**sess 1\_Transcription**

[Performer] (7:15 - 7:45)

Got to ride for something, got to die for something Say you only live once, well I keep it a hundred More money, more problems, keep on coming Try to never go back, but these niggas keep frontin' Right now, everything going right Pick a fuck up tonight, though Said nothing's impossible See me running through the city, no obstacles No option, told, one way to go I have waited on a miracle There ain't no miracles around here

[Background chorus / vocals] (7:47 - 7:56)

There ain't no miracles, I'm not afraid of the impossible There ain't impossible around here

[Event Host / Hype Voice / Transitional Comments] (8:00 - 8:24)

I ain't afraid, I'm already dead I just don't know where I'm going It's crazy how the devil gets us when we have the scent My hands already red, I lost so many men Heavy is the head that bears the crown that I'm wearing, man I was a loser just trying to fit in a letter, man But those were school days, I grew up now, I'm a letter man I never thought that a song I wrote in a minivan Would ever have the impact I'm reading inside these letters, man

[Performer] (8:24 - 8:53)

Big K.O.'s, I heard your story and felt the man Your voice inspires, I feel like I can do anything By the way, I sent you something from my brother Opened it up for Razorbell, he was a cutter, damn What if you were me in 2003? Rap was just a dream, back in jeans Burning black CDs to feed them to the street Once you let adversity hide you are a conformity guy You will realize everything you need's inside you, inside you There ain't no miracles, there ain't no miracles around here

[Background chorus / vocals] (8:56 - 9:17)

There ain't no miracles, I'm not afraid of the impossible There ain't impossible around here There ain't impossible I never waited on a miracle There ain't no miracles around here

[Audience Member] (9:54 - 9:56)

You know we finally here, right?

[Performer] (10:12 - 10:48)

It's Friday then, then, then, then I thought the hands of time would change me And I'd be over this by now, yeah It's been too long since we got crazy I'm lucky it's been an hour I'm counting down till Friday comes I'm gonna, I'm gonna do too much No, I'm all in my bag, that's clutch Feeling it, feeling it, feeling it Every Friday, Saturday, Sunday And this weekend all the way, yeah It's Friday then, then Saturday, Sunday What?

[Event Host / Hype Voice / Transitional Comments] (10:48 - 10:59)

It's Friday then, then Saturday, Sunday What? It's Friday then, then Saturday, Sunday What? It's Friday then, then Saturday, Sunday What?

[Performer] (11:07 - 11:30)

The lights I came for The lights I came for This could be bad for me Cause I want more Wanna feel the bass vibrating through the floor So keep it playing I'm on the wave And I'ma ride it all the way When it comes like

[Event Host / Hype Voice / Transitional Comments] (11:54 - 12:15)

It's Friday then, it's Sunday, Sunday 1, it's Friday then, it's Sunday, Sunday 1, it's Friday then, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and,

[Musical Performer] (13:30 - 16:04)

and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and, and and and I had a house , Oh, I can't get enough Ooh, you got me feeling like I wanna be that guy I wanna kiss your eyes I wanna drink that to smile I wanna feel like high Like my soul's on fire I wanna stay up all day and all night Yeah, you got me singing like Ooh, I love it when you do it like that Bend your toes up, give me the shivers Oh, baby, you wanna dance till the sunlight cracks And when they say the party's over Then we'll bring it right back And we'll say Ooh, I love it when you do it like that Bend your toes up, give me the shivers Oh, baby, you wanna dance till the sunlight cracks And when they say the party's over Then we'll bring it right back Baby, you burn so hot You make me shiver with the fire You got this thing you started I don't want it to stop You know you make me shiver Baby, you burn so hot You make me shiver with the fire You got this thing you started I don't want it to stop You know you make me shiver Yeah, you got me singing like Ooh, I love it when you do it like that Bend your toes up, give me the shivers Oh, baby, you wanna dance till the sunlight cracks And when they say the party's over Then we'll bring it right back Ooh, I love it when you do it like that Bend your toes up, give me the shivers Oh, baby, you wanna dance till the sunlight cracks And when they say the party's over Then we'll bring it right back

