks. Hey good, good, awesome, awesome. So guys this is what we're going to do, we're going to go through some process.

I'm going to talk you through some of my experience and what I've done and how I've sort of structured my year of, what has sort of guided my thinking behind it and maybe touching some of the examples I've had from some of the people just mentioned, you know the guys that lead the charge with PE and so the inspiration I've taken from that, some of the you know the mentorship with Adam being on the mastermind and Sen's had with Dan, Sen's my business partner who's on the board and just some of the guidance that we've had and guys ask questions as we go through, we've got an hour together so you know I'll talk you through some of my thoughts and how I do this but please do jump in. I know there's some other very experienced people on the call, I know like you know Kay's been through this, you're in second year, Kay's on the board as well so has a very good grasp of how this all works so that if you've got good contributions or things you want to add in guys please feel free to contribute and hopefully you guys have brought loads of questions, it's going to help you guys and so yeah let's make this interactive, let's make it a fun hour and really let's try and leave this with some clear thoughts on how we're going to structure this going forward because very aware this is quite, this is literally you guys have probably just heard about all this stuff in the last few days really about a week ago is that right? You've been sort of talking through this and sort of going through some of the cave time stuff so yeah let's get the most out of it.

So let's get kicked off, we're about four minutes in, there's a few people still coming in but just to give you an idea, so just do a quick introduction to me guys so you know who I am for those of you that I haven't met. So guys I started out in life as an adrenaline junkie, I still kind of am, I'm very much in my extreme sports having fun and living life so when I started learning about this year off it was really good because I thought right this feeds in quite well but I'm also a husband, I've got a beautiful wife Hayes and three amazing kids Maya, Robin and Nila and they're my big drive and why and they're one of the big reasons why I wanted to sort of join PE because I've done a lot of education in the property space, been in business for the last, what's in 2009 so what 15 years, had a main contract in business before I started investing in property so started that in London and then restarted it again moving back to Edinburgh in 2012 so I've got a lot of experience in the project management side of things. I started life as a carpenter, that was my initial trade and then got into the site management, project management pretty quickly because I had a real, that was where I came to property, that's what really enticed me into property in the first place was the physical side of property, architecture, design, interiors and so that's what I started that business when I was about 26, 42 now and started investing when in 2016 with Sen, my business partner and we predominantly focused on serviced accommodation, that's our main trade in business and we started out doing rent to rents and then started investing in our own properties following a very demand led process.

We really looked to understand what was bringing people to our area and we were able to scale it in quite a predictable way from there so we built a seven figure SA business that's still going to this day and following this process and really going through the cave time and everything's allowed us to go from really being very, very hands-on in the business to now we are working in that business a few hours a week because we really focused on building our team so that's what following this process really allows you to do that, a lot of this stuff you're going to be learning about over the next year so I won't go too in-depth of that but we also do developments, obviously my background being in construction, development was a big part of where I wanted to take the business so once we got our cash flow right with the SA stuff we then focused back into doing commercial conversions, we've got a new build site that's just gone through planning, it's about to kick off in the start of next year, don't do any main contracting anymore, thankfully I've got the gray hairs to sort of bear the scars for that one but managed to move away from that business, any of you guys that are in the contracting world will know what I'm talking about there but yeah so that's our background but very much my focus now is really about creating a business that supports our lifestyle, that is why we're here, that is why we focus on the year all because as a show of hands can any of you guys sort of resonate with sort of being in the motions of really focusing on how we're going to grow these businesses but then in the process of doing that we forget about really designing our lives to actually live the life we want to live and making sure that we're structuring a business that is going to support that lifestyle rather than take over our lives, has anyone been in that boat or feel like they're in that boat, yeah got a few of you, right good, well the year of guys is about you and this is the key thing, the year of is about you, it's very easy to make the year of something that in some way aligns to your business but the key thing you'll be thinking about is this is not about your business, that is what your headline strategy is for, it's about figuring out what is important to you, what is important to your life and what you see as your vision for the coming sort of 12 months and really how that 12 months leads into your three-year, five-year and beyond plans so this is about really drawing out using the cave time to think about you know what is important to you on a personal level and just again as a show of hands or feel free to jump in like have any of you actually taken the time to really sit down and draw out what is important to you, what do you want your personal life to look like over the next 12 months or three years or five years, where do you want that to be and then actually structure your business around that, does anyone follow that that model already or is this a sort of new thing?

