**25-10-2023 - Video\_Transcription**

[Shiv Haria] (0:03 - 27:38)

We've not got that much time left before we get to the end of the year, and today what we're going to be covering is the long game. So we covered the long game in the session with Dan a couple of weeks ago, and hopefully, can I just get a show of hands, who's had a chance to start looking at and start going through their long game? A couple of people, yeah okay, so it is one of those things that's, you know, it's at the end of the workbook, it's definitely kind of like an advanced strategy, you know, getting the things like more, less, keep, done, what is success, all of those things, they're the easy ones, and we definitely want to get those things done, I think first.

Eventually, once you've understood what that all looks like, we then want to move into the more advanced stuff, which is looking at how is this going to play out over the longer term. For those of you who are dynamos or blazes, can I just get a show of hands, who's dynamo or blaze? Cool, about half of the room, so half the room that wear a green or a red lanyard, dynamos and blazes, you might find this a little bit easier, because perhaps generally speaking, you find it easier to think about the future, and you find it easier to think about big picture.

The ones of us, people in the room who are more tempo and steel, so the yellow and the blue lanyards, we tend to focus much more on the immediate future. And so we find it a lot easier to look at what we're going to do over the next one month, three months, five months, or even year. But then when you start looking at what we're going to be in five years time, it gets much more hazy, much more difficult to plan.

So we're going to be covering the long game. How it works, if you remember, is we assess ourselves against the wheel of life. Do you remember the wheel of life?

Hands up, show of hands. Perfect. Can I just have a show of hands as well?

Who, when they did that wheel of life exercise, realized that you've got a flat tire somewhere in your wheel? Show of hands. Perfect.

Good. So I'm not the only one. So we'll all have a flat tire.

And remember what Dan said, that we don't need to necessarily fix the problem if it's not a problem for us. So the aim of the game is not to have a well-rounded tire. The aim of the game is to assess ourselves against each of those areas of our life and decide consciously what do we want it to look like over the next year and then over the next five years.

Does that make sense? Perfect. So the long game, we want to assess ourselves against those areas in the wheel of life.

And once we've done that, we can also then add in some of the other areas from our business plans and things like that. So the wheel of life might say things like, you know, where's your career going? What does your physical environment look like, et cetera.

But you might want to break that down a bit more. So, for example, in career, it might go into, well, or finances even, it might go into. Sorry, guys, can I just get you guys to put you all on mute for the time being?

Perfect. So you might want to just get into when we look at the finances, instead of just looking at finances in general, we might want to look at business cash flow, for example, or business profit or business, obviously, your assets. It could be your personal assets, it could be your business assets.

You might also want to look at passive income. How much passive income do you have? And the answer to this is that there is no right answer.

It's whatever feels right for you. So what you don't want to do is you don't want to have, as Dan has said over and over again, metrics that are up there just because someone's told you to put them up there. It doesn't make any difference to you.

So when I first did this, I used to basically copy other people. They said, oh, we want to know about how much profit we're going to make. At the time, I was building a cash flow business.

And so my profit numbers were kind of zero. And what that meant was, when I then tried to extrapolate that out into sort of year three, year five, I was just putting random numbers down. Oh, wouldn't it be nice to have 100 grand?

Wouldn't it be nice to have 300 grand? It's just random numbers. So as we know, nothing should be arbitrary.

The whole point of this, we're doing something that relates specifically to us. And so we need to ask ourselves the question, which of these areas are going to be useful for us? What's in our highest priorities?

And then secondly, when we break those areas down, which of these numbers are going to be the right number for us to look at? So again, I just look at finances because it's nice and easy to explain. But are you going to be looking at right now, how much profit you're making?

If you have a profit business, that might be a good idea, because you know that if you're at the profit level, then you've already met your base level cash flow, you're now working on your profit level. And the point is to extract that profit at the end of every year and invest that into assets. Okay, so if you're at the profit level, you want to probably be looking at how much profit you're making.

On the other hand, if you are already making good profit, and you're now looking at taking that profit and extracting it, you no longer need to worry about whether you're going to make profit, it's just more about how much profit you're going to make every year, we now need to then focus on the asset level. And so that then comes down to either it can be what level of assets do I want, you know, whether it's going to be 500 grand, a million, 2 million, 3 million, whatever, or what I specifically like better than the level of assets is the passive income that I'm going to generate from that. Because, you know, I don't really care whether I've got 2 million or 5 million worth of assets, I just care about how much money is going to come into my account, if everything stops tomorrow.

And even when we do that, the passive income can be, as you all I'm sure know, different levels of passive income. If you have passive income from HMOs, it probably goes like this. And if you have passive income from, you know, commercial property, it probably is just like this all the way along.

So what I look at specifically is I have a bunch of HMO properties and a bunch of properties in company. But because I started purchasing a lot of my portfolio before the tax changes came about, I have a lot of my portfolio in my personal name. And those are all single let properties.

So just nice, steady, single let properties that just do their thing. We've just put all of those single let properties onto housing association leases, so long term, five year leases. And what that means is that for the next five years, we're going to have a steady cash flow all the way through.

And that's the passive income that I'm counting. So what I'm not counting is passive income that we're making in the businesses, you know, whether it's through property or other. I'm also not counting passive income that I make on my HMOs, because for me, it's like, well, it could be up, it could be down.

I don't really care about that. What I really care about is if everything ends tomorrow, how much can I guarantee that I'm going to be getting every single month? So and this is partly because I'm a tempo and tempos and steals look at kind of like worst case scenario, whereas maybe the dynamos and blazes amongst you will be looking at the opposite the best case scenario.

Now, I want to help you guys understand is if you get this right, that where you could be is in five years time, you're going to draw out where you want to be in five years time. And if you get this right, you're probably going to be there in three years time, you might, you might get there in five years time, but you probably will get there a lot sooner. And the reason why is because you guys already know this, when you have a vision of where you want to get to.

And when I say a vision, for some people, it can be words that resonate with them. For me, and probably for 90% of people that on this call, is pictures that resonate with them. So in earlier in the workbook, it says what is success.