[Music Performer] (16:12 - 16:35)

Let's get down, let's get down to business Give you one more night, one more night to get this We've had a million, million nights just like this So let's get down, let's get down to business Mama, please don't worry about me Mama, about to let my heart speak

[Adam Goff] (16:36 - 16:38)

My friends and family

[Music Performer] (16:42 - 17:03)

Let's get down, let's get down to business Give you one more night, one more night to get this We've had a million, million nights just like this So let's get down, let's get down to business Let's get down, let's get down to business

[Backgorund Chrous] (17:03 - 17:15)

Give you one more night, one more night to get this We've had a million, million nights just like this So let's get down, let's get down to business

[Adam Goff] (17:32 - 18:00)

Ladies and gents, that's your one minute warning. Can you take your seats now please? 60 seconds So take your seats, get ready for a lift off in 60 seconds.

30 seconds ladies and gents, 30 seconds.

[Event Facilitator or Co-host] (18:14 - 19:08)

Just like this, so let's get down, let's get down Ladies and gentlemen, property entrepreneurs please clap your hands and give a huge round of applause and welcome to the stage Mr Adam Goss All right good morning, good morning, good morning, good morning Are we ready for today?

[Adam Goff] (19:09 - 29:30)

Nervous? No, no, yes I am, it's good wasn't it? Nice to see you all, well done, early start, early start, we'll let some stragglers be drifting in a second, don't worry about them.

Strategy day, this is where the rubber hits the road, this is where, this is separation season, this is where we get to see who's really got the metal, who's really done the work and who's going to execute and get results this year. So congratulations everyone being here early, ready to roll, let's give a round of applause for everyone that is here today, ready to smash it. Good stuff, workshop four, my second favourite workshop obviously behind the end of year, so super excited about today.

What you don't want to happen is your phone to go off during a presentation, so now is the queue to, we have actually got a credit card machine at the back now, because it's get up and give back season, so we can take payments off you literally without even knowing, so when you walk past Bianca it'll just be like the contactless, but then you know and you're over here and before you know we've hit our get up and give back target and no one have to do any walking or any charity or anything.

So yeah anyway, so that's very real and please do put those on silent now. Winter is here, autumn is over, the season of journals, of head in the clouds, of bigger picture is done. We've given it plenty of time, but it's time now to put it away and then focus on actually executing the plan.

So we've done what most people will never do, which is spend a significant amount of time on a strategy and we've crafted it and honed it and we've given you this specific bar and it's hard, right? Who found it quite hard doing these presentations? Right, we've raised the bar again, it's like specific targets, you know putting it in specific boxes, it's like it's challenging, but it's giving you clarity, you should have clarity now, we've solved clarity.

Now we've got to go and solve the other problems that you've identified in autumn through the year, so that's what winter is all about. Key sentiment for winter is if you work hard in winter you'll have an easy summer, you know you'll be sat here at the end of the year putting together your presentation will be a diddle, you know you'll be shouting from the rooftops about how great it's been because you'll have grafted now. You just get on with regular life after this and just think it's cruise control because it's winter and no one's really doing anything, you're going to be chasing your tail, you're going to be behind and you're going to be disappointed come the end of the year.

So have a hard summer, sorry a hard winter and have a very easy summer, don't do it the other way around, okay? That's the thing I want you to take with you. Did Siri have something, was that Siri, was it?

Did Siri have something to say? That's all right, it's all good. So today's format, okay, it's a familiar format, we're going to start with our strategy day presentations, you're going to be delivering them.

That's Siri, because I said hey Siri, oh my god, Siri shut up. Bella changed it to a different accent, I can't change it back, only 20, I'll take it, I thought it was going to be like 200, anyway. So session one, we'll be delivering those, then we'll be voting, right, for the winners from your table, they'll be the finalists in session three.

