**16.10.24 - Video\_Transcription**

[Rachael Davis] (0:00 - 2:04)

I'm just letting everybody in, guys, so just so you know what's happening here is I'm just going through and admitting everybody into the room. There'll be a little bit of this at the beginning, so if you just bear with. If anyone wants to go make a cup of tea or a cup of coffee while we spend the next couple of minutes admitting everybody, then just, you know, please do so.

Or if you want to chatter, it's all good with me. Yeah, I'm just letting everyone in as they come. There'll probably be quite a few more as we get into the next couple of minutes, because we are one minute to 12.

Hello, 90. Oh, gosh, hang on. I'm wrecking the place already.

Nice to see some familiar faces from Advanced. Also really nice to see people from the programme as well. Welcome to your first midweek mentoring session.

It will get started in just a couple of minutes, and then we'll be there. So bear with me a second. I've got to admit a few here.

There we go. There's a few more coming in now. So what I would say just on best practice with midweek mentoring, and these Zoom calls, is to make sure that you are muted to begin with.

I can mute all of you, but sometimes we forget that if we're not on mute, and the noise from whatever's happening in our offices can come through. So just be very aware of that. I'm just in the middle of muting everybody.

Not muting everybody, admitting everybody. I've got quite a lot of people joining. Right, so if someone's got some noise in the background, it's a really good idea just to mute yourself.

[Attendee 6] (2:07 - 2:16)

Hang on, let's get that invite. Right, so what's going on here? Lauren, are you still on the call?

[Rachael Davis] (2:18 - 2:36)

Yeah, I'm still here. Right, so it's asking, I think it's... I don't know what's happening here to my...

Oh, there we go. I'm back to normal. It's all right.

I thought there was something wrong there. So I've got 25 people at the minute admitted. Bear with us, guys, while I just get a few more in.

[Attendee 6] (2:45 - 3:01)

I'm doing my best to get everybody in the room so that we can join in. I'm just going... Right, in a second, I'll mute everybody.

[Rachael Davis] (3:03 - 3:12)

A few more in to admit. Bear with me, guys, just getting everybody in. In a couple of minutes, we'll get started.

So if you're eating lunch, having a coffee, all good.

[Attendee 6] (3:14 - 3:25)

While I get all of these people in. All right, so a few more coming.

[Rachael Davis] (3:37 - 3:48)

Right, I'm still admitting people. Guys, if you can put... I'm going to mute you all in a minute, but I can hear some background noise.

If you're aware of it, you want to maybe put your phone on, put yourself on mute while I'm just inviting everybody in.

[Attendee 6] (3:58 - 4:02)

Right, I'm nearly there. I'll just invite a few more in.

[Rachael Davis] (4:06 - 4:22)

What I'm going to do now is I'm going to mute all of you because I can hear some background noise in the background. I'm still inviting people in, but I'm going to start talking in a second, so we'll get started. All right, there we go.

[Attendee 6] (4:22 - 4:23)

Right, marvellous.

[Rachael Davis] (4:28 - 23:15)

So hopefully, I've nearly got everybody. There's quite 38 people. That's amazing.

Right, nearly there. I'll keep admitting people. Right, so welcome to your first for the...

Who here, can we get a show of hands, is new to the programme? Got some newbies here. Hello to all your newbies.

Nice to see you. This is your first experience of midweek mentoring, and hopefully it'll be a really positive one, and for advanced. Thank you so much to some of the advanced guys for coming back on this time around, because this is their second or third or fourth time around the track, but it's still good.

It just shows you how important it is sometimes to get a reminder of how to do these things in practice. So I will try and speak to the programme, but also to the advanced members in the community, because for some of us, this is definitely not our first time around the track, but reminders are always good. So let me just give you a bit of an idea of how this is going to work.

Can you put thumbs up if you can hear me fine? Let's just check the noise. Is that okay?

Everyone can hear me? Great. Fabulous, fabulous, fabulous.

So that's a good one to start with. There's going to be... I'm going to talk you through Cave Time.

I haven't got a PowerPoint presentation for this one, because it's mainly going to be top tips from me on how to do it in practice, then some insights from me, particularly around being on advanced and what I'm doing this year and what I've done differently, and then we're going to finish on a Q&A. So I imagine that we'll get to the end of my talking session in probably 20 to 30 minutes, and at the end of that, what we'll do is we'll have lots of... If you've got lots of questions, then we'll go through the questions.

And if anyone else in the group feels that they can answer a question, because there's some advanced people here, then please do help me answer a question. You should be able to unmute yourself to talk. So I invite you to do that.

Whenever you have a burning question, then please ask me. But do know that there's going to be some top tips. So in the top tips I give you, you might find that some of your questions get answered.

So ideally, if you could wait till I've gone through the top tips and insights, then we can do the questions. But if there's something you really want to ask me, then please do. If something doesn't make sense, then please ask me.

So this is what today is all about, Cave Time. So let's just revisit why Cave Time is so important. I can't stress enough how important it is at this time of the year to get your strategy nailed.

For lots of people who've been on advance, they can probably resonate with this. If you've got a really strong strategy in the autumn season, and you put that into play from January onwards, then you will have the best year on record. And one of the things that's really easy to do at this point in the year is to not make this a priority.

Because once you come out of the workshop, it's really easy to get sucked back into the day to day. Because in all honesty, all of us are really busy with our lives, our families, our businesses. Some of you here will have several different businesses.

Some of you might have several different types of property. I know there's quite a lot of people who are coming into the programme with lots and lots of different types of property in their portfolio. So you're already many of you operating at portfolio landlord level.

And some of you might be right at the beginning, you might be planning a new business, you might not have started anything yet. So we're all at different stages of the journey. And this impacts on us all differently.

But one of the things I do want to stress is that you must take this seriously and put the effort in. And I'm hoping that lots of you are feeling quite fired up from the workshop and have started doing Cave Time already. So if you've got any challenges from the experiences you're having already, then you can bring that into the Q&A session.

But it is really important to carve out the time to do this, however you want to do it. And we're going to talk about techniques as we go through this next 20 minute session. So does that all make sense?

Thumbs up, it's really important. We're all going to do this, we're all going to 100% commit. Fantastic.

Right, so one of the quotes that I often think back to when I start going into Cave Time is this quote, and I read this in what I think it was in the Stoics book. How we spend our days is indeed how we spend our lives. And this is why this is so important.

Because what we're doing right now is how we're spending the majority of our time. And it's now time to ask ourselves some really big, deep questions about whether that's what we want for the next year coming, or for the next three years, or for the next five years. And it really is something I want you to think on.

Write that quote down, really get back to yourself, because you can spend your life doing things that you actually didn't really want to do when you look back at it and reflect in future years. So it's really important to think about how do you want to be spending your everyday life, because that is what you'll be doing. This is what you'll be thinking about, this is what the next five year planning is all about.

What do you actually want to be doing day to day? And I think that's really key. And just for those of you who don't know, and haven't had an introduction to me, I'm a portfolio landlord, like many of you.

I am a HMO operator in the South East. I've got a buy to let financial fortress. I'm 79% of the way they're completing on my financial fortress.