And we write all these things down, you know, we do a brainstorm, whatever, here are all the things that success look like to me, one of the things that I do is I try and paint a picture in my head of what does that look like. And perhaps the way that I do it is I try and imagine someone who is already there for me, because it's a lot easier for me to imagine what that's going to look like when I can just basically model somebody else. So I'm trying to draw a picture in my head.

And that's exactly what we're doing with the long game, we're trying to draw a picture in our head of in five years time, what's this all going to look like? You know, am I going to be and I'll share this with you guys, actually. This was a picture that I had a long time ago, the picture has changed since then, but it's still the direction that I'm going in.

The picture that I had was I was on a runway on a tarmac of a runway. And there was a plane in the background, it was obviously a private jet, no desire to do this anymore. But I'm just giving you an idea.

There was a jet there, I had a Rolls Royce that was dropping me off, you know, I had the the what you call it branded bags and all that kind of stuff. And this is just like, partly a picture that I concocted, but probably more importantly, a picture that I've seen somewhere that I've turned into my own picture. I had this picture in my head about 10 years ago.

And I was like, that's the direction I want to go in. And of course, what will happen is, as you move in that direction, every year, you're going to be updating this plan. So every year, you're going to be going, actually, that's not what I want.

I want more like this, I want it to be more like this. And as a result, I've kind of moved away from that picture, but I've moved in the direction of that picture. Does that make sense to everyone?

So if you get this right, you will absolutely be creating a vision for yourself. And by definition, because you've created that so strongly in your head, I'm sure some of you will have heard these words before, the universe will conspire to make it happen, the universe will get out of your way. And it was because you're already subliminally thinking about it in your in your mind, you're going to move in that direction.

On the other hand, if you get this wrong, so what I mean by that is, either number one, you just don't get round to doing this. Or number two, you create a picture that is a picture that society wants you to have rather than one that you want to have, then I guarantee you in five years time, you will end up in a place where you hate your life, you're probably very successful, but you just don't like it. And what's the point of being there.

And the fact is, you'll have wasted five years trying to get there as So let's not try and do that. Let's try and do this, which is start to create a life that we want a life that is by design, not by comparison. And that all starts with that five year vision.

Does that make sense? Perfect. And then what I want to do is I want to talk you through how I did it.

And the first thing to say is that the first time you do this, if this is the first time you're doing this, this is going to be quite a challenging piece of work. The reason why it's the advanced courses in like later on in your workbook is because this five year plan probably takes the same amount of time as all the other exercises put together. It takes a lot of work.

Why? Because what you're doing is you're trying to work out what your life is going to look like in all these different areas of your life in five years time, but then also in four years time, in three years time, in two years time, in one year's time. And so you've got the take of argument 20 to 30 boxes to fit in.

It's not just one box that you're trying to fit in. And as a result of that, it's going to take you some time. So if it gets difficult, don't worry.

That's the first piece of advice I've got for you guys. The second thing that I found is when I first did it, I just couldn't fill in all the blanks. I just didn't have enough information, especially when we're told like don't make stuff up.

You know, I knew that I wanted to get to this much income or profit in year five, because that would pay off my properties that I had in my personal name. And that would allow me to have this income, et cetera. So again, it's not, it's not arbitrary.

It's very, very exact. This is what I wanted to get there. But I didn't know.

And I knew that this year we were going to have this much profit, but I didn't know what the numbers in between were. Can anyone relate to this? Like, you know, where you're trying to get to, you know, we are right now, but you don't know what the things in the middle are.

You don't know what the steps in the middle are. That's okay. What I would say is you want to write down all the things that you actually know, and the things that you don't know, just be okay with having gaps.

It's completely okay to have gaps. And the reason why I say this is because what's going to happen, like a crossword puzzle, you're going to start filling in words. And as these words come in, you'll go, oh, I now know six down, because I've now got one of the letters from seven across.

And so you will then be able to fill out that word. And then you say, well, now I've got six down, I now can get eight across. So as you start working on this, you will be able to slowly but surely build out the entire five-year plan, even if it's just by saying, right, well, I'm going to make 100 grand in year two, I'm going to make 300 grand in year three.

So like, by definition, I'm probably somewhere in the region of 200 in the middle year. Does that make sense? Perfect.

So one is don't be afraid to start plotting things in random places. And, and leaving gaps, it's completely fine to leave gaps. The second is trust the process that as you go through this process, and you leave your gaps, the other gaps will start to make more sense to you.

So as you go through this process, you'll start going, Oh, I know the answer to this question. I know the answer to where I want to be here. Another example, just for you guys would be, I know that I want to have kids in the near future.

So I want to have a kid here. And then I also know that, you know, typically, this is what I've heard, at least for those of you who have kids, that it's good of you to leave a two year gap before you've had your second kid from when you have your first kid, kid. Okay, okay, great.

So first kid will be there, leave a gap, and then second kid will be there. That means by definition, I'm probably going to be busy in the kid years. So I'm going to get a little bit less work done, I'm going to get probably more work done in, in other years, that allows me to start putting my life in line with my work life, basically, how is this going to fit together.

And one of the piece of advice I have for you guys is, remember that someone said to me, was it yesterday or the day before, that I want to, you know, work this many hours, I don't want to live this many hours. And I said to them, this is all life, there is no work and life, there's no, you know, especially for us entrepreneurs, there's no like, that's my work. And that's my life.

If you work somewhere, then that would be the case. But because we're entrepreneurs, this is our life, we can create it how we want to create it. One of the things I'm toying with right now is, you know what, do I want to go down to having a 20 hour work week next year, part of the plan is to have kids, if I have a kid, maybe that's a good thing to do, I don't know.

And as I start to play that in, because I want to have a 20 hour work week, it means that by definition, my team has to be able to take on the slack. So I've got to grow the team to a certain number of people. And if I grow the team to a certain number of people, I've obviously got to make the sales to make sure they can support the team, I can still make the same kind of profit.

So you can see that just because of the fact that I said, I want to have kids, I now have the answer to the kids question, I have the answer to the number of people in my team question to the amount of profit, I'm sorry, the amount of revenue I need to make, maybe the amount of profit that I need to make. Maybe this will also give me an idea of what my year of is going to be about. I mean, like, perhaps the year you have kids is the year of having kids, I don't know.