It's new. Yeah okay awesome, we got see is that Grant, is that you in the corner down there, CEO is isn't it, we've got the CEO himself here, awesome, awesome, good stuff, right guys this is why cave time is so important and when when I started this cave times, I'd never done any real journaling before coming to this and the thought of taking three months to plan out my next year seemed like how can it possibly take three months to really plan out a year's worth of activity ahead of you and having gone through it and actually done it you know how wrong I was by the time I got the end to the end of the first three months of cave time I was I could do this for the next 12 months because it is such an amazing experience actually being forced to take the time to really think about what have you done in the past because when you're in the minutiae of running a business or being in a busy day job or whatnot or having busy families and all the rest of it it's very easy just to go through the motions day to day without actually taking stock of where you've been and how far you've actually come and I got into personal development when I was first starting my business and that really helps you set some quite strategic goals but then when you actually start getting momentum it's very easy to just get swept along with things and that's why I really value this cave time and this period of autumn where we can actually stop okay we can't stop our businesses but we force ourselves to take time this process guides us to take the time to stop look at what we've done look at what our plans have been how far we've come and if we haven't really put time and energy into thinking about that stuff this really puts us in that mindset where we're thinking about this so there's not very many places that you you go to get educated about property business that guides you to come off the tracks slow down take three months in actually planning this stuff out and looking at the lessons that we've learned to do things like the wheel of life scorecard hands up who's done the wheel of life scorecard a few of you yeah if you haven't done that guys I would highly highly recommend doing it because what that allows you to do is really look at the areas of life that you need to focus on and when you're thinking about the year off this is the stuff that gives you some ideas I don't know about you guys that have done this before but I found myself going into the year of and including this year actually thinking I knew what my year of was going to be but actually taking the time to go through the things we've been taught in the sessions and follow this process quite often by the end of it it might be very similar but you'll find that you'll pivot you'll tweak you'll change your ideas they'll formulate you know they'll marinate over the course of the three months and one of the things that you was you know take the time while you might be quite clear on what you want your goals to be this year the year of on a personal level will evolve as you go Rupin you might back me up on that one you've been here and you've done it a few times um so so yeah go through that do take the time to really go through this have you guys ever heard of a guy called John Demartini yeah a few of you anyone done the values determination exercise no no one done that one uh so I can only see one uh one of the rooms I've got two two pages wow awesome man we've got a great good group today so the values determination exercise I find that really useful because that actually drew out while we think we know what's important to us we think we know what we're spending time on this actually allowed me to really see where are the areas of life that I think were important to me and where was I actually spending my time and did those things align and when you're thinking about your year of being able to align what you're focusing on with what is most important to you from a values perspective is the thing that's really going to help you draw out uh some ideas on your year of and understanding what these values are will really help you sort of draw out the process help you narrow it down and help you sort of get some focus on that so for those of you that haven't done that John Demartini the values determination exercise I haven't got a link on me um but I would highly recommend you do that because if if you're struggling to think about what you're looking at me but if you're struggling to think about what your year of might be being able to draw clarity on those values what's important to you on a personal level will help you steer the ship in what direction of travel you take not just with your year of but also with your headline strategy and if you're starting a business potentially or if you're in the early stages of your business this might help you really think about what does this business look like two years three years four years down the line and Adam said something to me or us as a group on the mastermind there recently is that you know when you're setting these goals quite often we think we know what the target needs to be um but what we want to do is make sure that if we're leaning our ladder up against the building when we get to the top of the ladder we don't want to find out we're leaning against the wrong building so being able to really tie in your values your year of what you want personally out of life with how you structure your business is really really important um so yeah guys hopefully that gives you a couple of different ideas um now one of the things that I found really useful and you guys probably resonate with this is that every different stage of life is like a chapter I find it's like a chapter when I think back when I'm doing my my years in review I remember the first time I did this I think we're guided to look back over the last 12 months after the last five years I actually looked back over the last 12 years the first time I did year of because I thought that was just a really useful journey to and I maybe went a little deeper with the cave time than you you might expect to on your first year but what that actually allowed me to do was just really identify you know the goals I had set right back at the beginning how many of them actually materialized and that's the things that you'll find really useful with going through this process every year hopefully you guys will be in this and you'll be doing it year on year because the first year that you're doing it you're getting familiar with it the second year you're starting to get some results hopefully you'll get some big results in the first year but the second year third year fourth years you really start the results compound and that's why you know I think of all the communities I've been in the PE community is definitely I would say the best community I've been in Rupert again I'm leaning on you my friend because you're there you've been here for a few years like oh you'd agree with that that it's just every year the results compound and so like you guys will hopefully find that as you go and but being able to look back over an extended period of time you can look at what has what has worked what hasn't worked and you can really draw out some strong lessons so thinking about yeah thinking about our year of's if you're about the different chapters of your life each year you will generally find carries with it a different theme to what you want out of life so last year to give you an example last year my year of was year of peak performance now when I started the cave time I thought my year was going to be the year of the fighter jet and where I'd kind of like mixed up the year off from a personal level from the uh from the headline strategy and almost from a professional level was the year of the fighter jet for me represented something uh it was a essentially a metaphor for something that has to be in peak condition all the time you know a fighter jet can't go out and be sluggish a fighter jet can't go out and be operating on 50 percent uh optimal output a fighter jet has to be actually going out and killing it all the time now that's my default mode is beast mode which isn't always necessarily right and when actually going through this process realize well what does that actually mean to me and the the analogy of the fighter jet really meant peak performance so my year of last year was peak performance and when I broke that down it was all about you know what I I turned 40 a couple of years ago and I wanted to be in the best physical condition I could be it I wanted to be able to be the best husband I could be the best father I could be the best business partner I could be but to do that I really had to focus on my health on getting enough sleep on exercise and those were the things that were really important to me because without those things I wasn't able to run the