And some of the conversations I've just been having with my husband, because I've just done a couple cave time with my husband, has been around how are you going to hit our financial fortress target next year. And so it's one of the most important top tips I can give you to begin with, is to really spend a bit of time thinking about where you are right now. And this is really relevant for advanced.

So we'll go into the top tips now. And the first one is this, really spend a bit of time. There is a section in the homework, isn't there, about looking back over the last five years, but it's equally really important to spend quite a bit of time on where you are right now.

So for everyone on advanced, those of you who've done a year now, and you're looking back over your journal, think about what's changed for you in the last 12 months. The good, the bad, the ugly, however that looks for you, and what has massively changed for you since this time last year, and where does that leave you now. So having a really, taking stock of where you are is really important.

And then the other, the second top tip I can give you, is getting comfortable with being uncomfortable. I don't know if any, hands in the air, if any of you have felt like this, I'm feeling quite uncomfortable about the questions that I'm asking myself right now, because me and my husband have just had quite a tearful session about where we are with our children. My children are growing up now, and they're getting older, and they're less, the five-year plan I had previously on Property Entrepreneur is not as relevant now.

They don't want to spend as much quality time with me and my husband as they used to, and we found that our circumstances with them have changed quite a lot. You know, they're teenagers now, and they want to do more stuff on their own, rather than a lot of stuff with us, and it's changed, it's changed the game for us in terms of our planning, and that's one of the things I found that's really made me feel uncomfortable, is that things aren't the same as they used to be. So it's asking yourself the big questions of like where you are right now, and how things have changed for you, and asking yourself big questions about what you really want out of life.

They can be quite difficult, and they can be quite nerve-wracking, so if you feel that you're a bit uncomfortable with some of the things that you might have learned since you've started doing Care Time, or you're a bit nervous about doing this, and asking yourself some of these big questions, then I just wanted to let you know that it's absolutely fine to feel that way, so you should spend this autumn being comfortable being uncomfortable, and that's okay, because you're going to be seeking answers here on where you are right now, where you want to get to.

In order to get that clarity, you have to have a really good understanding of what situation you're in right now, and it's all right to feel uncomfortable about it. So that's like the second top tip from me. And then thirdly, in terms of places, Adam might have said it when he talked about his, when he did his session in Cave Time, that there's a real power in places, and I've seen quite a few of you already doing really great locations for your Cave Times.

It's really important to get yourself out of the office. If a lot of you have home offices, which it looks like you do from what I can see, it's really important to get yourself out of the office, into a hotel somewhere with, that's a beautiful location, it could be a really nice quiet coffee shop that you know, and give yourself the time and space out of the home to really inspire your thinking, and inspire your mind, and I think that's really, really important.

So make sure that you're getting out of the home and getting into different environments. It won't always work for everybody. If you've got young children, it might not be possible to do that, and you, but if you are at home, try and make sure you're not in your office when you're doing Cave Time.

It's really, really important. There's too many distractions in your office. Getting into the habit of going to a different part of the home or going somewhere really nice, like a hotel.

I've seen a few people post some really nice hotels and coffee shops. Who's been out of the house up to now doing Cave Time? There's a few of you holding up your hand there, but not everybody, so try and get yourself out of the house.

It'll really help you with your thinking. It does make a massive difference. So that's the third tip that I can give you.

So the third one is on execution and on taking things a step further from when you do the workshop. So it's really good to come out of a workshop feeling inspired, but then you've got to go away and get the work done, haven't you? So what I suggest you do, and some of you may have done this already, this is the workbook from, my workbook, from the content sessions that we did, and in it what I've done is I've read back through it and I've highlighted places where I think actually that's something I want to do some further investigation on, and I think that's really important that you go back through the workshop and the content and pick out all of the key nuggets that you've got from Dan's session, you know, on levelling up on deals, deals, deals, and on the economy as it is, and any of the other things that Adam or Josh might have said to you, particularly around Financial Fortress as well, you know, where exactly you need to work out exactly where you are in your Cave Times right now or towards your Financial Fortress, and then you need to start making a plan of how you're going to get there, so just picking up the things that you think that you really need to do. So some of it will be Cave Time, so Cave Time is all about being thoughtful and thinking about where you want to get to, finding that clarity, working through those exercises that we've given you, but the stage to help you there, let me show you what I've put in my new, so I label, it's another top tip, I label my journals because I'm obviously on advance and I've got quite a few of these, so I make sure I can find the one that's current really easily, so I label them, and then inside what I've done is I went through the workshop and then I've written down the seven things here that I want to investigate off the back of listening to Dan's section.

Now some of these will be a Cave Time and some of these might be slightly different, so Cave Times, as I've said, are thoughtful, but the other thing is that you might want to do some research or have an action or call somebody off the back of something that you heard, so I've written down the things that I want to do in the front of, this is the front of my journal, so I've got at the top of it, I've put workshop one, I know you can't what I've written necessarily, but down the side I've written all of the actions that I want to take, whether that's Cave Times or research or calls, and then on the other page I've got a workshop one again, and I've written down all of the homework, so that's everything that I need to get through in terms of Cave Times.

If you haven't done this already, I highly recommend that you do because then you can literally pick off each Cave Time one at a time and tick them as you've done them, so that you can work your way through all of the exercises. I can see that quite a lot of you have already got started on doing some of these Cave Times, which is excellent, but that's one tip in terms of execution, and each workshop that we've got, especially over the next three months when you're spending so much time in your journal, once you've done the exercises in your book, then when the next workshop comes along, keep two pages for one for actions off the back of some of the content that you've heard, that isn't necessarily a Cave Time exercise, and then one page for your homework, and that will really help you understand when you're organising your week, what to do next. It makes it very, very simple and easy to do, so that's in terms of executing, and the best time to do that, in my experience, and some of Advance can help me with how they do theirs in a second when we come to questions, is I do that the morning after the workshop, so it's now for you, it'll be on a, you're doing it on a Tuesday now, aren't you, so it'll be on a Wednesday morning, you could literally have an hour going through all of the, reading back through all of the notes that you've made, and highlighting the things that you want to follow up on, and the things that you want to do.

Equally, you could do it in your action notes, or you could download your list of action notes, and put them into your journal, and that's a really, really good way to make sure you don't miss anything from all of the content you've been given, and all of the homework that you've been given, so you can stay on top of it, and it's easier to do that straight after, because it's fresh in your mind. If you do it a week later, the content's not as fresh in your mind. For Advance, the other thing you can do is watch backs, because they get access to the vault, and one thing I did was I re-watched the economic section that Dan did on the vault to help make sure I was very clear on those actions that I wanted to take.

I actually re-watched it, so, and I don't know how many of Advance use the vault as a resource, but actually it's very, very easy to go back to the recording and re-listen to it, so that's another thing that I highly, highly recommend, and then other pointers on doing this work. Some of it will be a cave time, some of it will be an action, so, like I say, cave time's thoughtful, actions are, I need to call, like, I'll give you an example. So, one of the things that me and Paul have just done, we've just done a couple cave time this morning, and we went through all of our financial information, so we went through absolutely everything.