Likewise, it might give me the idea of what my headline strategy might be. So for example, for the year ahead, I'm thinking in my head, maybe the headline strategy for next year, before I have a kid, is to ride the rocket, because I need to get the sales coming in, so that I can get the revenue up, so that I can afford the team, I can continue to make the profit that I'm making right now and work less hours. Does that make sense?

Or it might, if it's not ride the rocket, it might be to be the conductor, the conductor is all about stepping back and saying, I don't want to play the musical instruments anymore, I want to conduct the team and get them to play the instruments. Does everyone get me? Thumbs up if you get me.

Fabulous, fabulous. Cool. So like I said, you've got to use the wheel of life, all of the things in the wheel of life should be at the top, and then you can break those down further.

So for example, when it says finances, we can break that down to profit, we can break that into revenue, business, we can break that down into team members, we can break that down into rewards, achievements, so which awards you want to win. When it comes to the life side of things, what I found is that when I say rewards, a lot of my rewards were just travel orientated things. So I just changed the title to travel rather than rewards, because I don't really, you know, get a kick out of buying stuff.

But I do really love going traveling. So that's what I ended up doing. And then remember, the second point as well, is that this is this is all life, there is no like work here and life here.

This is all your life, and you're trying to design it. So the purpose of this five year plan is to say, this is what my life is going to look like over the next five years. And just bear this bit in mind as well, every year that you go around the track, you're going to go through and you're going to iterate this plan.

So things will change a little bit. Now when they change a little bit, it means that by the time you get to year five, if you had just done the plan today, and then tried to get to year five, you would be probably in a completely different place. If you do the plan today and keep changing and keep changing and keep changing every year, by the time you get to year five, you're probably going to be pretty spot on because you've continued to amend it every single year to move you in the right direction.

And it may be that over the next five years, your plans change, it may be that they don't change. I had planned previously, like, I want to buy my forever home by the time I, you know, because I found that it's quite difficult to get the money into a personal name unless you are paying a high rate of tax. So there's all these things that you've got to think about as you're going through this process.

But it is a iterative process. And you've got to spend a couple of sessions on it. So don't try and get it all done in one session.

Do a little bit, put some answers in, go back, have a think about it, come back again, do a bit more, do a bit more. And you're just layering all of the answers one on top of the other until you have a full plan. Does that make sense?

Fantastic. Results. Okay, so I wanted to give you an idea of some of the results that I got from from doing this process myself.

One of the things that a nice easy one is health. I knew that over the next five years, or over the last five years, I went from being basically 30 years old to 35 years old. And I thought, well, I know that people always say to me, because I remember my 30th birthday, I woke up and I brought everything, hey, eight, I was like, oh, it's hurting.

And people said to me, you really need to start focusing on your health when you get to 30. So I said, Okay, yeah, one, I'm going to, you know, get to the gym and do all of that kind of stuff. Year two, I'm going to start doing some some running, so I can start getting my fitness up year three, I'm going to, I want to start doing some martial arts, because I really want to be able to like get to a place where if I have a family, I can protect my family.

Year four, I didn't see this coming by iterated this last year, a lot of the people on the board that I'm on, we're running the marathon. So I said, Okay, well, why don't we make this a marathon year, we really start taking running to a different level. And then year five, I wanted to I did a bit of martial arts, but I wanted to get back into it.

Year five will be next year, and do some more jujitsu next year. And so what I've done this year is made it all about the marathon. And I've run a number of 5k 10k half marathons, and I'll be doing the marathon in about a week and a half time in New York.

And it's just meant like my whole year has been orientated around more than just work. Some of you might be in this position where if I told you what happened two years ago, what was your life? You know, what did you do in your life?

You'll say, Well, I worked. What about three years ago? Well, what about one year ago, I worked.

And what we're trying to do at property entrepreneur is I'm sure you've heard Dan say this. Dan says that imagine that your life is like a book. And imagine that every book every year is a chapter in your book.

Every year needs to have a year of a meaning in that book. Otherwise, people are going to gloss over that chapter. I don't want to read that chapter.

What did you do? I worked for those five years. I don't really want to hear about you working for five years.

Whereas that's the year that I ran the marathon. That's the year that I got my jujitsu, you know, white belt or whatever it was. So these are the kind of things that you can put in there.

Initially, as well, I forgot to mention, initially, you might just have things that you want to do. As in, I want to start running, I want to start doing martial arts. Eventually, you want to start creating these into milestones or goals.

So instead of saying I want to start running, I want to say that year, I'm going to run a marathon, that becomes a goal, then. And the reason why we want to have goals, because then we know we're moving in the right direction. Did I start running?

Well, if I did, you know, three weeks of running, and then I stopped running, I could arguably say, well, I did this, you know, I started running. That's not what we want. We want milestones, I managed to hit this milestone.

And the fact is, like I said, because you're iterating, even if I didn't manage to hit the milestone this year, I just continue next year, maybe if I wanted to, and then I'll hit it next year. So we're creating a five year plan. You guys have all heard this saying that we underestimate what we can do in 10 years.

So overestimate what we can do in a year and underestimate what we can do in 10 years. And this is the same principle over a five year period. The other thing that I did want to do in my life was I knew having seen other people around me do this, that I didn't have to do all the work myself.

So between 30 and 35, one of the things I knew was I wanted to build a team, I wanted to get a world class team so that I could just rely on them to do stuff. And whereas previously, I was, you'll have heard this saying before, I think, Richard Branson says it, he says, you've got to hire people that are cleverer than you. And for a lot of the time, I used to basically be the cleverest person in my company, as in I could do everyone's job better than they could do until I realised that's just my own limiting belief.

That's just because I'm not hiring people that are cleverer than me. And what I then started doing probably about a year or two ago is I started hiring people that are cleverer than me. And this is the biggest thing that I did, because that means that they now drive the company rather than me driving the company.

Instead of me saying, here's all the things we need to do in marketing, they say, here's what we need to be doing in marketing, because they know the answers. I'm the person who's measuring them by the metrics, but they know what the answers are, and we'll go and try different things. So that was one of the things I wanted to do.

And therefore, in one of my year of's, it was the year of the conductor. Forgive me, but as a tempo, I find it difficult to come up with these years. So what I really do is I just look around everyone else, look around the board, and I say, which one of these fits with me?