Session two, I'm going to share with you your secret weapon for winter, so I want you to be a productivity powerhouse this winter and I'm going to add another layer to that which will also be the 28-day challenge and then Dan and I are going to go head-to-head for our strategy day presentations. Happy days, yeah, nothing like having a baby, being up against someone who's having a baby, to really set the standard, okay, so wish me luck. And session three, obviously it's going to be our finalists on stage, the pick of the litter, the people that will be fighting it out for these coveted Property Entrepreneur Advanced Strategy Day awards.

Okay, so this is everyone's opportunity to be an award winner, everyone has this opportunity, so deliver a fantastic presentation, smile and wink at your neighbours, get them to vote for you, whatever it takes, and you could be on stage fighting it out. We've got some feversome award winners in the room, so it's going to be a hell of a day. So are we ready for today?

Good stuff, so first things first, first things first, how are we getting on with the Game of Four Quarters workbook? Who's loving it? Yeah, it's pocket-sized, it's open next to me, even though I've got it all in my asana, I still like it having just written on that book, it's kind of super simple, old school, there, it's like, look at it, it's nice, I like it anyway.

But the Game Changer season is underway, so if you open your workbooks, please open your workbooks the first few pages, and get out your phones and scan the QR code in the workbook where the Game of Four Quarters, I think it's page four or five, it's right at the start. I'm going to get Dex to put some music on now. I want you to go back, look at your Game of Four Quarters workbook, and I told you this was coming, and scan the QR code and record the score that you got for December on your 10 out of 10.

Record the score, so it's page, it's literally just on the inside cover, like page two, three, page three, there you go. Were you in Santa Smash? Did you record it in Santa Smash, what you got?

I think you did. Yeah, how did you do in December? What score did you get?

Scan the QR, put it in, and then put your phone down, please. So it's a score out of 10. It's zero actually, you're in the wrong room, man.

Good man, nice, I like that. Okay, once you've done it, phone's down, super quick. Okay, this is your next level of accountability.

Okay, all done, phone's down, well done, thank you. So you should have your Jan one should be live. Jan one should be live, it was in your homework, should be live, should be going, should be rocking and rolling.

We're already like almost two weeks into the month, right, so people should be there with it. And reminder for later, open mic, huge success in December, we'll be doing it again. So if you stood up on stage, and you committed to something that was for this month, we'll get you back up on stage, you can tell us how you've done.

Or if you want to celebrate a success that you've had, you can get up on stage and share that. Or if you just like some accountability for something you've committed to, which could be something from your presentation, of course, then use the opportunity to come on stage and do that. So that's an open invite.

It's going to be later on the day around lunchtime. Okay, so get ready, get prepped, get yourself psyched up. If you said you were going to do it, and now you're talking yourself out of it, like, you know, get yourself a couple of coffees in the break and get ready to rock and roll that.

So you can make use of that opportunity. Okay, we're into it. So the presentations, as I said, these are the awards we're playing for.

So let's just go through the rules. 10 minutes per presentation, there'll be a big timer behind me. So you'll be able to see where you're at.

Obviously, you can start your own stopwatch, etc, whatever you want to do on your table. We'll pick a team captain in a second for the table. And then they'll be in charge of letting me know you're ready to go.

We need a quick changeover, like just, you know, get yourself prepped, go around the table in a certain order. So you know who's next, get yourself ready. And it will be seamless and smooth.

If you look in your workbooks, you've got notes for every presenter, and we've also put a score at the top. So what you can do is you can make notes to learn, things that inspired you, key points, maybe something you know, you want to talk to them about later, at a later date, something in common, or you want to offer some feedback. And you can give them a score.

That's going to make it much easier at the end to pick your winner. So I suggest you give everyone a score. Obviously, you don't want to make it too obvious if they can see.

So you want to sort of like privacy screen it. You know, I'm just a joke. But okay, so we've got three awards.

We've got, we've got obviously the strategy day advanced award winner, and then we've got second and third is to play for. And at the end, we'll be voting. Okay, so at the end, we'll be voting.