Obviously, I'm on Advance, so I've got spreadsheets and lots of information to hand. You might not be there yet, but it would be good for you to go through a financial exercise of working out exactly how much money you've got now, where you are at this point in time, take a snapshot, what your buy-to-let portfolio's making, what your HMO portfolio's making, what your commercial unit's making, etc., etc., you know, what money do you make from your, if you've got several trading businesses, what's the profit you're making, just write everything down so you can have a complete overview. And then one of my actions is to actually see a financial advisor.

So, in my diary, I've scheduled in a call with two financial advisors that have been recommended to me through the community, because I want to go through all of that with them at the age that me and Paul are at now. We feel like we're ready for a financial advisor to advise us on what we've got now and how we, you know, what we should be looking to do in the future. So, that's, you know, that's an action that I wrote down about Financial Fortress.

Some of you might want to do the Financial Fortress Blueprint with Josh, that might be an action that you want to take. So, it's just having the cave times and out of the cave time sessions you do, if you haven't got all the answers, is actually putting actions into your diary to follow up on those things. You know, you might find that you need to do a piece of research because you're not sure about something.

So, say it's on, like, I've got another example, single lets, I'm interested in doing single let leases, single let long leases. I have got a property in Nottingham that I can actually let out right now on a long lease. So, it's like, who do I need to call to investigate that and what research do I have to do on Nottingham providers to find out whether that's feasible and to actually get somebody who's interested.

So, sometimes I have a cave time session, you'll have a number of actions, because the key thing here for all of you is cave time is fantastic, it's all great thinking, but where it needs to lead you to is a set of actions, whether it be research, whether it be phone calls, you need to be very clear by the end of the year on your strategy, but also you don't want to go into the new year without having thought through that strategy.

So, you might have follow-up calls and questions and pieces of research that you need to do to make sure, is this a viable option for me going into next year, can I actually do it, can I find the resources and the people and the experts that I need to do these things. Equally, if you're wanting to build a sales funnel for a particular business, in your cave time, you might write that down, but you're also at some point going to need to think about, well, who can I find to help me with this, am I going to need to advertise, am I going to need to put it on Indeed, am I going to need to find a social media expert or funnel building expert, if so, where will I find them, and just go into the detail of how you're going to make that happen and some of your cave time might actually have some actions off the back of it to actually make sure this strategy is something that works. So, I'd say that is part of your, you know, your cave time should lead to some actions, not just thoughts, and those things need to be built into your diary and added into your diary.

So, hopefully that makes sense. At this point, has anybody got any questions off what I've said?

[Attendee 6] (23:19 - 23:24)

You all all right? Thumbs up if you're okay. Yeah, who's that?

Hello.

[Attendee 9] (23:24 - 23:30)

It's Brendan. Hello Brendan. Oh yeah, the vault, does everyone know where it is?

[Rachael Davis] (23:31 - 23:56)

Well, the vault is only available to those on advanced, but yes, I think everybody should know where it is, they get an invite to it, so if you haven't, if you're on advanced and you're listening, you should have been sent an invite to the vault for this year, and then you should also have the content from last year as well in the vault, if you are an ongoing participant, if that makes sense. So, that's where it is. Brendan, have you found the vault?

[Attendee 9] (23:57 - 24:06)

No, I just asked where the vault was, so yeah, I haven't found it. I'll send an email to Bianca, maybe there's an email missing or something like that.

[Rachael Davis] (24:06 - 24:26)

Yeah, so you should have had an invite to it and a way to access it, so it's like any other platform where you'll have a username and a password and you'll be able to log into it, yeah, and that's something you probably set up, but it'll be based on your email address, I imagine, but yeah, will you send Bianca a message about that and she'll get you set up?

[Attendee 8] (24:27 - 24:35)

Just gone. Yeah, I'm assuming we can't have previous, previous cave time training.

[Rachael Davis] (24:36 - 24:38)

What do you mean by previous, previous?

[Attendee 8] (24:39 - 24:45)

Yeah, previous cave time training, like just a link like in the vault.

[Rachael Davis] (24:46 - 24:49)

Have you got access to the vault, Mark, or is this your first year?

[Attendee 8] (24:50 - 24:51)

First year.

[Rachael Davis] (24:51 - 25:13)

Yeah, so I don't think so, but this will be recorded, it is being recorded and it will be put back on to the Facebook community for you to be able to watch. There was another one that Chris did last year and if people want access to that, maybe I can find out if Bianca's willing to put that up on the community so that people can get access to it as well.

[Attendee 8] (25:14 - 25:14)

That'd be brilliant.

[Rachael Davis] (25:15 - 26:29)

Yeah, yeah, so there's, it's just, with a lot of these things, it's just how to do it in practice and like the tips come from experience of doing cave time year on year and some of the benefit of midweek mentoring is just that you get the, if you've got a question about how to do it or any challenges you've got with it, then you can get them answered. But just to, just to recap on the tips then that I've just gone through, the first one is thinking about how you're, you know, how we spend our days is indeed how we spend our lives, so have a really good think about how you want to be spending your days in the future. What do you want the ideal day to look like in one year's time?

So good exercise is what's your ideal day in one year's time, in three years time, in five, it might get the juices flowing. The second thing is if this is making you feel a little bit uncomfortable, mine is, definitely, it's okay, it's meant to make you feel uncomfortable because you're asking yourself difficult questions. When you get to the long game, which Chris Moss is going to go through with you, you are going to find that very, very challenging.

And then just making sure that at some point you get out of your, out of your home, out of your office and go to a hotel or a really nice coffee shop to help with that inspiration.

[Attendee 2] (26:29 - 27:38)

Rachel, sorry, yeah, can I ask you a quick question? So I'm really torn, I keep talking to Charlie about it because my life with me being, you're aware that I live at my restaurant, so it's really hard. So I'm now looking out my door, I've got my driving instructor car out my window, I'm standing in my house and if I just show you through this door, that's my restaurant.

So it's like I just don't seem to be, like I say to Charlie, apart from sitting in my bedroom, and then when I sit in my bedroom I try and give myself time for cave time, my mind goes blank because I'm trying to make that time, but like it's not the right time, do you know what I mean? Like you might get a feeling where you go, right, I'm going to go and do cave time now, I've got to almost book it in and then when I book it in I'm overthinking it because I'm then going blank, I don't know what to write, but I keep thinking I've got to do cave time, so I'm then overthinking it, but I just don't feel that like I'm getting away from my work, I'm literally stuck in the business, that's the problem I have.

And I'm trying to escape from it and I can't get that cave time and when I do, my mind's, I just don't know what to write, my brain's going blank.

[Rachael Davis] (27:38 - 29:56)

Can I just say for you and Andrew, and anyone else who's struggling with that, it's really, really normal, I was exactly the same when I first started. Remember I've had five years to practice this, so this skill gets easier with time and for some people here, depending on what your wealth dynamic is, some of you will find this really easy and some of you will find this really difficult to do, right, so there's a spectrum of it. What I would suggest to you is those of you who are really locked into very, very busy businesses, my advice is that you need to leave the restaurant, you need to leave your home and go somewhere and I would see if you can get some support with that.