And someone said, I think Kevin Edge had his year of the conductor the year before. And I was like, oh, yeah, that sounds really, really good. You're conducting stuff rather than actually doing stuff.

And I think I might even come back to that this year. So I'm going to round off with top tips, and then we can go into a few questions. My top tip, the first one, like I said, is that this is an iterative process.

You're going to put some answers in, you're going to go away, you're going to think about it some more, you're going to come back. And as you go through this process, you'll get the answers to all of the words in the crossword. Does that make sense?

Thumbs up, please. Fantastic. My tip number two.

Tip number two is don't be afraid to write down the wrong answer. You won't know it's wrong until you put the whole puzzle together. Sometimes what you've got to do is put that piece down so that you can then start joining the other pieces around it.

So put something down, and then you can iterate it, you can go through it. But don't be afraid to put something down. Don't wait.

This is what I used to do when I first started, and it was really the wrong way of doing it. Don't wait until it's solid in your head before you write it down. In fact, I've got my book here from probably two or three years ago, because I've been on the board a couple of years.

And we had exactly the same, hold on, let me see if I can, we had exactly the same, that one there, which you guys all have. And you can see mine is blank. And the thing is, I was like, this isn't final yet.

I don't want to put it in. So I didn't fill it in. And what I did instead was I kind of like drafted it somewhere else.

I'd say don't do that. Use the book and fill it in. And then once you've done it, you can then finalize it somewhere else on an Excel, if you want to do it on an Excel, in another clean version of that, if you want to do it, or on a piece of paper, whatever you want to do it.

But use that book and write it down in there. My third top tip is use pictures. It's no secret that 90% of us are visual people, we're visual learners, we like to see things rather than like to see words.

So if it helps you, like I said to you about the five year goal, if it helps you to put pictures in there, then just put pictures in there, you can go and find pictures on Google and print them out, you can cut them out of magazines, whatever you want to do. This is like you're creating your own vision board. But you're vision board is like, here's where I want to be in five years time or 10 years time.

What this is, is here's what my life is going to look like every single year for the next five years. So this is like a 3D vision board. This is really in depth.

Does that make sense? Perfect. That's my three top tips.

You can now unmute yourselves. And if you've got any questions, I'm more than happy to take them. Let me just go through the chat.

Take it with you. So Jacob says, I take it you would use things on your bucket list and apply them to you one, three and five year goals. Yeah, absolutely.

So if you've got a bucket list, and you've already created one, absolutely. This is what you need to do. You need to start putting those things into your one, two, three, four and five years.

And the reason why you do this, Adam said this the best. You don't want to wait until someday in the future before you do your bucket list. If you've always wanted to go to, I don't know, Canada and do X, Y, and Z, put it in.

And you might be in a position where you say, well, I don't know if I can afford to go, you know, take a whole month out of my business and go to Canada this year. Fine, don't put it in this year. But make a plan to do it at some point in the next five years.

Because if you make a plan, it will happen. One of the things that I wanted to do in my bucket list was I wanted to go and take, in fact, I literally got out yesterday. I wanted to live abroad for three months.

I wanted to live abroad for three months. And I was like, I don't know where I'm going to do this. I don't know whether my team's going to be able to handle it and all that kind of stuff.

And then this year, I think it was literally last September, I thought, you know what, I'm just going to go and do it. And I spoke to my wife. We decided that January and February, we were in Valencia.

March, we were in Mexico. April, we were in Turkey. And it was just so great to be able to go and do these things.

And now I feel like I said to you earlier, what was my what did I do in that chapter of my life? Well, did I just work? No.

Work was like the side part of it. What I did was I went traveling to loads of different places. I lived abroad.

I've been on Duolingo and been learning Spanish as well. So this was a year I learned Spanish. Happy days.

Cool. Questions. By the way, if you guys, I'm reading them from the chat, but if you have questions, then feel free just to ask.

[Attendee 5] (27:38 - 28:06)

I see. I'll jump in. Appreciate it.

It was really good. Just so I'm at that stage, like you say, where I've done all the rest of the homework. I haven't done the five year looking back or forward.

That's on my for this week, which, as you say, is definitely the chunky bit. How important would you say or how useful did you find doing the five years looking back to doing the forwards? And is there any difference in doing them in any order or any thoughts on that?

[Shiv Haria] (28:07 - 29:35)

Yeah, great question. I think when I first did it, I just did it looking forward and think the second or third year, I then did it looking back as well. And I think the thing that it gave me was the Steve Jobs says it's much easier to connect the dots looking backwards.

And so when you start now and you look back at the last five years, you can go, oh, yeah, that's why I did that. And then I did that. And then I did that.

And this was a nice story that I've made up. And because you can see the story unfolding, it's much more it's much easier for you to when you look forward to believe that the story is going to unfold in the same way, rather than you just putting random things down and hoping for the best. When I did it in the third year, and I actually looked back and I went, there's the story.

And it helped me to kind of go, well, because there's a story, this is the direction I'm going in. So it makes sense for my next two, three, four, five years to be in this sort of trajectory. So my answer to that question would be, do the five years looking back, you don't need to do the five years looking back to the same level of detail as the next five years.

All you want to do in the five years looking back is write the date, write the years, write the dates and your ages, and then put down the milestones. That was the year I got married. I did that there.

That was the year we made the first hundred grand, bought our first property, whatever it might be, put those milestones in there. And that will give you a picture of which trajectory you're going on. And then you can then move into the next five years.

[Attendee 9] (29:36 - 29:36)

Thank you.

[Attendee 7] (29:37 - 29:40)

Perfect. Okay.

[Attendee 3] (29:40 - 30:22)

I've just got a question if that's right on setting the profit goal. So, and I suppose I think I'm following, but just more of a clarification point, really. So if I have some focus on assets and passive income first, which then means you've got to get to a certain profit number to hit that asset.

But I don't know how I'm going to hit that profit number. Is that okay at this point? Because I assume then you come on to business planning and all things like that.

As long as you know why you want to hit that number, that's the point of this exercise rather than how are you going to get there? Because it feels a bit like scary putting different numbers in without knowing how you're going to do it.

[Shiv Haria] (30:23 - 31:51)

Yeah, 100%. That's exactly the point of this exercise. And although I said that nothing should be arbitrary, you're not because you're trying to work out what the end number should be.