Don't vote for yourself, vote for others. And then we'll get the winners up on stage afterwards. Any questions about today?

I was going to run logistics. Okay, cool. Team Captain?

Rufin? Team Captain? Ashley?

Team Captain? Graham? Thank you.

Team Captain? Chris? Steve?

Okay, nice one. 60 seconds to get ready. Which one are you going to go?

And who goes first? And then we'll kick us off and go live. Relax.

[Event Host / Hype Voice / Transitional Comments] (29:30 - 29:31)

Have fun.

[Adam Goff] (30:38 - 31:26)

Good luck, guys. Good luck. Good luck.

Good luck, everybody. Good luck, team. Good luck, guys.

This is cool. Love it. Love it.

Good luck. I just want to say good luck. Good luck.

Watch this one. Yeah, she's a feature. She's a previous winner.

So just... Yeah, yeah, yeah. Dark horses.

Yeah. Oh, guys, this is going to be so fun. This is going to be so fun, isn't it?

[Event Host / Hype Voice / Transitional Comments] (31:28 - 31:33)

He's excited. I love it.

[Adam Goff] (31:35 - 42:33)

I love it. Okay. Steve, ready?

Chris, ready? Steve, ready, yeah? Ready, Eduardo?

Ready? Ladies and gents. God, glad it is out again, isn't it?

One of my friends is the referee. Can you believe it? Really handsome.

He's really dark. He looks a bit like you, Eduardo. Dark, tall, handsome.

Contenders, are you ready? Three, two, one. Off you go.

Okay, we're all done? Nice. Nice.

Nice. Next presenter, get yourself in the seat, in the hot seat. Get ready, roll.

Nice. The brave souls that went first. Well done.

Yeah, I'd suggest having one seat maybe and just swapping the hot seat. It's quite good. Stand, sit wherever makes you feel comfortable.

[Audience Member] (43:01 - 43:03)

No problem. No problem.

[Adam Goff] (43:08 - 43:10)

Yeah, Rachel's a professional speaker, you know, so.

[Event Host / Hype Voice / Transitional Comments] (43:39 - 43:44)

Ready to roll? Okay.

[Event Staff] (43:45 - 43:46)

No worries. Don't worry. Okay.

[Adam Goff] (43:57 - 55:02)

Right, I think we'll get going. So, good luck. Second round of speakers.

Three, two, one. Off you go. Okay, well done.

Congratulations. Speaker two, done and dusted. Speaker three, make your way into the hot seat.

All right, David looks like he's ready. Martin's ready. Richie's ready.

Craig, you ready? Yep. Asian is almost ready.

[Audience Member] (55:27 - 55:29)

Thank you.

[Event Staff] (57:28 - 57:35)

Touch it. Don't touch it. Three, two, one.

Best of luck.

[Adam Goff] (1:07:36 - 1:09:22)

All right. Nice. Three down.

Next speaker, take your seats. Nicely done. All right.

Ab's almost ready.

[Event Host / Hype Voice / Transitional Comments] (1:09:22 - 1:09:35)

Table one, give us a go.

[Adam Goff] (1:09:36 - 1:09:47)

Emmett, are you first? Yeah. Everyone ready?

I think screens should be banned. I think bimmer and screens should be banned.

[Event Host / Hype Voice / Transitional Comments] (1:09:50 - 1:09:51)

Well, then we'll be here until Christmas.

[Adam Goff] (1:10:09 - 1:10:55)

Yes, Billy, you are doing a presentation. Fantastic timing. Look at that.

Look at that. It's honestly fun on a laptop. Okay, we're going to start now.

So best of luck. Next speakers.

[Event Staff] (1:10:56 - 1:10:59)

Three, two, one. Off you go.

[Adam Goff] (1:21:04 - 1:21:45)

Nice. Well done, everybody. Some really nice, heartfelt presentations.

I'll tell you what, Chris, are you having a toilet break? Let's have a two-minute toilet break. Only if you need the bathroom, please leave.

No tea and coffee. No tea and coffee. No nonsense.