So, I don't know how easy this would be to do, but you need to book it in in advance and go out of the home and be somewhere else so that you can concentrate, because what's happening to you is really common. I don't know if any of you have tried to listen to that, getting in the creative mind space, you need to probably get to a point where your brain settles down, because you are really busy, you can't just go straight into thinking straight away. Suggestions there are listen to some music for 10 minutes, listen to a podcast before you start.

I've got some, I have actually got some more suggestions on podcasts as well, we gave you some in the workshop, but that is what I'd suggest you do. Brain FM, thanks Tom, that's a really good one, or just any music that you find that relaxes you, meditation music, you could do a little mini meditation, but you need to stop, you need a bridge into thinking, you need to leave the house and you need a bridge into thinking and that I would say, like for example, Soul Purpose is a great podcast to listen to before you start and you're probably going to need 20 minutes of listening to something before you start thinking, yeah, and I think you have to, even if you do less often, you know, if you were to do an hour a day, you could spend 15 minutes listening to something and then 45 minutes writing, yeah, that's if you were to do it an hour a day, or you could go away for an hour and a half and do it and do a little bit longer to get you in the zone, but you definitely need to leave the house, I think, and that'll get you in a better headspace with it. Does that help?

[Attendee 2] (29:57 - 30:19)

Yeah, I think, like you said, it's just that I'm putting so much pressure on myself, like I'm literally coming out the restaurant, going up in my room and going, right, this is the time you need to think and then my brain's just going, I don't know what I'm thinking about, so I think, like you said, maybe trying to do something before I actually get into the cave time, but it sounds really awkward, I'm trying to find the hour a day to do the cave time and then putting so much pressure on myself that I'm just going blank.

[Rachael Davis] (30:19 - 31:31)

Yeah, so I would, from next week particularly, release yourself from the pressure and plan it in advance, so what you want to be doing is looking, and we'll come to that in a second, because this is all about being strategic with your diary, and I'm going to bring my diary up in a second, and I'll show you how I've done it in mine, but you need to decide when in the week you're going to be able to do these things. It might be, like for you, it might work first thing in the morning before the day starts, I highly recommend some people get up earlier, so some techniques here are people get up at 6am, 5am, and they do it really early, that depends on your children and your lifestyle, some people just book it in around what they're doing and do it in the daytime, you know for me, I do it before the kids come home from school, generally I can actually get away with doing it when the kids are at home because they're older, it just depends on your circumstances, everyone just needs to have a think about where they are, what's going on in the diary next week, and where they can fit it in, but the trick is to do it in advance, so when we get into Sunday sanity, this is where it links really well in with Sunday sanity, and I'll show you my diary in a second, that that's the way to do it.

Now I've got a few people who've raised their hands, John, and I can't get hold of the people who've raised their hands for some reason, so if you have asked, want to ask a question, please ask me now.

[Attendee 5] (31:32 - 32:08)

Yeah thanks Rachel, just a quick one on cave time, and this might help answer Tina's question, Tina I've got exactly the same problem by the way, and I'm a tempo, I don't know what you are wealth dynamics, but you know this kind of stuff is really difficult, it's not natural to me, is there a desire to have one big session for example on a Sunday afternoon in the hotel, or actually could you do smaller sessions, more regular sessions, so four, five, six times a week maybe, but focusing on like the educate section of the cave time, and the validate section, and the identify section, and do it that way, is that a good technique to do?

[Rachael Davis] (32:08 - 34:22)

Yeah I would say at this point it's what fits in with your lifestyle, so everyone's at different stages of the game aren't they, and everyone has got different challenges to deal with, and you know to be in all honesty, after doing this for five years, every year I do it differently, I have done every kind of conceivable way of doing cave time, I've done it at five o'clock in the morning, me and Paul used to get up at 5am and do a couple cave time, but after a year of doing that we were broken, so we swapped out, now I fit it in where I can, everyone has to, you have to learn the best way for you, but I think any of those ways John would work, because if you could do, Josh is a really good example, Josh does 20 minutes a day, yeah, he just does something consistently, but remember with Josh and people who've been in the community for a long time, they will be much more highly skilled at getting to answers quicker, if you're brand new to it, like Tina said, she could stare at a blank page for half an hour, and still not be any of the wiser, so and that's totally, I was exactly the same, I'm a tempo, exactly the same Tina and John, and I found it very difficult, so the way that I did it to begin with was to use, there's two things I did, I used props, so I would use podcasts, I can't highly recommend enough doing a chapter of Jim Rohn before you do anything, just listen to one chapter of Jim Rohn at a time, and then do a cave time, you'll get something from it that will spark something that you want to write, Dan Hill's podcasts, I've got a couple more examples which I'll give you shortly that you can listen to, actually I'll give them to you now, he's got episode 86, he's got one called the meaning of life, that's a good one, episode 79 is self-awareness, episode 61, this is a great one, so you know the lessons learned, when you're turning them into mantras, I highly recommend that you listen to this one, it's his podcast, don't quote me on this, it's got loads of mantras in it that might fit something that you're thinking of already, there's another one called episode 42, which is where is there, so you can, they're generally about 20 minutes, 20-30 minutes, you could listen to something before you do your cave time, and that's for those of you who struggle to put pen to paper, yeah, sorry but what was the

[Attendee 10] (34:22 - 34:31)

number of, the third one you said, is it where is there, don't quote me on this, oh yes,

[Rachael Davis] (34:31 - 35:28)

yeah, so I'll repeat them, 86 is the meaning of life, 79 is self-awareness, 61 is don't quote me on this, this is episode 61, and then number 42 is where is there, there's a few that I've used in the past that have really helped me, but the other thing that I've used is sections of books, so if like, for example, if you guys have read Naval already, I've read Naval Ravakan, but there's a few chapters I might tune into, and listen to a chapter, and then from that then start writing, or I'll listen to an episode, sorry a chapter of Jim Rohn, and then I'll write, so it's just to help get the juices flowing, and also to calm your mind, so that your mind stops thinking of work, and what you've got to do for the kids today, yeah, and you can settle and start doing the work, and I think that's really key.

Does anyone else want to ask a question on those tips that I've just given?

[Attendee 1] (35:29 - 35:52)

Everdeen, Everdeen, can you, do you want to take yourself off mute? Yeah sure, actually it wasn't, it wasn't on that, it was on the midweek mentoring, yeah, I'm a bit confused, because on the, on the workbook it says you have to scan in and sign in, so it's a midweek mentoring for everybody, but you have to register for it, and sorry, the one next week with, is it Josh?

[Rachael Davis] (35:53 - 36:29)

Yeah, well that's slightly different, so midweek mentoring is this session where we talk, and we help each other, we help each other get through cave times, and, and the content is how, how you execute it in practice, then in the middle of the month, there's a mid-month mentoring, so if you want one of the trainers, that's Josh or Adam, to help you with a specific challenge you've got in the business, or with, or a specific challenge you've got with cave time, or long game, or if you just want him to sound out one of your business ideas, then you get a 15-minute slot that you have to book on to, they're on a first-come-first-served basis. Can everyone listen?