And then working back from there to say, well, therefore I need this in order to work back and say, therefore I need this much profit. You'll then have, you're by definition, when we do the business planning, you're going to have to go, well, what am I going to do? That's going to give me that much profit.

And that means that it will take you down a particular route. So I think the way you described it is the right way to do it, which is look at the end goal and then work it through. I didn't mention, but like I said, for some people, it's a lot easier to look at the end and then work backwards.

For some people, it's a lot easier to look at now and work forward. Do both. Everyone should do both.

No one should just start one way and say, oh, I'm a dynamo, so I'm only going to look at the end and work backwards. Look right, if you're a dynamo, look right now and work forwards as well. Do the other one first, do the end and work backwards first, because that will be easier to come naturally to you.

But then you want to look at now and say, well, what does it look like in a year from now? What does it look like in two years from now? Is that doable?

Am I going to be able to achieve that? And like I said, the first time you make this plan, it's long, complicated, scary. In fact, here's a question for you guys, because I found myself doing this on some marketing work I was doing last week.

Have any of you found whilst you're doing this cave time, because there's a lot of thinking involved and you're obviously in a calm place with a coffee and whatnot, that you start to yawn a bit? Anyone found that? Show of hands?

[Attendee 9] (31:53 - 31:53)

Cool.

[Shiv Haria] (31:54 - 35:29)

So last week, I was doing some marketing work, which I just really didn't want to do. It was like, I suppose, boring work. But I remember when I first started doing cave time, it was really hard work for me, because I didn't know how to do it.

And what your brain does, I'm sure you guys know, is when you're doing hard work, your brain says, I'm going to try and protect you. And the first way that it tries to protect you is it distracts you. It says, go on your phone.

That's why we procrastinate, because then your brain distracts you from doing hard things. The second way, if you push through that, and you say, no, I'm going to do it anyway, it says, oh, my God, that's not working. I've got to do something else.

And your brain says, right, let's make you sleepy. And so that's what I used to find is that, you know, you yawn a lot, and it'd be really, really challenging for me. So if you are going through that, appreciate you may not want to put your hand up, but just persevere, get through that, you know, take some water with you or whatever you need.

And you will get through it, you will put something together. Perfect. Let's have a look.

Katie says, I used track 11 from the art of exceptional living to highlight my priorities for the next one, three and five years. I have four goals for each year. Fantastic.

Really, really great way of doing that. Afam says, we are a company that are growing rapidly. We have many clients, however, not enough manpower to serve this.

We're focusing on building processes. However, how would you recommend our next best move should be? Afam, I think we're talking about the five year plan here.

So and I think what you're talking about is probably what we're going to cover, I guess, in the next session or certainly the session after that, which is your business plan. What's that going to look like? So here's where you are right now.

What does you know, you've said here, what should we do next? That's going to be the next stage of this process. Right now, what we're trying to do is a much more higher level overview of here's where we're trying to get to.

What does it look like over the next few years? Because remember, even when we write down the one year plan of where we're trying to get to in one year's time, it's not where we are right now. It's where we're trying to get to in a year from now, which means that we still need to make up an actual strategy for how we're going to get there from where we are right now.

Sorry, Afam, if that doesn't answer your question, then please feel free to speak up. Likewise, Greg, I think you've asked the same question as well. Yeah, Steve, trust me, I've nodded off a couple of times.

And, you know, you think to yourself, like, am I tired? Like, maybe my body just needs to rest. And sometimes, of course, it is that, you know, if you've done a marathon the day before, then maybe it'll be that.

On the other hand, sometimes your brain's just trying to protect you. And I did. I did a silent meditation retreat this year.

And I did one last year as well. It was 10 days of silence. And it's it's really tough, to be honest with you.

And during that retreat, I was very well rested. It wasn't that I wasn't rested. But I just find that we're just constantly yawning and tired.

And the reason why is because, obviously, during these retreats, your brain goes off into a different place. And it's really difficult to kind of be there without having to without being the kind of constant communication with other people. And it's getting a bit scary.

So your brain saying, all right, time to turn the power off. It's basically pulling the plug, pull the plug, Shiva go to sleep. And once he's asleep, he's not going to worry about any of these things.

That's probably what's been on there. Tom says any tips to get to the single goal the year of instead of several goals for the year? Tom, do you want to just expand on what you mean by that?

[Attendee 6] (35:31 - 35:51)

Yeah, sure. Sorry, just to mute myself there. So as I'm going through this, I'm finding I've got sort of 10 different things I want to do in one year.

Whereas what we seem to be aiming for is like the year of being the conductor is just one that's just one thing to focus on for that year. So how do you get to the one thing?

[Shiv Haria] (35:52 - 39:09)

Yeah, so I think. Yeah, just to clarify, I think that we are still trying to do. Yeah, can you hear me?

Yeah. So we are still trying to do all of those or a lot of those things. So it may not be we're trying to do 10 things, but we're certainly trying to do four or five things.

And what we're trying to do is say, what is the overall title that we can put that would combine all of these goals together? So when I say year of conductor, it's because I know that I need to get there because I want to have a kid. So I know I need to have that all working for me.

But there is lots of things that are involved with that. One is about hiring a team because I want to conduct the team. Two is about making sure that I am only doing the highest value stuff.

I think have you guys covered the task triangle? I think in the blueprint, you guys would have covered the task triangle at the top is the high value stuff. The middle is the median value stuff.

The low is the stuff that a monkey can do. What we need to be doing is just doing the top, the highest value stuff. So I've got to create a team.

I've got to be able to manage the team. I've also got to be making sure that I'm not getting sucked into doing the work myself because I do that often where I'm like, oh, well, I might as well just do it because it's easier for me to do it. I need to focus on doing just the top, highest value stuff.

I might also say that in being the conductor, I also want to be the conductor of my own life in terms of like which direction my life's going in. So it's about combining all of the goals that you have together to say what's the word or title or phrase that would bring these things together. Now, for example, this year I wanted to run the marathon as well.

And if I had said you're a conductor, that may not have like completely fitted in, but that's OK. As long as most of it fits in, I think that that's what we're looking for. And most of it fits in.

And also, like I said, what's the most important thing for you? Just think about this. You're going to have your one year plan or your five year plan.