business that I've got I wasn't able to you know have the professional growth that I wanted but I wasn't able to have the personal growth that I wanted so that was how that sort of materialized for me and it went from being a fighter jet which could be misconstrued as just being a beast mode and just being out there going 100 miles an hour all the time to actually I needed to slow down a bit to be able to go faster and to really be able to you know focus on all the areas of life which is where the wheel of life scorecard comes in it was where you're able to really take time to analyze where are you in the different areas of life and what specifically do you need to focus on um and for for me that was uh you know that that was quite a big eye-opener because the year before that was level up and I think every year before that had been level up without actually realizing it because we were always pushing for bigger bigger bigger things bigger goals uh more revenue in the business you know uh more properties whatever it might be for you and that was it's been constant growth mode for me for that period of time and actually what we realized was that we didn't need to continue to keep growing we needed to actually slow down because my health had suffered I've been back putting my health on the back burner I hadn't been doing the things I love doing I love mountain biking I mentioned the beginning I've always been a bit of an adrenaline junkie I wasn't going mountain biking I haven't been snowboarding for nearly 10 years I used to live for snowboarding you know all these little things that factor into who I am and so by taking time to stop and things like I need those things to come back into my life because that's what's important to me because all the business stuff's great building these businesses and everything's great but if we don't focus on what's important to us and what makes us feel alive it's very difficult to keep pushing the business side of things so that was what sort of gave me a bit of an eye opener and last year I had a bit of a life changing experience Shiv mentioned it in the session and part of that for me was going to Bali with the mastermind group and that was in part a reward for being able to stay true to my year off and actually focus on the thing so some of my objectives last year were things like family first so while they've always been like my number one why if you were to look at my calendar and how it was structured I have been going all out with business I've been in beast mode of business for as long as I can remember and there's been times where I didn't feel like I was necessarily carving out enough time to spend with my family and I was saying yes to too many opportunities with with work I've also been building my own house for the last year so that was taking me away or the last two years now sorry the year before that was taking me away from my time with them so my first objective to fall into the the year of peak performance was family first right the next one was agile athlete I've always had a passion for playing basketball so I wanted to be able to keep up with 20 year olds in a basketball court that's quite a big challenge so that was one of my other supporting objectives was agile athlete and my other one was home court advantage now while we're out doing all this stuff if we don't have a solid personal life and a solid home life it's very difficult to be in a good mindset and a strong mindset for continuing to push forward and really maximize what we're getting out of our businesses because you don't have that safety that security you know that comfort when you're back at home and you're switching out of the business so this is where this all starts to feed into each other and and you know coming back to the you know thinking about the the the different chapters when I look at my 20s and my 30s the 20s was about going all in it was about you know get being excited being you know rabbit and headlights going out starting a business and absolutely guns blazing 30s was about refining the business finding the avenue that wanted to go down but it was about having kids it was about building the business it was pretty much survival I don't know if anyone can relate to that um but I found pretty much my whole 30s was about survival but that was a different chapter now going into my 40s we're looking at another chapter and this is where things like health well-being mindfulness being present these things are all taking a much bigger focus in my life so a lot of my year-offs are getting more structured around those kind of things and so the thing with Bali just to touch on that one is I didn't take go out for any ayahuasca trips or anything silly like that which might give people the the life-changing experiences that you sometimes hear about in places like that it was about taking time and I gave myself permission thankfully my wife did too to go out to Bali for a week where I was able to tap out of the noise and the busyness of life to really have time to just think about what's important in life you know what do I want this next 10 years to look like for me what do I want the next five years three years one year what do I want those years to look like and being in a place where you can have the conversations with people you know and this might be with your buddy um your buddy ups this might be with other people other friends you make in the community this might be with your family but actually taking the time to use what we're talking about in in drawing out what your year off to structure the conversations you're having can really help focus you on on where where that can go has anyone done the year off has any sorry has anyone done the long game I know I'm not sure if you guys in the program have really talked about that but for the guys have been through advanced have you thought about what your long game wants to be yeah show of hands yeah Grant Rupin okay yeah so guys if you've never done this before have you ever thought about this take the time use one of your cave time sessions or you might need a few of your cave time sessions to think about what's your five-year plan there's a really good book I read a few years ago that okay it's based on business but that you can relate this to life as well the concept of it was what does your business look like when it's completed if you're to think about a product on the shelf the book's called uh built to sell by John Worillo and the concept was thinking about what does your business look like when it's a finished product sitting on a shelf what does it look like feel like touch like what does you know if you're to touch it what does it touch what does it smell what does it feel like what's the experience and you can actually apply that philosophy to life when you're thinking about your five-year plan where do you want to be living what kind of time do you want to have who do you want to be spending that time with what's important to you what does your health look like what's your body condition you know what sports are you playing whatever whatever it is for you and I use that analogy to really structure how I'm thinking and when we were out in Bali it was a time to really just shut off reflect and look back over these things to try and draw out what is really really important to me in life going forward and what that draw what that drew out of me was with you guys is it allowed me to sort of reconnect with what what I was dreaming of when I was 19 and first thinking about starting a business does anyone ever take time to think back about when they first started thinking about starting a business or maybe you're there at that stage now you know what what is that dream is it is it a really far out dream or if you've been in business for a few years was there a dream that you once had that you've maybe lost sight of that you need to reconnect with and if that and you know if you are at that stage or if that that does resonate with you you who do you need to become to allow you to reach that dream touch that dream and that was that was a big one for me I came back with a phenomenal amount of you know rejuvenated energy just from taking the time out to really reconnect with that dream and what was important to me and and you know hopefully that's something that that you guys can use to maybe reconnect with something that you wanted when you were you know starting out in business or something that you've maybe lost lost connection with or you've lost sight of that you can use this process of identifying what is this year mean for you to then reconnect you with that dream and take you closer to that point and yeah I mean does anyone have any questions or anyone want to jump in and you know has anyone got any comments that that they want to share with the group based on on that no Chris I will just