Pardon?

[Attendee 1] (36:29 - 36:32)

Is it open to everyone else to watch, or is it just for the people who get slots?

[Rachael Davis] (36:33 - 37:12)

Yeah, and I highly recommend you watch them, because everyone else's challenges can be, sometimes they can be your challenges too, so they're very much worth tuning into, but mid-week mentoring, everyone can come from the community, ask questions, get help, and generally what happens in a mid-week mentor is that one of the trainers will share top tips on how they've done the, the particular blueprint, how they've executed it in practice, which is what I'm doing right now, I'm going through these tips with you, and this leads me on to, is there anyone else who wants to ask a question before I show you how I've planned this in my diary, and I'll go into sanity. Adiz, do you want to ask a question?

[Attendee 3] (37:14 - 37:15)

Yes, hello Rachel.

[Attendee 6] (37:15 - 37:15)

Hiya.

[Attendee 3] (37:18 - 38:17)

Right, so I sat down yesterday to do cave time, and then I ended up listening to the Soul Purpose podcast, which went for about an hour and 20, and I got really into that, didn't actually end up doing any cave time, so I wanted to ask you about structuring the cave time, and using the separate, the separate parts that they went through in the, in on the workshop day, would I literally, because I'm, I'm a messy guy, I'm sort of, you know, I kind of do one bit from one place, another bit from another thing, is it something that I'd go through from literally the first part to the last part, and like each cave time session concentrate on the educate part, the validate part, and literally go through each section, because I find that I sit down thinking about cave time, and then I do a little bit of this, and a little bit of that, and.

[Rachael Davis] (38:18 - 40:34)

Yeah, I would, I would be more focused, I would say that the way that I've used the podcast is, I actually do switch it off, so because you've got a limited amount of time, you've got to be quite practical, haven't you, so I would say I listen to 15, 20 minutes of a podcast, and then I start writing. I just stop it wherever it is, I'll listen to the rest of it when I'm on a walk with a dog later, but I'll stop it so that I can start writing, and the aim of the game is just, you might get a bit of inspiration from the podcast, but the main aim of it is it just gets you to slow your brain down, and relax, because you're going straight from perhaps something in the business, or straight from like waking up from sleep, into doing an activity, so I would say that you put a time limit on how long you spend on a podcast, or an audio, you know, agree with yourself, I'll do 15 minutes, and I'll stop, and then I'll get into it, and then I would say that you do want to be focused on the topic, so in my journal here, I've got each topic is, so I've done so far lessons learned more or less keep, and then I've just done a couple cave time with my husband on where we are financially, and those sessions I've done as the specific topics, and I've stuck to them, you want, one of the things to remember with cave time is that you will do something, and like for example, with my more or less keep, I did it, I wrote loads for more, loads for less, I actually went to town on the less, and then hardly anything for keep, and what I found is that I'll probably revisit it, and add some more stuff in, so sometimes you want to make sure in your journal, just a practical thing, you leave a little bit of space to add more in, or you just revisit it later on, and go back to more or less keep when you've got time, because you've got to revisit what you read, and add more things later on, because this all won't come to you in one go, in a perfect lump, it will come to you when you're walking the dog, the other other recommendation I've got is that when you're out walking, walking and thinking, and I know I think Lorene, you like this as well don't you Lorene, walking and thinking is a really good thing to do, take your journal with you, in your hand, all right if it's pouring down, you know, maybe not, but if it's, if it's a decent weather, and you can take it with you, and then if you think of something on one of the topics you've already done, you can add it in, so Rachel,

[Attendee 7] (40:35 - 40:47)

what I do, so what I do, because like say I'm on the school run and stuff, I'm not, I don't take my journal out with me, but what I will do, is I will send myself voice notes, yes voice notes,

[Rachael Davis] (40:47 - 41:00)

that's it, yeah remember, yeah, and that's the other thing, you can, I've got a little recorder of my, I don't send myself a voice note actually Lorene, I know you can set up a whatsapp group with you, with someone else, take them out of the whatsapp, no I just, I've got, oh I've got two

[Attendee 7] (41:00 - 41:06)

phones, so yeah, you can do my personal to my work phone, yeah that's brilliant, and lots of us have

[Rachael Davis] (41:06 - 43:37)

got a work phone right, so you could do that, the other thing I do, is I've got a voice recorder on my phone, and I actually talk into it, if I think of something really good when I'm walking, that's another tip, thanks for the reminder Lorene, but the other thing that sometimes I do, is on a walk, I will actually take my journal with me, and I will sit down on a bench for 10 minutes, and just write what was in my mind, or what I was thinking of, in the sections, but I try and be organised about it, and I try to do things in sections, so I'll go back to more, less, keep and add more to it, I'll go back to lessons learned, and add more to it, I'll go back to reason why, and add more to it, yeah, that you will be revisiting some of these sections, it's just to get you started, so I would do it right by topic, I think it will help you be a bit more structured with your thoughts as well, and the other thing that I do, that some of the advanced lot might do, is I've got two journals, so I've got, this is one journal, this is my messy journal, and this is my PE journal, so when I'm thinking, like I've got lots of things in my head, I write in this one, and then I tidy it up, and put it in this one, so the more structured stuff on topic is in here, whereas if I feel like I'm not quite clear on what I want, or what I'm thinking, I actually add it into here, this one of the things that I do now, is I reflect on the week, on a weekly basis, so every Saturday I'll sit in my reading chair, and I'll write how the week's gone for me, so it's part of my normal practices now, and I've got that to look back on as well, but it is quite handy sometimes to have a less structured journal, and a more structured one, for more structured topics and thoughts, which is what I use this one for, and I know a lot of people on advance have two journals, now you might not want to do that, because you might think, oh my god, I haven't got enough time to do that, and that's absolutely fine as well, so it's however you want to work it, but I tend to have like an unstructured one, that's about, it's a bit more of diary, thoughts, feelings, how the week's gone, you know, what's gone well, what hasn't gone well, gratitude, practices, affirmations, that all goes in my other journal, and then I put my more structured homework for PE in the PE journal, so hopefully that helps as well with tips, does anyone else have another question, or do you want me to go into my Sunday sanity and diary, and show you how I've planned it in, thumbs up if you want to go forward, yeah cool, all right, so let me share my screen, I'm going to share, actually share my, sorry Rachel, I've got a question, go for it,

[Attendee 4] (43:38 - 43:45)

so how much do you use your journal from last year, where you answered most of these questions