And you're going to look at every five years. You're then going to break this down into a one year plan eventually and say, here's my business plan and here's what I'm going to do for the next year ahead. But that might be in itself still like another two, three, four pages or certainly like five or six boxes across that you've got to look at.

By having this one year of, we are basically amalgamating all of those things and saying to ourselves, I don't need to remember every single one of those targets that I want to hit. I just need to remember that this year is my year of being the conductor. And that will automatically remind me of all of these other things.

It's like the trigger word that will remind you of which direction you're going in. Does that make sense to everyone? So another one that Adam had, I'm just going to mute you, Tom.

Another one that Adam had one of the years, earlier years, was the year of sharpening his axe. And so obviously it was in his business, he wanted to sharpen his axe, but it was like, actually, he also wants to become sharper himself and become physically fitter and all of these kind of things. And the point is, he must have had like five or seven different goals for what he wanted to achieve that year.

But he didn't need to remember every single one of those. All he needs to remember every single morning, you wake up and say to himself, right, I'm here to sharpen the axe. And by definition, he will automatically get himself primed to be in that mood and moving in that direction, because he knows where he's trying to get to.

He knows what the end goal looks like. Does that make sense?

[Attendee 4] (39:10 - 39:33)

Yes, Shiv, I've got a question. Yeah. On the same topic, so you've got the year of and you give it a title.

Do you have that planned out for all the five years coming up? Or do you change that at the start of each year? So you've got an idea of what my next year is going to be, the year of, but do you have a title planned out for the next five years or do you just change that?

[Shiv Haria] (39:37 - 39:54)

Yeah, great, great question. I think that, like I said, when you first start, it's really, really difficult to do that. What I would, I do, I have an idea of what my year of's are going to be.

They will change. I know they will change. But I do have an idea of what I think I want them to be.

Can you guys hear me?

[Attendee 9] (39:55 - 39:56)

Yeah.

[Shiv Haria] (39:58 - 40:35)

Perfect. I do have an idea of what I want them to be. What really helped me to pick my year of is to find out, you know, the seasons that your business is in, so that form, storm, norm and perform.

Realising what season my business was in helped me to understand what year of I should have. Let me see if I've got an example for you. And I say, remember, in case this isn't obvious to you, your year of is your life and your headline strategy is for your business.

[Attendee 7] (40:36 - 40:38)

Year of is for your life, headline strategy for your business. Give me a second.

[Shiv Haria] (40:43 - 43:13)

So I know that this year was the year of forming for us. We've been through a cycle, we perform, we make loads of good profit. Now we're forming again, forming around the new market that we find ourselves in, forming around the new structure.

This year, we've hired a couple of new people. So we're forming. My headline strategy for this year, hold on, where's it gone?

Yeah, was basically level up. And the headline strategy was all about like levelling up the team that I had, hiring the right people and getting those people up to an SMT level, senior management team, which means that they need to have their team underneath them. My year of was my year of being a man.

These two are not correlated or collected in any way. Year of being a man and year of levelling up. I mean, in a way, you could say they've come together nicely, but I didn't think, oh, this is this, so this needs to be this.

I just thought, what do I want to do personally? What do I want to do professionally? I'll go to the next example that helped put things into perspective.

Next year, because this year was my year of forming, next year is probably going to be my year of storming. And I've already said to you guys that actually, if I'm looking to potentially have a kid at the end of next year, then I'm also looking at making sure that I can get the sales going so that I can then have, I can afford to be paying these extra people that I've hired. And so my headline strategy that I'm thinking of right now is something to do with, well, I've said is ride the rocket, riding the rocket, because it's all about storming, riding the rocket.

My year of is coming back to probably thinking about something like year of the CEO, similar to year of the conductor, year of the CEO. It's all about how can I be the CEO of my life, of my work, of everything? I want to be operating at a different level.

I don't want to be operating the nitty gritty. A CEO doesn't do any of the tasks. They sit at the top and they make decisions.

And that's the kind of thing that I want to do. So you can see that riding the rocket and year of the CEO, they're not, I've not thought of this one and then thought of this one all the other way around. They've just gone storm, we're in the storm phase of my life in the next year.

Therefore, we're going to be riding the rocket from a business side, and I'm going to be moving myself up and trying to elevate myself in a personal capacity.

[Attendee 7] (43:14 - 43:23)

Does that make sense? Thumbs up if that makes sense, please.

[Attendee 1] (43:24 - 43:52)

Hi Shiv, can you hear me okay? Just a question on that. Hi Pat, yeah.

Are you doing okay? So is there a year, you know, when you say you've got the, you've got one for your life, one for your personal, one for professional. So do you have year of something for personal and year of something for professional?

Or is it just year of something for personal and then your headlines, you just, do you call the other one? I'm just. Headline strategy, yeah.

Yeah, you just don't call it year of for the other one. It's just headline strategy for the other one and year of for your personal.

[Shiv Haria] (43:54 - 44:11)

Yeah, I'll tell you something, right? I've been on this course for like the last eight years, and it's taken me about six years to get all of that. So don't worry that you're, you're making these things because, and that is literally in the last two years that I've realized year of is for personal, business is headline strategy.

[Attendee 1] (44:11 - 44:41)

Yeah, got you. Yeah, no, that's fine. And thanks for all the tips as well, because yeah, I'm just excited to, to crack on some more tomorrow morning and build out even further.

But I do have a question that's slightly off topic, so it might not be for this, for this call. Yeah. And I was asking some questions on the Facebook group about leasing, back to back leasing.

And Josh and Adam suggested I spoke with yourself. So maybe it's not, it's not for this call and another time. What do you think?

Yeah.

[Shiv Haria] (44:43 - 44:50)

Yeah, definitely. Just send me a message on, on Facebook or Instagram or something like that. And then we can hook ourselves up.

Fantastic.

[Attendee 1] (44:50 - 44:51)

Yeah, that's great. Yeah. Cheers.

[Shiv Haria] (44:51 - 48:12)

Appreciate it. No problem. Tom, any tips to get to the single goal?

And I think I've answered that one. Liam says, once set your goals, do you ever feel pressured in the business by chasing sales and bringing in the money? Of course, Liam, this is the game.