[Attendee 3] (25:11 - 25:32)

I've put something in the notes mate um that and I put it in the uh the chat is if you haven't done and I'm not sure if the program have got the life by design scorecard okay have you got it program first years have you seen it I know someone just asked me anyone seen the actual app for it if you

[Chris Dornan] (25:32 - 25:37)

haven't seen if you haven't seen that guys you can get that from the team uh Dan mentions it in his

[Attendee 3] (25:37 - 25:58)

podcast doesn't he Rupin yeah really good and it marries in so well with a wheel of life and uh and I got the missus to do it with me as well and um we found some amazing gaps between our alignment so yeah also business partners as well so it works it's a it's a double-edged sword and I find that really helpful so I thought I'd just add that point absolutely man it's it's so valuable

[Chris Dornan] (25:58 - 32:04)

it's so well worth uh doing um yeah being able to actually look at these areas of life that I mean because it's quite hard to think you know sometimes when you're just in the minutiae of day-to-day just going through the going through the motions it's quite difficult to see where there's gaps um and sometimes doing something like this and it's great that they put this together it's literally like your question you go through and you answer set question it's very very similar to the values determination exercise by Demartini and um as you um uh sorry I hope I'm pronouncing this um I will get the link for you um and we'll get get that out to you over the course of the call maybe do that as we're getting into the Q&A in a bit um but it's the same process you're going through a set list of questions that helps you draw out these things are very similar actually the life by design and the values determination um exercise but all these things are good tools to have to help you draw just draw that clarity so guys some of the things that you're you're thinking about is you know when you're looking at what is my year of going to be you're thinking about what kind of personal growth do you need to have to sort of allow you to become the person you want to be or to allow you to really you know excel in different different areas that they're important to you has anyone carried out a SWOT analysis on themselves yet has anyone done that yeah a few people that's a really good way of thinking about where you've potentially got strengths that you want to you want to build on potentially there might be uh areas of weakness that you want to really grow uh and focus your time on um you know that whether that's you're not i'll put down a couple ideas you know like weaknesses that you want to take control of you know these might be things like how much time are you spending with friends and family you know how much time are you spending on the the hobbies that you've got that you might have not been putting as a priority uh recently or you know maybe it's a health thing for me it for me it was health you know like i was so so busy just you know family and growing these businesses that i'd stop training i stopped going to the gym uh you know i'd stop going mountain biking i stopped doing the things that really energized me uh maybe it's that you used to meditate but you've not been doing that recently because for whatever reason you know these things just they're easy to fall by the wayside you know thinking about opportunities what are the opportunities in front of you you know travel and adventure you know maybe that's something that's important to you is like how can you carve out more time to be able to go traveling and see different parts of the world maybe you've got new new relationships you know boyfriends girlfriends husbands wives kids coming into your lives you know things that you know you want to go all in with and you know maybe it's maybe it's starting a family there's again it's a it's a potential health challenge edge uh threats one of the big ones for me uh that was a threat for me was sleep you know part of being at the year of peak performance was making sure that my sleep was right um you know thinking about potentially having bad diets or uh alcohol you know like which might affect your sleep you know so these might be threats from a personal level now you want to do this on yourself and your business um but then thinking about your long game and what what's most important to you what's your big drive and why i said before like my my drive and why is my family and being the best provider so my year olds tend to revolve around something to do with being the best husband and the best father i can be you know yours might be you know something like something aligned with that but um it's really important that we you know take time to really evaluate these things take the time to do it because you don't have to come up with your year off straight away you know you've got a few weeks to try and draw that out but hopefully this has given you some ideas of the you know the things that might help you structure what your year of might be um when you are thinking about you know make it specific like try and where with your year of as well as your headline strategies you're thinking about what's your support and objectives that go along behind that and while you can you know list out different ideas but when you're thinking about when you're doing this or reflection points and you're thinking about what is important to you the the best thing you can do with actually stretching a year of is make it as emotional as possible have it something that ties into you know something that's going to really evoke a strong emotion that you can just keep front of mind as you progress through the year because a lot of your professional objectives and everything will fall into this as well it's really important to separate your headline strategies support and objectives because they'll be slightly different from your year of support and objectives but what you might find is that your year of support and objectives the personal ones want to be about you and so like just to give you an idea yeah the home court advantage for example some of mine was you know focusing on strengthening relationships carving out more time to prioritize time for daddy daughter days that was a big one for me and building the dream home that was one that we we embarked on and actually having having an inspiring space and prioritizing experiences committing to going on more holidays or committing to just taking day trips and another one that I had was trump type finances and and that was just about building tighter financial management systems for on a personal level for our household finances that was a professional uh a professional one under the year of and you might have balance making more time for health and fitness making more time to spend with uh speaking to or actually going and seeing friends it might be around setting boundaries where you're committing to a cutoff time that you're going to stop working uh in the evening for example you're not going to work weekends um you know whatever it might be like I'd love to hear some of the ideas that that you guys have got with uh you know some of some of the ideas for year offs that you've got if anyone's happy to jump in and share um it'd be great great to hear some ideas you've got and some of the things that's so guided your thinking if anyone's happy to jump in

[Attendee 5] (32:04 - 33:01)

yeah Chris I've I've got one um it's it's tricky I mean the the weekend thing not work weekends it's it's fine in principle and I absolutely subscribe to it yeah the slight issue is um as I'm sure many people have this there's a there's a day job and this property side hustle is a side hustle so that tends to get done at the weekend so it is a bit of a double-edged sword and a a bit of a um vicious circle as it were that you can't put the hours in and your side hustle won't grow so your day job doesn't reduce so it's it's difficult and that's uh stopping a lot of the forward thinking too far ahead um I'd love to not work a weekend but then it doesn't grow so there's a tipping point and I'm not at that tipping point yet and getting to that tipping point will make all the difference and that's potentially the year off but you've got to put the work in to to get there so it's one of the challenges I've got but yeah it sounds great in

[Chris Dornan] (33:02 - 35:56)

well and that's the thing but this is where we need to like you know appreciate what stage of the game we're at you know when we were starting our uh our investment business a property business I was literally starting at five in the morning and work until midnight every night and that was it and you know like in that situation you know if that is what your year needs to be that's what your year needs to be and it's just it's a year of all-in you know it's it's a year of beast mode um you know but you know that it's going to be a short-term pain for a long-term game like for example in that instance you know just come relating it back to to to my example to share with you guys is like I knew that I was going to have to go absolute beast mode for a period of time to get the portfolio to a point where I could pull away from being a main contractor and stop and doing projects for other people to focus on the having a property portfolio that was essentially funding my financial fortress you know it was about building that portfolio but having to go in a absolute beast mode for a period of time that was my year of and if I was actually doing this process back then that would have probably been it's a year of beast mode you know but by identifying that you can really structure your plan and this is where the long game part of things really comes into thinking about identifying right this year is a year of beast mode next year might be a year of boundaries where you you get the business to a certain point where there's income coming in from it and you think well you know I need to set some boundaries where you know as the guys talk about you know like UFC referees they're not there you know that they're there they're not there to stop the other person killing the other but they're there to stop one person killing themselves because they won't tap out you know so maybe next year's a year of boundaries after a year of beast mode the year after that might be the year of equilibrium where things are starting to really balance out and you know you're not feeling like there's a there's too much of a draw either direction you know so this is how you know you can start to think I find it really useful anyway and hopefully you guys do thinking about your long game and what that actually that three year and five year plan looks like I felt that was one of the biggest game changers for me when I was thinking about my year off because when you're when you're just thinking 12 months ahead it's hard to think past what's immediately in front of you but by actually stretching the timeline on it and looking at what's going on in the next few years you can really start to think well okay I can do this for a certain amount of time but actually next year needs to be a completely different process it needs to be a completely different approach the year after that needs to be something totally different and that might that might help you with that one John just like you know you are in very much in beast mode at the minute it's important to think okay well how long can I can how long can I sustain that and how long do I want to keep that going before I need to find a different approach and so the long game would be a really important one for you to really focus on to try and draw that out sorry go on I was going to say that's really helpful thank you

[Attendee 5] (35:56 - 36:02)

at least acknowledging it accepting it do what you need to do before you make it a year or there

[Chris Dornan] (36:02 - 37:10)

are thereabouts yeah it might need it might need to be more than a year but you know that you can start by thinking about long term what does this mean for you you've got to think about you know Dan talks a lot about sizing up the iceberg you know like if you're sizing up the iceberg for the business you're building you'll understand how long that needs to be part of your part of your process but then trying to separate the professional side the headline strategy from your perfect from your personal how can you put practices in place that mean you're still able to grow as a person and still able to be the person you want to be while you're growing the business so I mean you're the year beast mode might actually be your headline strategy you know so like the the year of I don't know what that might be in that instance but it could be something about right well I'm going to have to go absolutely guns blazing with the business so my headline strategy needs to be beast mode this year but actually my year of needs to be something around who you're growing into you know in on that process you know being you know level up leadership or you know whatever it might be it's something that's more on a personal level

[Attendee 2] (37:12 - 38:09)