[Rachael Davis] (43:45 - 50:02)

already, do you use that at all, or not, or, yes I definitely do, so I've got my journal from last year, which is here, everyone can see that, and all of the exercises that I did in it last year in here, and I go back through that before I'll start the next, sometimes I don't, it just depends, because if I'm doing more or less keep, if some, some of your circumstances, it's amazing sometimes how little your circumstances can change in a year, but sometimes your circumstances can change a lot in one year, so it all varies, sometimes I don't use it to begin with, I look back at it afterwards, so I'll do the exercise first, and then I'll look back at what I wrote last year, you might, you decide what order you do that in, because sometimes I like to see where am I right now, and how am I actually feeling more or less keep wise, you know, and then let's look at last year, have I got some trends in here that were here last year, one thing I did do this year for the advanced communities, I look back at my lessons learned last year, and then I just did an exercise called what haven't I learned, what didn't I put, from my lessons learned last year, what did I not put into practice this year, what have I ignored, yeah, like because that happens, you learn, you write down a lesson learned, and then throughout the year you could, you proceed to completely ignore it, and like I've actually highlighted to myself what I should have listened to, but didn't last year, and what's still for me to learn this year, obviously I'm quite, I must be quite stubborn, and I haven't followed it through, or brought it into my everyday life, and I definitely recommend with the lessons learned, I wrote this time round, I've written loads, but I will reduce it down to 10, because you need to be able to keep it simple for going into the year, and making sure that you've only got 10 to live by, I've actually written down in here, I've got 22, but I will definitely reduce that down, so if you've got more lessons learned, don't worry, but I would break it down to your 10 fundamental ones, and turn them into mantras, because you want to be able to use them next year, and put them into practice, I think my lesson this year, is I need to put them on the wall, so that I remember them, you know, have it front of mind a little bit more, so that's something, how I build this in, so this is a little bit more advanced, some of you might not have an asana as a tool, some of you might be using it, on the, on PE, people use asana, trello, notion, there's quite a few different ones, we do do systems later on in the calendar, so when we get into January, February, March, we'll be doing a lot on systems and finances, but I use Sunday, my Sunday sanity goes into a project in asana, and in here I have a list, I just want to walk you through, if it'll, if my technology will let me, here we go, there we go, what my Sunday sanity looks like, so I do a couple of things, and I picked this practice up off Christmas, so sometimes I ask myself for that week, what do I need to sacrifice this week, for the sake of execution, if anything's been creeping in, that I'm doing too much of, I put it in here, so it's a good like practice, in terms of having the time to get everything done, I've been trying to do lunchtime, cave times, that's been my focus this week, and I score myself on my Sunday sanity every week, how well did I do, and how many of my high value top tens did I get done, then I look at what my wins were from the week before, so what did I do well, you know, what got done really well, and then if we will talk about, so don't get too wrapped up in this, we do time tracking on, later on in the calendar, it will be when we get into systems, it'll be something we get you to do, and look at time tracking, where do you spend your time, I've actually had a break from toggle recently, and I'm just getting back into it, and then lessons learned from the week, you know, what, is there anything I've learned from last week, that I need to bring into this week, and then I always check out my calendar, so first things first, what's in your diary already for Sunday sanity, what do I need to navigate around, and if you're a mum, or you've got children, there might be things that you've got to do for the children, you know, how do you navigate around those, then I always look at my quarterly targets, now not to go into too much detail, but on advance, we do something called game of four quarters, and in game of four quarters, we plan out our quarter, now what will happen for those of you on the program, you will, once you start putting your, you know, once you've planned your strategy, and you've planned what your targets are going to be for the year, you'll be then working out what you need to do every quarter, to hit those targets, and you will meet us on this, a little bit further down the line, and that's all that we're doing on advanced, is we're looking at our quarterly targets, what do we need to do for this, this quarter, and then this month, and then what needs to go into our weekly Sunday sanity, obviously always be thinking of what you can delegate, if you've got team members, and then I always measure how much of my top 10 high value tasks are going to move the needle forward for me and my businesses, what's really strategic that I'm putting in to my Sunday sanity, and I measure it in terms of a percentage, then I always think about what books I want to read this month, and this generally stays on for a month, but like what am I focused on doing, what podcasts am I listening to, what books am I going to tune in with, and then this is my top 10 for this week, now as you can see on here, just to show you, some of it is for this, for PE, but some of it also is all my cave time sessions, some of the actions that I want to take based on the information that Dan gave us in that economic update, like talking to a financial advisor, looking at single let long leases in Nottingham, that kind of stuff is on here, so all of my actions are in here, and they are all planned into my diary, so let me show you my diary, let me see if you can see it if I bring it up on the screen, let's see if it's there, shout, I want somebody to tell me whether you can see my diary on the screen, so can you see my diary on the screen?

[Attendee 10] (50:03 - 50:04)

No.

[Rachael Davis] (50:04 - 55:08)

Yeah right, hang on, let me stop the share then, and let's get it back up on, so all I've done is every week on a Sunday, I plan in when I'm going to do things, right, so this is my diary this week, yes it does look quite busy, so each day of this week, I've got in here like when I'm going to be doing cave time, so as you can see my cave times at the moment, they're not planned in early mornings, they're planned in during the day when I can fit them around all of the other activities that I've got to do for the children, for the businesses, not all of my, you know, all of my work that I need to do for my businesses is in here as well, I don't do a lot of HMO work anymore, it's all delegated out, but all of my activities, I've set up a rhythm, so on a Monday and a Wednesday, I do my calls with my team on my HMOs and set them up, Mondays is a setup day, on a Wednesday it's my check-in, and then on a Friday, my team will just sign off with me on email or on WhatsApp, all of the other tasks that I want to do this week are in here, so all my cave times are built in, as well as anything that I do sport-wise is in here as well, I do a lot, all of my sport tends to get done early in the morning at six o'clock in the morning, that's why I'm not doing cave times at that time in the morning, I'm at the gym generally, and then everything's planned in advance, so I looked at my diary this week and I planned everything in, so every task that I've got in my asana is actually manually in my diary as well, so that I can see what I've got to do and when I've got to do it, and then when I've got to the end of the day, if there's a specific set of tasks I haven't done, then those tasks are then moved across to another day, so it gives you a really good idea if you do this manually and plan it all in your diary, like each task of those 10 high value tasks get them in, if you miss one then you know you need to move it to another part of the week, and that really helps you understand if you can fit it in, yeah, already I don't know if you can see this here, but on Saturday I've got a couple of things here that actually we did manage to do, so I can put that back in, but I've got something here that I've not been able to fit into my diary, that might be something that I don't get done this week, this week, that might have to go into next week, so it just helps you manage your week, but what I highly recommend that you do in terms of excuses, make sure you've planned it into your diary and you know when you're going to do it, the other quite thing that a lot of the people, a lot of people on advance do, they also, you know, have a rhythm to their week, so they plan when they're going to do team calls with team members, they also plan when they're going to plan meetings, so do things in time blocks is a recommendation to help maximise the amount of time that you've got, I do, I have certain days to certain things, so on a Monday is when I do HMOs and anything to do with my buy select portfolio, on a Tuesday I do everything for property entrepreneur, on a Wednesday is generally our new business Wednesdays and Thursdays, I genuinely do stuff on new business activities and then on a Friday is a clear the decks day, so it's what haven't I finished that needs to get done on a Friday, so I find that a rhythm works really well for me, some of you might be really good at time blocking and doing the same types of activities in one block, I often do a session called quick wins where all of the small jobs that I've got to do are done in one, in a one hour session, I just smash them all out in one hour, phone calls to, I don't know, domestic in general or phone calls to, if there's, if you're still doing phone calls to tenants or a phone call to a supplier, you know, all of those little things, anything to do personally that you've got to do, get them all done in one go, that's the kind of things, that's how I do it and that kind of time blocking allows you to find more space to do things like cave time, and this is what we call a default diary, so for some of you on advance you'll know what that is but for some of you on the program you may not have a default diary yet, but it's worth thinking about when is the best time for me to do certain activities on certain days, you know, when, what, if you've got three businesses you might want to do one day on each business and then one day on new business ideas or new strategies, you know, how do you want to organize yourself and then also in between that it'll give you a better idea of when you should fit in cave time, but time blocking will help you save a bit of time, don't be planning meetings half an hour before each meeting, spend two, one or two hours on a Monday maybe planning all of your meetings for the week, you know, if you plan meetings, yeah, it just gives you an idea of things that you can do, you know, maybe you have a research day, I do research on a Friday, I do research on a Thursday, whatever it might be, you can maybe decide for yourself a rhythm to your week, do some time blocking, that'll give you more time to fit that hour of cave time in that some of you are trying to find, does anyone have any other questions on that, do you want to unmute yourself, I'm going