No shenanigans. Lock the tea and coffee away. All right.

Toilet break, toilet break.

[Performer] (1:22:15 - 1:22:31)

This is how we dance. No mistaking. We make our breaks.

If you don't like our 808s, then leave us alone because we don't need your policies. We have no apologies for being the time you ever want.

[Event Host / Hype Voice / Transitional Comments] (1:22:47 - 1:22:50)

Find me where the wild things are.

[Performer] (1:23:09 - 1:23:45)

So don't get it mixed up. It's been my story. It's never switched up.

And I never pissed off the world. And I got my shots. Say I'm too well, did my own thing.

Late nights with the music too loud. I made it this far. So if you don't like me, because I'm in there.

I was raised in the land. We're a little different as far as I'm doing me. Don't mind me.

Only one time. I'm going to tell you kindly. Please stop.

I don't need you by me. But if you search, you know where to find me.

[Performer] (1:24:10 - 1:24:22)

If you don't like our 808s, then leave us alone because we don't need your policies. We have no apologies for being the time you ever want.

[Performer] (1:25:28 - 1:25:53)

Take a seat. Right over there. Sat on the stairs.

Stay or leave. The cabinets are bare and I'm unaware of just how we got into this mess. Got so aggressive.

I know we meant all good intentions. So pull me closer. Why don't you pull me close?

Why don't you come on over? I can't just let you go.

[Music Performer] (1:25:53 - 1:26:13)

Oh, baby. Why don't you just meet me in the middle? I'm losing my mind just a little.

So why don't you just meet me in the middle? In the middle. Oh, baby.

[Adam Goff] (1:26:31 - 1:26:41)

Take a step. Okay. Next week.

Best of luck.

[Event Staff] (1:26:41 - 1:37:36)

Three, two, one. Off you go. Okay.

Next week.

[Adam Goff] (1:37:38 - 1:37:45)

Next week. What number speaker are you? Do you know?

[Event Host / Hype Voice / Transitional Comments] (1:37:46 - 1:37:49)

One left? Two left.

[Adam Goff] (1:37:50 - 1:37:53)

How many left on your table? Two?

[Event Host / Hype Voice / Transitional Comments] (1:37:54 - 1:38:18)

Three? Three? Three left?

Three? Okay. You've been nervous, Chris.

[Adam Goff] (1:38:22 - 1:38:51)

Ready to roll? Oh, not this screen again. Honestly.

No. No, the screen's banned. Did you not?

You can't vote. If anyone uses the screen, you cannot vote for them. Looking good, ladies and gents.

Best of luck.

[Event Staff] (1:38:52 - 1:49:06)

Three, two, one. Let's go. Okay.

[Adam Goff] (1:49:14 - 1:49:15)

Ladies and gents, that's it.

[Event Facilitator or Co-host] (1:49:15 - 1:49:16)

Next speaker.

[Adam Goff] (1:49:16 - 1:49:54)

Penultimate speaker. Two to go. It's like an F1 pit stop on this table.

It's the Williams team. This is definitely not Red Bull. It is Williams.

Even you know it's funny, don't you? It was funny. That was funny.

I know. I spoke to Bianca.

[Audience Member] (1:49:55 - 1:49:55)

I've got the video.

[Adam Goff] (1:49:55 - 1:50:07)

Yeah, I don't. You know what happened on Wednesday about the mics. We don't have the film crew here, so I don't think we're going to have enough sound for her, the volume for her to be heard, unfortunately.

Do you know what I mean? Like the logistics have actually...

[Event Tech Support] (1:50:07 - 1:50:14)

No, but I can hear it on my table, though, or someone's table behind the table. But can they hear it? They can hear it on my laptop mic.

[Adam Goff] (1:50:14 - 1:50:50)

But will it be loud enough? So the table, it would be this table. So if...

Akash, how many more have you got on your table? Two, yeah. There's two left on every table, so it would be, yeah.

Otherwise, one table, we just have to watch it and everyone else be in the break. So I think it's going to be... It's a shame, man.