Chris thank you yeah jump in Chris I yeah that that that was my question for you um that you're starting to touch on now because everything that you're saying makes it that is very clear but it it it's obvious that what not obvious but it's what you're suggesting is the year of is a personal is a personal as opposed to a business objective but I can't quite work out how we we disassociate the two because to me beast mode is a is not that's a work objective and in my mind for this year I was like I'm thinking of going down the lines of no burnout that you know that is that to me is is what I want to achieve but is that personal how do you make it different between personal and yeah yeah because it's it just seems all a bit interrelated to me um yeah and it is

[Chris Dornan] (38:09 - 38:35)

it can be quite difficult to draw the two so let's say for example you you're you're a year or sorry your headline strategy you know that from a business perspective needs to be beast mode maybe your year of is boundaries so you're you when you're working you're in absolute beast mode and you know your guns blazing but actually you have to set some boundaries to make sure that you are prioritizing the you know your family and your health so that or maybe it's something around

[Attendee 2] (38:35 - 38:43)

um so could you have year of no burnout as your personal absolute as your year of yeah yeah

[Chris Dornan] (38:44 - 40:07)

because that just focuses you then to put those boundaries in place to stop yourself you know when you are because it's very difficult when you go into beast mode and you're you're starting and scaling things it is really easy to just completely lose track of time but if you don't do the things we're talking about focusing on your health family and the things you love doing you're gonna you run the risk of resenting the business that you're growing because you just got no time to do anything else so yeah avoid the burnout i i experienced massive burnout uh at the well i think it was extended burnout that really crystallized last year and ironically your peak performance was impacted quite badly by uh massive massive chronic insomnia that lasted eight months but that was from years of being in beast mode and hitting burnout and just not recognizing it so the fact that you're drawing that awareness to uh you know beat the burnout or like no burnout you know that's a really really good year off because it just it keeps it front of mind that you need to set boundaries in place to make sure that yes when you're working you're in absolute beast mode and you're being really very structured with your time but what are you doing to uh you know adam said to me you know be the ref in your life to stop yourself from from burning out and really pushing it too far so that could be a really really good one and then you should be thinking about your personal objectives what objectives would you set almost as you know they they're their targets their milestones to make sure that you don't

[Attendee 2] (40:07 - 40:13)

allow burnout to creep in you know so yeah you related to that that headline yeah exactly so

[Chris Dornan] (40:13 - 41:33)

you're the the year of beast being in beast mode doesn't mean that you have to be working 16 hours a day 24 7 some might argue that but in my opinion beast mode is where you can actually for the time you've committed to be working you're going absolutely all out but to really be able to utilize beast mode in a positive way you need to have those boundaries so you need to be able to like what is the trigger point where you feel like you're getting close to burnout like dan talks about in one of his podcasts it's like pull the cord yeah you know because when you're going in burnout it's very easy to just disappear into this hole of work and you know like all these tasks and all these to-dos and all these goals but at what point do you pull the cord to stop yourself hitting that burnout and by putting some of your support objectives on a personal level your personal objectives i would say make them around identifying that trigger what is the point that you pull the cord and what is it that you do that allows you to recharge so that when you are working you can be in beast mode but there's practices there's habits there's rituals in place that make sure you know whether it's i don't know going to the gym in the morning and and having a cold plunge to start your day so that you're finding you know you just charge you relax wherever it might be for you and you know what i would set them around your personal objectives understood yeah it's going to

[Attendee 2] (41:33 - 41:47)

take a bit more on that do that already but yeah gonna have a good think about that that's super helpful thank you but someone's pointed out don't write it negatively write it positively beat burnout not no burnout so yeah i like that uh thank you christine yeah

[Attendee 1] (41:48 - 43:20)

love that christian yeah yeah yeah i was gonna say something about about this because i got the same problem with burnouts uh but the biggest issue about that is that when when i go into beast mode and i don't manage it properly um i i burn out but it it manifests with uh um you know doing activities that are not actually helping me recharge yeah so basically i'll be procrastinating or just find myself like watching you know netflix a lot but it's basically an avoiding mechanism like because i feel like i'm i'm just too overwhelmed i don't want to think about all the problems and all the issues that i got and then i just end up doing things that are not really healthy and they're not recharging me so that i don't end up kind of being fresh again to do more work but actually less so instead of so i think that for me personally the better approach i thought that would be to schedule fun time first so like schedule you know and change get some good healthy habits in like planning ahead some social activities planning ahead some you know some uh something that will stimulate me um and and get get that monkey fed you know like get the dose of of social activity and fun activity that i need so that i can proactively you know make sure that i don't burn out rather than just wait until i burn out and then it just

[Chris Dornan] (43:20 - 44:22)

doesn't work like that 100 and that's it i mean you've you've hit the nail on the head there really like planning them in as your big rocks that was one of the big eye openers for me last year was actually what are my big rocks the big rocks are the things that you use to recharge it is whether it's you know for me it's going mountain biking or it's time with my family it's taking my kids to the zoo or it's going on a spa day with my wife you know they're the big rocks they're the things that need to be the most important part of your life and the things within your business need to fit around there now it doesn't mean to say that some of the stuff you do with your businesses aren't big rocks as well but i would personally say that getting this year off bit right and getting those big rocks i mean till what is the things that you feel it helps you recharge what you know what what activities might they be who are you asking oh sorry i'm asking you adi so what what are the things that you feel help you well think think of me as a as a clone of

[Attendee 1] (44:22 - 45:25)

yourself okay everything that you was saying about snowboarding basketball everything literally is like me i was like this is this is crazy like i used to be a snowboard instructor snowboarding was my life i used to go to all the championships and all the competitions as well as switzerland austria i go into snowboard that was my thing yeah biking used to do mountain biking um including motorbike i had motorbikes as well you know speed you know i did a downhill i did uh trial competitions uh you know bike trial jumping over over stuff i was always in adrenaline stuff like that did all the adrenaline sports you know jumping on the parachute doing uh all of that uh you know i was looking for like i love all sorts of sports and i'm doing exactly the same thing as you said in my 40s keeping up with the 20s on the court uh playing basketball yeah i still do that i still play basketball amazing yeah all all of that tennis uh pretty