[Attendee 6] (55:08 - 55:15)

to just come out of this for now, do you want to, Christine, do you want to unmute yourself and ask

[Attendee 4] (55:15 - 55:32)

a question, can you, or maybe, sorry, I didn't have a question, although thinking about it, I am a star creator, I just can't do tasks like you do, yes, that's fine, but you know what,

[Rachael Davis] (55:32 - 55:48)

if you can't do it to that degree, I would say having a rhythm might help you, so instead of into time blocking and like chopping out large swathes of your diary, because it makes you feel ill, I understand, what I suggest you do is think about a rhythm, what rhythm can you have, like,

[Attendee 4] (55:48 - 56:00)

can you do different things on different days, you know, I like that idea that you've just given about different days, different tasks, or type of tasks, yeah, and then all you'll need to do,

[Rachael Davis] (56:01 - 56:37)

Christine, and this won't hurt you too much, is put it at the top of your diary, just to say this is a buy to let day, this is a HMO day, this is a new business strategy day, this is cave time day, maybe you want to do a whole day on cave time, it's up to you, you know, you can structure this in any way that you think works for you, and this part of this midweek mentoring is just to give you the validation to go off and do that, it isn't that you have to do it in a certain way, you have to do it the way that works for you, you're all different wealth dynamics, some of you, like, if you're a steal, you might love planning every inch of your diary, you might really enjoy it, so it just depends. Everdeen, do you want to ask me a question?

[Attendee 1] (56:37 - 56:47)

Great, thank you. Okay, I'm just going to sound really, I don't use a diary, because I like, what's your diaries, and what, it's on Microsoft, is it on Google?

[Rachael Davis] (56:48 - 56:51)

No, I don't use Google, but Google Drive, Microsoft OneDrive.

[Attendee 1] (56:53 - 57:12)

Right, sorry, I didn't even know it was there, sorry, it's, it's, what, Microsoft Google Diary? Yeah, mine is, no, it's Microsoft. Right, and all those questions are on Asana, see, I have them on my to-do list to learn these things, but I'm not, you know, that's what I say.

[Rachael Davis] (57:13 - 58:45)

Yeah, and also, do remember, we're going to cover all of this later down the line, remember, I'm on Advanced, I've been on it a few years, I have different practices now, because I've been on the, in the community for a long time, I would say that for the beginners, you want to be putting everything in your diary, so pick your top 10, your top 10, just as a reiteration, should be, your PE homework should definitely be on there, at least five of the tasks should be property entrepreneur homework, if, if not, you can put some more in there, you know, especially if you're doing some research on a strategy that Dan Hill talked about, and I highly recommend that you do, you know, his strategies, I've seen time and time again on, in the community, people do significantly better, because they've employed one of the strategies he suggested. So, you know, if you've got, you know, one of the tasks might be five cave times, and one on researching a new property strategy that you've not thought of before, until you've heard it on the, you know, at the workshop, and then the rest of your high value activities should be things that move your business forward.

So, if you're in the middle of doing a property deal at the minute, it might be meeting with an investor, it might be, you know, dealing with the solicitors, you know, wherever you're up to, some of you in the process of buying properties, aren't you? So it might be stuff that moves your, you know, your property project forward, it might be something to do with the team, you know, you might have a problem with a team member, you might have to have a difficult conversation, it should be high value stuff that will really help you in your business. And that's what you should put on there.

And then as a beginning practice, you should be putting in your diary. So where in the day you're going to do that.

[Attendee 1] (58:45 - 59:11)

That's one more thing, Rachel. So I'm so embarrassed. I can't really read my own handwriting, and it sounds really, I can scribble away for hours and really get an insight.

But then when I come to read it back, it's really difficult. So I kind of, I think a long term journal for me is very, very challenging. Like, I mean, I somehow have read most of my notes in the workbook.

But it's really challenging. I know they don't want you to do it on computer.

[Rachael Davis] (59:11 - 59:27)

But what do I, you know, I do it, I think create a journal, you can get compute, you can get digital based journals. Yeah, 100% do it. You've got to do what works for you.

And that's the most important thing. If you get anything from this is that there's no wrong way to do cave time. It's got to fit in with how you do things.

[Attendee 1] (59:27 - 59:45)

And that's the idea of having to because the scribbling one, that's great. I do. There is something that comes out when I scribble by hand.

It's just I want to come back to it in a week or two weeks or anything. Forget it. Yeah.

It's almost like getting the ideas and then transferring them onto something that I can read later.

[Rachael Davis] (59:45 - 1:09:40)

Yeah, definitely. I just do what works for you. And then finally, just to say, as we're finishing this conversation is that there is no wrong way.

You've got to get this to fit in with you. The other thing that you're heading towards just wanted to make you aware that all of this is leading to a strategy document that you're going to create at the end of December, going into January. So that's what you're working towards.

It's like your life and business plan. And in Christmas is going to show you his life and business plan, which covers all of the things that you're talking about. So and your we'll be talking about year of some personal and professional objectives over the next couple of months.

The reason why, what success looks like to you this year, what rewards you want, what your challenges, what your experiences are going to be in the year ahead, what handful of habits you're going to bring into the year to make you a stronger, better, healthier version of you, you know, what money you want to make, what your targets are when it comes to money, you know, what you're the sacrifices you're going to make to deliver on what you want to deliver on. You may even have a vision board and your long game, what your values are, what's important to you, you know, what your headline strategies are going to be for your business, what your distribution of focus is going to be like, how much time you're going to spend on different things.

You're going to have a fully worked up plan by the end of December, and that will go into a strategy day presentation that you present to your peers in the January workshop. And that's where you're heading towards. So all of these exercises that you're doing right now are leading towards that place where you will have almost like a life business, a life plan.