This is exactly the game. Like you set your goals. And now you're like, Oh, shit, I need to chase after that.

I mean, it's no different from saying, right, I need to have a kid, you have your kid, and you're like, shit, I don't have enough space to have this kid, I need to get a bigger house. And, you know, moving up the levels. So, yes, you will definitely feel that pressure.

But here's the saving grace, you're only running a one year race, you're creating a plan for five years, but you're only running a one year race at the end of this year, if you feel like you put too much pressure on yourself, you can reinvent that you can change those goals around and say, right, you know what, I know I said I was going to get to 10 million by the end of the five years. But let me just try and see if I can get to, you know, 1 million rather than 10 million. I'm probably pushing myself a bit too hard.

Cool. Steve says, my aim is to replace my salary with my property income. What I'm not clear on yet is, will this take me one year, three years or five years?

I don't want to be arbitrary. So how do I break this down? So Steve, I think the answer to this is, you so remember that this plan that we're creating is a is a rough outline for the time being.

So we don't know exactly what it's going to look like. We've got to put down the answers that we do know, and then work from there. And of course, like I said, every year, you'll have the opportunity to update it.

So right now with the information that you do have, and for example, the money that you have in the time that you have, etc. What do you think that looks like? Let's put that down.

And then we'll build our plan around that. And then what will happen is next year, when we do this exercise, again, we'll say, Oh, do you know what, actually, I've been able to do this. And a great example of this, would be my initial aim was to say, well, I want to get to you know, this financial security number where I have all the income, passive income that covers all my expenses by this date.

And I was like, well, in order to do that, I'm gonna have to buy this many properties that are that. And then was it last year or the year before, you know, the guys on the board started talking about these housing association leases. And I was like, well, to be honest with you, I do have quite a lot of part of my French but shitty properties, because I bought them back when ages ago, I was like, yeah, we've got to buy these cheap properties.

So I've got a whole bunch of these not so good properties. And by definition, they're in not so good areas. And but therefore, we get not so good tenants.

And there's a whole bunch of basically, a lot of my cost goes into the management and the maintenance of these properties, as opposed to like coming down to the bottom line. Well, once we move them over to the housing association leases, when I did the model for it, we increased our bear in mind that the mortgage rates have also increased by a shit ton. Even after the mortgage rates have increased, we increased our net profit by over 45,000 pounds.

And what that meant was, I was like, hold on a second, I don't need to buy another seven properties, like I thought I did. Like, I'm there. So absolutely, you're right that as you go through this process, you will meet people, you will hear things, you'll start doing things differently, and it might accelerate your performance.

But what you need to do right now is create the five year plan based on the information that you have right now. And then next year, we will update it, iterate it and say, actually, here's the information I now have, I'm now going to update it. Does that make sense?

[Attendee 8] (48:13 - 48:14)

Perfect. Thank you. Perfect.

[Shiv Haria] (48:14 - 48:19)

No worries. No worries. Andy, hey, Andy, how are you doing?

[Attendee 7] (48:20 - 48:21)

I'm good, sir.

[Shiv Haria] (48:21 - 48:25)

How are you doing things now? Don't wait. Fabulous.

[Attendee 2] (48:27 - 49:15)

Yeah, but how do we fit everything in? Basically, we've got, do we focus on just one or two things? Or do we study progressively?

It's like, we've got this family, we've got homework, we've got thinking about VA, thinking about our joint venture finance, health, case time. So do we, since we've only done the first lesson in October, do we focus on a few things, like what we've been told, but actually, there's so many things going on at the moment. So do three months, but then the window of opportunity is going.

So how do you see things? Or what was your journey in your first year, basically? How do you see the better picture now than you were in your first year?

But now I'm just trying to figure out, because it'll be a dynamo, I want to see the overview. What's happening?

[Shiv Haria] (49:15 - 55:38)

Yeah. So who else is thinking the same thing? Who else is feeling a bit like Andy is?

Okay, great. Good. Good.

Just know you're supposed to be there. That's exactly how you're supposed to feel. And the reason why is because, look, you guys have paid quite a lot of money for this course.

So they really want to give you as much value as you possibly can. What I've said to a lot of people who met me at the Blueprint events was that, honestly, in the first year, you're just hanging on, trying to not fall off the fucking ride. That's what you're doing, right?

You're trying to implement what you can, but you're just hanging on, learning the information, figuring out how to do it. Second year, third year is when you start to polish some of those things off. Now, that's not to say that you're not going to get any results this year.

You 100% are. If you're not doing anything, and you start doing something, you're going to get really big results. But what I'm saying is, absolutely, Andy, don't try and feel like you've got to do all of this stuff.

Now, having said that, one of the things that I learned from my ex-business partner, who was a dynamo, is he always had a layered approach to working, whereas I had, perhaps because I'm a tempo, I had a perfectionist approach to working. So what I would do, if I've got all of these things to do, I'd say, right, more of, and I'd spend three or four 90-minute sessions doing more of, so I can get more of nailed down. And then what would happen, by definition, because I've only got a certain amount of time, is I'd get to the end of autumn, and I'd only have done half of the work.

And actually, not even I'd only have done half the work, I've done a perfect piece on the more of, I've done an okay-ish piece on the less of, I've not really even got round to what is success and all the rest of it. What I would say instead, and this is absolutely the way you should work, is using those 90-minute sessions, just doing different slots on different things, because what that will mean is that you will have a vague idea of where you want to go. And by the time you get to the, remember, all we're trying to do here in this autumn period, if I have to like draw a map for you, draw a picture for you, is try and figure out, in five years' time, what does that picture look like?

That's all we're trying to do. These are all the exercises that are going to help you work that out, but all we're trying to do is draw that picture. Now, the point is that if you spend a little bit of time doing all the exercises, you have a few of the different answers.

Imagine dot-to-dot drawings. When you join a couple of the dots, you kind of know what the picture might look like, and that's what you're trying to get to. What you don't want to do is end up spending so long just colouring in the bottom right-hand corner that you don't have any idea what the rest of the picture looks like.

Does that make sense? So, Andy, I would say, and the rest of you who are feeling like this, don't worry, you will feel like this, because it's the first time that you're doing it. If you're confused about anything, again, don't worry about that.