But it counts. Don't worry, it counts. Okay, ladies and gents.

Go on, groups.

[Event Host / Hype Voice / Transitional Comments] (1:51:11 - 1:51:12)

Woohoo! Best of luck.

[Adam Goff] (1:51:12 - 1:51:18)

Don't forget to give everyone a score. You're going to be voting very soon. Three, two, one.

[Event Staff] (2:01:19 - 2:01:20)

And that's time.

[Adam Goff] (2:01:43 - 2:02:49)

Fantastic. Well done, ladies and gents. Final speaker.

Take your marks. Best of luck.

[Event Host / Hype Voice / Transitional Comments] (2:03:29 - 2:03:30)

Thank you.

[Adam Goff] (2:03:30 - 2:04:01)

It doesn't like Max, does it? Okay, ladies and gents, we are ready to roll. Best of luck.

[Event Staff] (2:04:01 - 2:04:03)

Three, two, one.

[Adam Goff] (2:14:17 - 2:20:41)

Stay put. Don't go anywhere. Don't go anywhere.

Don't go anywhere. You've got to do some voting. Got to do some voting.

Okay, let's resume our seats, please. Just swing yourselves around. Swing yourselves around.

James, are you still presenting or are you done? Okay, we'll stop it there. Right, so can I have your attention, please?

Can you look at me? Can you look at me? Can you look at me?

Can you look at me? Let's all take a couple of breaths together. So just chill out.

Just breathe in. Breathe out. Breathe in.

Breathe out. Breathe in. Breathe out.

It's done. Yay! Sorted.

Put your feet up. Relax. Chill out.

I know you can't. Well, not six of you can't, anyway. So how was it?

Best ever? The deck is like leveled up, right? And was it just me?

Whole another level. Congratulations, everybody. Well done.

You've done it. Now is the time to look back over your notes, to check your scores, and to reflect on who you think has delivered the best presentation, perhaps in terms of the way they've delivered it, the practice they've put into it, how clearly they spoke, as well as the content. How clear are their goals?

How clear are their targets? Does it all fit together coherently? Was it exciting?

Did they tell a story? All of these things would factor into how I would vote for someone on strategy day. Which one touched you the most?

Which one do you remember? And which one were you just really impressed with? So we're going to put some music on.

We're going to give you 60 seconds to reflect, to review, and then to cast your votes using the QR code in the workbook. No talking, please, during this time. I will eject you.

Ashley, you're talking. Rupin, there's no need to talk about this. can we vote and put your phone down?

Serious stuff. Okay, good stuff. Right, fantastic.

Thank you for placing your votes. Well done, everybody. We're going to go to the break now.

Remember when I reset the bar on breaks, lunches, if you're going to talk to someone at the break, why not ask them about their year of? Like, what is your year of? What inspired you from your table?

Like, what's your year of? Did you learn about someone? Like, let's try and have high level conversations.

Once you've said hello, and you've done a hug, it's like, okay, cool. What did you pick up most from from session one? Yeah, what's the biggest thing for you this year?

What's going to be your award? What's going to be your challenge? Would you like to be told you're accountable to anything?

Let's have some really like higher value conversations. We can take those into lunch as well. So congratulations, everyone.

We'll be back in here. Please be in here for five to 12. Ready for session two.

Round of applause. Congratulations.

[Performer] (2:22:18 - 2:22:40)

Make me feel good. Make me feel nice. Give me your loving all through the night.

Make me feel good. Make me feel nice. Give me your loving all through the night.

[Performer] (2:23:29 - 2:24:17)

Make me feel good. Make me feel nice. Give me your loving all through the night.

Make our own rules, our own room. Nobody's here. Let them sell what they are selling, then nobody's here.

So gather all the rebels now, we'll rebel rounds and sing aloud. We don't care what they say, no way, no way. And we will leave the empty chest of those who say we can't see.

We make our breaks. We don't need your policies.

[Performer] (2:25:01 - 2:25:02)

Get it