You'll have one for your life and what you want your life to look like in a year's time, three years time, five years time. And you'll also have a business plan for what you want your businesses to look like in one year, three years, five years. And that is where you're headed.

Some of you will produce a booklet on it. So like you'll have a document and some of you, you'll see, I'm sure Chris will show you his, he actually publishes his, he prints it off and has it on his desk. Some of you will have a word document.

Some of you might have a printed document. Some of you, it'll be a PowerPoint presentation, however you want to do it. That's, but you'll have something that has a plan that you've created off the back of all this cave time.

And it's just worth you being aware that's what you're working towards. But what we're trying to get you to do is do it piecemeal, step-by-step, doing these exercises, creating this information so that you can pull together your personal plan and your professional plan for the year ahead and then the next, and the next few years ahead. And that's where you're headed towards.

Your long game, has everyone seen a long game? Do you want to, I can show you mine, but you know, you will be creating a long game. So the long game, let me just show you, bring it up on the screen, looks like this before we finish up.

This one is mine. See if it comes up on the screen. There we go.

So this is mine, but behind this long game, I've got a financial fortress plan as well and a business plan. So it's not the only thing. It's just a visual of what I'm hoping to achieve in the next five years.

And you can have, we'll give you the template for this. This is where you're headed towards. This is what all of this work in the Cave Times is going to help you produce.

So you're going to all have something like this by the end of December. And it might seem a bit unrealistic at this point, but you will do, if you follow the Cave Times and do the homework and put the effort in and prioritise it, you will have this level of clarity on where you want to get to. So that's just worth me bringing up.

Does anyone have any final questions before I recap on what the tips are? Everyone all right? And anyone from advance, does anyone want to bring up something that I haven't?

Because remember, there's loads of people on this call who actually are going a second, third, fourth time round the track. Does anyone want to add anything that they found particularly useful? We are good.

All right. So we're going to finish there. So just to recap, key things are, be okay with being uncomfortable about this process.

If you're a bit nervous about what you're going to write or what you're going to find when you go through this process, that's absolutely fine. So be comfortable with being uncomfortable. It's exactly where you're supposed to be.

There's power in places. If you haven't got out there and gone somewhere else to do a Cave Time, please try it. You will be amazed by the clarity and the inspiration it gives you.

Use some things to help you. You can't go straight into Cave Time without having a detox moment. So listen to a podcast for 10 or 15 minutes or a chapter from one of the books we've given you, and just decompress, slow your brain down, get some inspiration from what you've heard, and then just start writing and go straight into an exercise.

Make sure you are clear with the exercises that you're doing. Don't go into a Cave Time doing little bits of everything. Just stick to, more or less keep, lessons learned.

What success looks like to you, reason why, who your heroes are. Review the last five years. Where are you now financially?

Where are you? That where are you now, I've got to say, I've just done it. It's really grounding.

You might feel like you've not achieved enough. Yeah, right now you might be thinking, I haven't done enough. I haven't done this.

I haven't done that. I felt the same way. We went into it and actually me and Paula are in a fantastic position.

I don't know what I was worrying about. So it's a really good way to ground you and get you started on thinking about the rest of the stuff. Highly recommend you do that sooner rather than later, the way you are now.

And then execution. Plan it in advance on a Sunday. Get it into your diary.

Work out where in your diary you're going to do these. Are you going to do it early morning? Are you going to do it lunchtime?

Are you going to do it in the evening? What works best for you? Are you going to do one full day of Cave Time?

Are you going to do five exercises in one day? How are you going to do it? 20 minute sessions.

If that's all you've got the time for, then make sure you're very specific on what you're doing. And then plan it into your diary and then make sure your Sunday sanity has got your Cave Time homework on it, as well as some of the high value tasks that you need to do. Yeah, it's now, if you need to leave because we've done an hour, absolutely let yourself out of the midweek mentoring.

The session's done. And then just make sure that at the start of each workshop, you're putting in your book what actions you want to take. They could be from your action notes, what the homework is, so you're very clear on what you've got to journal because we'll be in the journals for the next three months now.

So it's good to write the information from the workshop in your journal and make sure you unpack the workshop and go through, go back through it, read back through your notes. It doesn't take that long, 30 minutes to an hour the next day. It will really help you.

And then, you know, if you're using a management tool, you know, Asana, great. If not, just do it manually. Pick 10 high value tasks, plan them in your diary, write them down somewhere visible and then just get working through them and tick them off as you go.

I've got this. You'll get one of these one day. I've got a little action board that's right in front of me and I tick them off as I finish them across them out.

Feels good knowing that I'm on track. I've done three out of 10 so far. It's Wednesday.

I've got more to do. Some of them are things I have to do this week that are important and most of them are high value tasks that I've got to do with my homework. And I think walking and thinking, recording voice notes to yourself and having two journals, one for a brain dump and one for more structured thinking is helpful.

And then remember you're towards this strategy day planning. You're going to have a business plan, a life plan. That's what this is all a culmination of, but you're going to do all the work piecemeal bit by bit every week and a couple of cave time.

Make sure you do some cave time with your partner. You're all, if you've got a really in a relationship and you've got a business partner, make sure they're involved. Make sure your children are involved if they're old enough.

And also the other thing, if you've got an accountability partner, you can do sessions with your accountability partner and sound out ideas like their observations of you and where you are. That kind of stuff really helps. I've got four people I do an accountability group with and we have a cave time session together and we talk about where we think we are and where we want to go.

And we ask each other questions about whether that's realistic, viable. Are we in the right place for it? And we kind of bounce off each other.

So that's another thing you can do. Even now you could do that with your buddy. Yeah.

So you could do that with your buddy. And don't forget to read back over what you've written and re-highlight and revisit your old journals and highlight any themes there and also go back to things. So if you haven't quite finished more or less keep or another exercise, just make sure there's enough space left to add more information when you go on a walk and you think about something, you can add it in later.

You certainly will be reiterating some of this as you go along. So leave enough space to add more or even just revisit it if you want to and add more detail elsewhere in your journal, that's fine. Because when you read back over it, you'll be able to highlight those things that you've written.

That's just an overview of what we've talked about. Any other burning questions, let me know. If not, we have finished our midweek mentor session.

Hopefully you found some of that valuable and helpful. And anyone else who's got any more questions and we've missed them, put them in the Facebook community and we'll help you as you go along. But I do understand it isn't always easy to do this, but it's fine.

It's meant to be hard for the tempos, for the steals, the ones who aren't great at visioning and planning, you know, the big picture, it will be difficult. But for some of you like dynamos, you might have too much information and that's all good. Yeah, that's it finished in.

Does anyone else want to ask anything or we can finish on a round of applause. Thank you very much. Thanks for your time, Rachel.

[Attendee 3] (1:09:40 - 1:09:41)

Really good.

[Rachael Davis] (1:09:41 - 1:09:47)

Thank you. It's a pleasure. I'll speak to you all soon in the community.

Yeah. Bye now. See you all.

[Attendee 11] (1:09:48 - 1:09:49)

Ciao guys.

[Attendee 6] (1:09:49 - 1:09:56)

Bye bye. I'll stay on. See you all later.