[Chris Dornan] (45:25 - 46:06)

trying so so that so that's the thing so those are the things that help you recharge you know some people need to just switch off some people watching netflix that is their recharge that is what they like to do just to just you know take a time out and just to recharge for for people like us is you know scaring ourselves a little bit so you know if you're you're thinking about those things structure those things in just planning where they end a lot of this comes down to time management as well and this is where like you know beating the burnout coming back to that one is to beat the burnout we need to make sure we planned in those rocks so if you've been neglecting those things over the last few years maybe this year this is the year of reconnect you know the thing that's allowing you're giving yourself permission to reconnect with those things

[Attendee 1] (46:06 - 46:44)

that made you feel alive before i just felt like i ended up with the conclusion for myself personally that uk is just not the right environment for me okay it's like all these fun activities they're way too expensive and i don't find like the the the environment is like right so i'm moving to kenya yeah you move to kenya i just i just move into a tropical beach i'm going to spend more time there so i love water sports as well so i do like the wakeboarding and windsurfing all that so i'm gonna do that yeah i expect that somebody said no snow

[Chris Dornan] (46:45 - 46:50)

no you're not gonna get any snow out there but wakeboarding is kind of similar in terms of like

[Attendee 1] (46:50 - 46:57)

the the fun that you have so like yeah on the water on the mountains just shifting a little bit

[Chris Dornan] (46:58 - 47:22)

so i mean that is a really important way of thinking about it you know like so you you know i so that's one of my long-term things is that we may relocate at some point in the future so you know the year the the year of that particular year right might be new beginnings uh because we're going to you know as a family go and start and start over in a new place so then what does year of new beginnings mean for you you know what like what i was calling it new

[Attendee 1] (47:22 - 47:27)

new roots just as we were talking i was i was thinking i'm gonna call it growing new roots

[Chris Dornan] (47:27 - 47:51)

yeah but then so then so then you're using your year off thinking about the different things so you've got personal objectives that you need to set around that you know like what what does that mean for you from a personal level but also professional as well you know are there professional things that that that relate to your year of of who you are as a person how you show up as a professional that might need to fall in place to allow you to do that so whether it's it's definitely

[Attendee 1] (47:51 - 48:39)

not a vacation thing so for me it's um it's going to be the hardest like hard work year like it's not going to be like having fun here uh but it's going to be probably a lot more fun than previous years but it's also going to be because i've been setting my business up like to be more outsourced uh delegating hiring people and doing all of that so i've been working from abroad working remotely but definitely going to be a year of you know professionally growth and um you know growth professionally and uh lots of work but also in the right environment so that was that's what i'm trying to achieve like working and achieving a lot professionally but in the right environment yeah so like your year of might be the year of

[Chris Dornan] (48:39 - 49:27)

new routes but your headline strategy might be do nothing delegate everything or it might be you know the the year of leadership or you know wherever it might be you gotta think out those professional things you know as a professional what personal uh growth do you need to have as a professional to allow you to like really your your professional objectives should really feed into your headline strategy and the supporting objectives you have for that and so that's where the two again craig coming back to your question about how the two sort of dovetail together the professional objectives that you set around your year of should be things that feed into uh your headline strategy and allow you to personally grow into who you need to be to lead your business in the right direction yeah but it is more on a sort of personal personal development perspective

[Attendee 1] (49:27 - 49:50)

if you like that makes sense definitely because i think i think it's to be a better leader and to be a more effective person and to be more disciplined i feel like i need to be happier and i need to to be more fulfilled uh that's something that's missing from my life i need to be you know happy inside with myself and with my lifestyle to perform better in my business so yeah

[Chris Dornan] (49:50 - 53:49)

so so it might be that you know it's the year of being present or the year of presence you know or the year of the here and now you know so that you you're actually focusing on what's important in the here and now and just being you um i know they're just spitballing some ideas there you know so it's guys it's just really important that you just follow follow this process you know do look back at you know if you're thinking about specifically adding your example there look at your lessons learned you know this is a really great one for thinking about right well what got me here like i'm feeling like i'm burnt out i feel like i'm spending far too much time in the business you know what's got you there what are the biggest lessons you can take away from the last year for the last few years of being of being a business sound like you've already landed on that the uk is not necessarily the right geographic location for you okay so what what are the key things that you can take away from the last few years that you can make sure that that future years don't repeat themselves and you know finding that the year of new routes great you sound like you've landed on on a really good one there um but like for other guys this is where it's really important look at these lessons learned follow the steps that are in the process to really make sure that you're drawing out something that's really you know emotionally charged and a key thing is like you know as well in december you get a chance to get the year of board now i say it's definitely important to do that because you want to be able to keep your year of really front and center of everything you do you know if you've got an office have it on the wall in front of your desk you know have your your handful of habits that you'll go through as well you know what just what handful of habits do you have to put in place to make sure that your year of is a specific target that you stick to you know make sure those habits are geared around what your year of means to you so that you can try and not falter because you know as with any goal you know it's never a straight line we're always going to fall off course and course correct i read a good book called the 25 success principles by jack canfield uh when i was about 27 and it was really good because i was actually thinking about you know if you think about a plane at any point a plane is always off course always off course it's always course corrected your year of should be something that is essentially it's your autopilot it's the things you thing that brings you back on course when you start to veer off so being able to have something that's really really uh you know emotionally tied to who you want to be what you want out of your life and being able to keep that front and center at all times it allows you to you know if you start to feel like you're you're veering into too much beast mode and you're not cutting off at the right time at night and you're starting to feel like you're not sleeping well or you're not getting time with family you course correct you bring it back you put those boundaries back in place to make sure that you are still focused on that year of because it should be a tangible target you know for me i wanted to get back to a certain weight level i wanted to get back in the gym a certain amount of times i wanted to be able to you know do the fun things but without having that year of peak performance i wouldn't necessarily i could very easily have kept going off course of course of course and before you know it you know these years come around quickly and if you keep going off course for too long it's really hard to pull it back and to feel a sense of achievement and to feel like we're really progressing forward in life we really need to be able to keep that front and center and know when we're going off course know when we're coming back you know back to to craig's point you know if you get into burnout too much it's really hard to come back from it and you get to the end of the year if you've let too many distractions come in that are pulling you away from it because opportunities are everywhere and if we don't set boundaries in place to make sure that we're staying focused on what we're trying to achieve you know it's really hard to keep on course and it's really hard to stay stay targeted with what we're doing so this is where your year off just needs to be something that's so emotionally charged it means so much to you that you're not going to let anything get in its path and so yeah hopefully that helps guys are there anyone got any other questions or anything they want to want to talk about we've got about 10 more minutes yeah could you just um