It took me a long time to figure all this out, and if you're confused, then feel free to ask me, feel free to ask on the board, feel free to ask Josh, Adam, all the rest of them. We've done this for a while, so we can help you to understand it, and if you're feeling overwhelmed, that's also fine. Just remember the end goal.

The end goal is what is that picture that I'm trying to draw? Where am I trying to get to? Because this is trying to, probably for the first time in a lot of the people that are on this call, is the first time that you'll start going, hold on a second, what do I want?

Not what does society want me to have? What does my partner want me to have? Which direction is our life already heading in?

But what do I want? And that takes a lot of thinking to consider. So, yeah, you're just trying to put a vague picture together, and as we go through the year, it will become clearer and clearer.

By the time you get to year two, year three, you'll be like, yeah, totally, I know exactly what I'm doing. Another thing that you might be feeling, actually, I'll just mention in case the guys haven't, you might also feel like you're behind. And what we mean by behind is you'll get to the next session, and they'll say, right, here's all the stuff that we're going to do this time.

You're going to be like, I haven't even finished the stuff from last time. How am I going to get into doing this stuff? The other thing that you might feel like is they'll say to you, right, guys, we need to do the winter hit list.

Have you guys, I think on the blueprint, you'll have heard about the winter hit list, remember? Yeah. So they'll say we need to do the winter hit list.

And what you want, they'll tell you on the Friday, right, what we want you to do is on Monday, we'll set up a meeting for the winter hit list, you know, strategy calls or whatever it is that's going to be with your team. And you're going to be like, well, I can't do that on Monday, because I'm on holiday next week. So you're already another week behind.

You're constantly going to feel behind because you don't know what's coming up. Okay. Don't worry, you're going to be fine.

Just keep going through the motions. And remember that because you're starting from zero, anything that you do is going to have a huge impact. When you start running, or in fact, some of you may have been through this process with RNT already, but when you start to try and lose weight in the first month, it's very common for people to lose, you know, 10 kilos easily.

By the time to get to month six, it's quite difficult just to lose like three or two or three kilos. It's much more difficult at that point, because you've lost a lot of it. So you're at, you know, I've got all this weight to lose.

I don't know what I'm doing. Don't worry, just follow the plan. And you'll lose a lot of weight, you'll have a lot of the benefits initially.

And then as you get round to second year, third year, fourth year, you'll understand it more. And the value that you'll be adding will be a smaller amount of value because you have done a lot of the easy wins. But you'll have the ability to think differently, be ahead of the curve, and therefore be able to actually like propel yourself a lot quicker.

So don't worry is my main message. It's going to be okay. Trust me.

Perfect. Andy, that was your question. Perfect.

I don't have any more questions on the chat. Any final bits from anyone? Honestly, if you have anything, just remember that everyone around you is in exactly the same boat.

When I asked you there, like who's also having the challenge, pretty much everyone put their hand up. So if you've got any challenges, these midweek mentoring sessions are literally exactly the place that you should be asking for help. Because if you're having that challenge, so is everyone else.

So if you've got anything, any questions, any like, how do I get through this, then just let me know and I'll be more than happy to answer.

[Attendee 4] (55:40 - 55:47)

It's more about cave time really, but can you do cave time all through the whole year? Or is it just sort of autumn?

[Shiv Haria] (55:48 - 57:11)

Yeah, good question. So generally speaking, you'll find you do more cave time in autumn than you do for the rest of the year because you get busy in the rest of the year. So don't worry if you think to yourself, oh my God, how am I going to keep this up for the rest of the year?

You're probably not. You're going to do more of the thinking during autumn. When it comes to winter, you're going to be starting to do the, you know, implement the, so I'll tell you what's on my mind right now, because I've been here for a few years, I'm a little bit ahead.

I know what's going to come up. So I'm starting to plan for that stuff. So for example, I know that when we get to January, February, March, we're going to have to do, we're going to have a winter hit list.

We're going to have prioritised it and sent it out to everybody. They're going to be working on that. At the same time, I'm going to have to start looking at going through our team's pay reviews.

And at the same time, I'm going to have to create, you know, budgets and forecasts and all this kind of stuff. A huge amount of work. For me as a tempo, it just helps knowing what's going to come up.

But I only know that because I've been through the process. The first year, hang on and just hope for the best. Like you will get through it and you will get a lot of great results, but don't worry that you are not in it and that, you know, you don't have time and stuff.

So to answer your question, I think it was Alex, you will spend more time doing TAVE time in this period than you will throughout the rest of the year. And through the rest of the year, it's natural for it to drop off because you're doing more of the doing rather than thinking.

[Attendee 7] (57:12 - 57:35)

Does that make sense? Yes. Will, did you have, I'm sorry, you were just thumbs up.

Perfect. Any other questions? Hold on a second.

There's one more. No, that's it. I think I've answered all the questions.

[Shiv Haria] (57:35 - 58:30)

Yeah, brilliant. Cool, guys. I hope you enjoyed that and hope it was useful.

Like I said, this is a really advanced part of the curriculum now, but it's really important. Remember the end goal. The end goal is you want to draw that picture.

As long as you have the dots on the dot to dot, you'll be able to see what that picture looks like. You don't need to have every single piece of information. If one of the dots is missing on the dot to dot, you'll probably still be able to draw it in.

So if you don't know what profit you need to make in year two, don't worry, it will be fine. You'll be able to draw that picture out. That's the end goal.

And all of these exercises that we're doing is just trying to get you to there to try and figure out what does that end goal look like? Does that make sense? Fabulous.

Thumbs up for me, guys, if you liked that session. Brilliant. Thank you very much for your time.

If you need anything, then be in touch. But otherwise, I'll see you guys in the Facebook group.

[Attendee 9] (58:30 - 58:31)

Thank you.

[Shiv Haria] (58:32 - 58:35)

Thank you, guys. Take care. Thanks, everyone.

[Attendee 8] (58:37 - 58:40)

Thanks, Sif. And well done, Sif. Well done.

[Shiv Haria] (58:41 - 58:42)

Thanks, Andy. Appreciate that.

[Attendee 8] (58:44 - 58:45)

See you later. Cheers.

[Attendee 7] (58:45 - 58:46)

Cheers, mate. Take care.