[Attendee 8] (53:49 - 53:54)

briefly explain what what the big rocks means i keep hearing it thrown about but i'm not quite

[Chris Dornan] (53:54 - 55:29)

sure what it relates to yeah of course so in a lot of personal development books you'll hear about the the old um rocks in a jar analogy and if you think you've got you've got a jar you've got big rocks you've got little rocks and then you've got grains of sand well if you're thinking about how you fill that that jar up right your big rocks need to be your biggest priorities your small rocks need to be your your next most important priorities and the grains of sand are all the things that you you just have to do on a day-to-day basis but if you fill the jar up with grains of you're going to struggle to get the big rocks in and then you're going to struggle to get the sort of middle-sized rocks in so when you're thinking about how you're structuring your year to try and take time and this is not just your year you want to be thinking about this you know when you're working back from 12 months to quarterly targets monthly targets and weekly targets what are the biggest priorities and if you're to book in there was a there was an annual planner i haven't seen it this year we had it last year we're actually looking at your 12 month calendar and thinking what are the things i want to have as a personal level what are the personal goals i want to achieve this year and they're your big rocks so they're the things that you fit in first now if that's family then it's like prioritizing time with family right so you put them in first your middle rocks might be the business objectives that you need to fit in that support your big rocks that you want to do on a personal level and then your grains of sand they're the tangible things that you need to do day to day to be able to hit your big your middle rocks that allow you to facilitate the big rocks does that make sense yeah to interject there chris

[Attendee 3] (55:29 - 55:55)

and danielle oh so i'll be you're absolutely right you know you've got your rocks for the year blocks for the quarter rocks for the month i break mine down and you'll probably be accustomed to having your 10 sunday sanity goals so they're my rocks in the box for the week yeah yeah these are like these are my non-negotiables for the week and then i fit everything else around but that might just start with first of all my first couple of gold my first couple of rocks are going to be my

[Chris Dornan] (55:55 - 1:01:47)

health you know um help before wealth yeah yeah yeah definitely that's it that's it what what's the personal objectives it's a health before wealth that's awesome because without your health the wealth doesn't matter does it so yeah big rocks so yeah danielle does that hopefully that makes sense it gives you sort of an idea and you know putting those big rocks in like you know they might form what your year of needs to be so it's the priorities and the sort of the big milestones we've got coming up as well yeah yeah but on a personal level specifically you know what we're talking about in this this call is about your year also it's your personal goals your personal targets of what you want to try and achieve okay all right great cool so guys just in in summary then we're you know take the time to do your wheel of life scorecards like take the time to really understand what is important to you right now and what is important to you over the coming years um do i would suggest do the values determination exercise i think i've got that in evernote somewhere but i should have had that ready actually um but well in fact tell you what i'll do so i'm not wasting time here on the call guys i'll post that in the whatsapp group so that you can all get that because i think that's a really useful thing to go through um oh there you go matthew's just put it in is that the actual is that the actual link matthew they'll take people in hopefully it is uh if not i'll uh i'll definitely post that into the i'll post it in the chat anyway because people that aren't on this call might find it useful um but yeah that's that's a really good one to go through and guys think about the stages in life we're at you know like have you got young kids you know are you you know are you looking to get married in the future like you know do you feel like you've been sacrificing holidays or whatever it might be do you think about what chapter of life you're in uh and what's really important to you um coming up over the next few years and how this year can feed into the coming years um yeah try and make your year of oh somebody's saying something no try and think how your year of can be a theme uh you know that feeds into your wider vision and definitely take time to focus on what your long game might be have a bit of fun with it you know think about three five years from now what you want your life to look like and utilize that to then break it down uh and then you know have a bit of fun thinking about what themes uh come off the back of it um you know a great one that you'll hear the guys talking about especially adam abs are made in the kitchen success and life by design is made in the cave uh rupin smiling just knows how true this is like guys this next three months it it feels like a long time to be carving this stuff out but see when you actually get in the rhythm and the process of doing cave time and you start thinking about what do i want out of life it really makes the whole everything else fun makes it a lot more fun because without without thinking about what we want on a personal level the business stuff is just business stuff you know like while it's exciting and it's a challenge you know and you know it it can be you know quite fun in itself there's uh there's a there's a huge amount of fun that you can take out really design in your life so guys i would highly recommend just really engage with the cave time and it is well worth it and you'll find that it really brings you a lot of satisfaction when you actually are uh setting setting your year of one a couple a couple of things push the boundaries of your comfort zones and you know really think about what meaningful life changes you want you know whether that be whether that be pushing yourself to new things or maybe whether it's slowing down to allow yourself to just smell the roses and enjoy life a little bit more you know really push the boundaries of where you are and what you what you're thinking um take time uh you know make use of the process make this as emotional as you can really tie it to your why and your values really if you haven't read there's a good book called start with why by simon sinek that's that's a really good book when you're thinking about whether it's business or personal start with why is a really good book to to read to sort of draw that out and it'll tie into your your wheel of life and your values stuff as well and then yeah make it visible you know whether it's a vision board i find vision boards are really good as well um take time and really think about the things you want to achieve out of life not just out of business create a vision board that you can keep front and center i've got this one here if you can see it like that's not showing up excuse me i've got a virtual background because my house is a building site um but it's just images of experiences that i've had with my family things that are uh that you know really light me up and make me feel alive and just remind me what i'm doing it all for um and things that i want to achieve with them in the future uh you know so a vision board having the having the year old board in front of you as well really really important because it just reminds you of what your habits are that's going to feed into that year of as well so guys see there's been quite a lot of chat coming in the chat box um how do you see there's quite a few snowboarders in the group yeah there's quite a few snowboarders in the in the wider group i think um uh get on that long game it's a game changer yeah grant's uh just backing that one up really does help um just having a look through what else there rupert's saying that happens to many entrepreneurs eat that frog's a great read yep very very good help you sort of structure uh what what tasks need to be knocked up first guys is there any other questions you guys have got for me in the sort of closing minutes that we've got it's been brilliant having you all here and just going through some of this stuff hopefully some of this has resonated with you and given you a few ideas of how you can maybe be a bit strategic about you know setting this year of do remember to speak to your friends and family about this you know like bounce the ideas off because sometimes this thing doesn't always come to us straight away and actually by having these conversation with friends maybe it's your buddy up whoever it might be can help you draw out some different ideas and just bounce things off so uh but a couple more minutes if anyone's got any other

[Attendee 7] (1:01:47 - 1:02:14)

questions you want to talk through david genuinely chris this has been the best midweek mentoring i've had so far it's been really solid and it's just the case where it's really helped to explain a lot of the things that come out on the workshop day it's really helped to go into detail to really help us to understand and we really value the experience and everything you shared and rupin too really is valuable honestly i've been taking a lot of notes and i'll probably watch this again later on this weekend when i have some cake time to actually sit down before before i do my cake

[Chris Dornan] (1:02:14 - 1:02:24)

i'll watch this video again appreciate appreciate you saying so it's very kind of you and it's good to know that it's hopefully uh giving you some ideas and helped you and i've said that to

[Attendee 3] (1:02:24 - 1:02:34)

everyone if you don't know you can save the chat so if you go on to the chat box there's three little dots up in the right hand corner and then press save and it'll save it to your desktop so

[Chris Dornan] (1:02:34 - 1:04:35)

any links in there for future reference yeah brilliant so a few books uh suggested in there um but guys listen you are in the uk's finest community 100 i've been in a few different communities and like by a country mile this is this is the favorite community that i've been in you're in such a great place you've got amazing people leading from the front rachel shiv adam josh dan you know like it's just such a great community and just really make make the most of it um i look forward to meeting some of you guys in person they're in the program at some of the um and yeah guys just just have some fun with this you know cave time is just such a special time and like it might take a little bit of just getting used to but it is like i have to say it's probably my favorite time of year doing this reflection i said at the beginning i've never never been a journaler until i joined pe and actually just taking that time you might not get to it every day you might not to do be able to do as many things but please do carve out the time for it because it is so so worth it and you will really appreciate it when you come to uh september and you're doing those end of year presentations that's actually one other thing i'd say guys really engage with the presentations because they're not for anybody for anybody else they're for you um and you know these this is where you can really look at you know the things crystallizing all these thoughts and really just i remember reading a book that once said that um the top five percent of people in the world write down their goals the top 10 percent of people the top one percent of people in the world uh declare those goals to other people so by writing this stuff down by putting in a presentation and actually declaring it to other people we've got a much much much higher chance of actually achieving what we're setting out to do so you know if that's if that's a little takeaway from this you know like just do that noodle on it and just really engage in it because it's well worth it guys it's been an absolute pleasure talking to you this afternoon if there are any other questions i can stay for a couple more minutes um but other than that i'll let you get back to your days and i'll look forward to seeing you all very soon

[Attendee 5] (1:04:36 - 1:04:42)

cheers chris top of it loved it thanks mate brilliant got loads out of that one way that

[Attendee 6] (1:04:42 - 1:05:02)

thank you thank you so much guys thank you yeah thanks first one yet thank you thank you so much hi chris are you going to be the edinburgh pins as clark here

[Chris Dornan] (1:05:02 - 1:05:30)

uh hi clark i actually haven't been quite a long time if i'm honest uh i used to go to ppn i used to host ppn actually back in the back in okay in 17 i haven't been at any of the edinburgh pins but it is on my to-do list to re-engage with that community so i will get to them i'm not sure when because my schedule is just wall to wall at the minute but uh it's definitely on my to-do list to start getting to some more of them so are you a regular goer to the pins are you well i'm from

[Attendee 6] (1:05:30 - 1:05:40)

metros so i go down to it as and when i'm actually going down next week and then we're off to the pin dinner you're not obviously in the property investors network group then no i'm not no no

[Chris Dornan] (1:05:40 - 1:06:29)

i didn't come through come through the pin uh platform or anything but i just i've just been very busy over the last few years i haven't had a chance i'm away for a week a month in birmingham and doing some other coaching that i do so the bulk of my network and i don't get to i don't get to the local events as i used to unfortunately and i'll keep in touch because then i'm down in edinburgh quite a bit okay amazing that'll be great to catch up do connect with me on facebook and let's stay in touch and if we go we are on facebook that'd be brilliant we are on facebook yeah amazing okay take care i'm an se as well yeah bye awesome take care thank you okay pete richard have you guys got everything you need from the chat box there you still need me to keep this open for a minute no that was great uh richard here that was great

[Attendee 4] (1:06:29 - 1:06:49)

chris really really good just um david summed it up was one of the best ones so far fighting together just uh just giving me more clarity and see the overall picture of where all the so uh brilliant and just like david i'll be going back through this as well so just to get the recording will bianca issue that or or how do i yeah so the recording will

[Chris Dornan] (1:06:49 - 1:06:56)

come out uh probably fairly i think it usually comes out pretty quickly after these sessions they'll just record it do any editing they need to and then they'll get get out to you guys so

[Attendee 4] (1:06:56 - 1:07:44)

yeah it should be with you now i'm just the one i've wrote the most most notes on as well i'm sitting in the car i'm just waiting to go somewhere so uh spot on i could relate exactly to what you're saying um uh in the construction and and working all the hours and burnout and when you start talking about insomnia i thought man that's where i was i have to be careful not to go back there and i thought yeah he's right so yeah yeah i resonated i thought man this is the real thing just so practical just yeah you hit so many great things for for me so uh yeah got a lot of really really good let's find the overall picture of pe together um and yeah i've been in other groups but i agree this just uh this group is just a game changer just for you

[Chris Dornan] (1:07:44 - 1:08:30)

it's the only one that puts a focus on your personal life and you know all the others are helping you grow your businesses which are awesome not not taken away from any of the other communities or anything but this process the focus that dan and adam and all the team put on making sure you design your life and making sure your business fits around your life none of the other communities do that and that is what has been the biggest game changer for me that's what really attracted me uh and has you know kept me here for three years and i will be in this community for a long time to come because it's just it's a game changer uh my life has fundamentally changed in the last couple of years since i've been with pe um and it's just such an amazing structure to go through i love it it's uh yeah stick with it it's uh you'll find yeah like the burnout and everything you'll get control of that by following this process

[Attendee 4] (1:08:31 - 1:08:35)

super super thanks again absolutely brilliant the best one by far

[Chris Dornan] (1:08:35 - 1:08:39)

thank you for saying that i really appreciate that all the best

[Attendee 4] (1:08:41 - 1:08:44)

yeah talk to you soon bye bye take care