**Session 3\_Transcription**

[Event MCs] (0:00 - 0:00)

I'm going to explain what I mean by the word.

[Event MCs] (0:00 - 0:46)

I'm just looking to my hardship, see the grind. From some nights when I thought I wouldn't see the sun. Sun rays, know that it wasn't homework.

Hard trying to hold it down like a short skirt. Scared off of these niggas tryna hold me back I will not lose, Hov told me that Dreamin' bout a moment that'll change my life I don't ever wanna wake up, turn off the lights Gotta let it burn, I've been ready to ignite See, see me runnin' through the city, no obstacles No obstacles, one way to go Cause there ain't no miracles around here

[Background Audio] (0:50 - 3:18)

Give me the shivers, oh baby you wanna dance till the sunlight cracks When they say the party's over then we'll bring it right back We'll say, ooh, I love it when you do it like that But when you're closer, give me the shivers, oh baby you wanna dance till the sunlight cracks When they say the party's over then we'll bring it right back Into the car, on the backseat in the moonlit dark Wrap me up between your legs and arms, ooh, I can't get enough You know you could tear me apart, put me back together and take my heart I never thought that I could love this hard, ooh, I can't get enough Ooh, you got me feelin' like, I wanna be that guy I wanna kiss your eyes, I wanna drink that 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 singin' like Ooh, I love it when you do it like that But when you're closer, give me the shivers, oh baby you wanna dance till the sunlight cracks When they say the party's over then we'll bring it right back We'll say Ooh, I love it when you do it like that But when you're closer, give me the shivers, oh baby you wanna dance till the sunlight cracks 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, oh, oh 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 singin' like Ooh, I love it when you do it like that But when you're closer, give me the shivers, oh baby you wanna dance till the sunlight cracks When they say the party's over then we'll bring it right back We'll say Ooh, I love it when you do it like that But when you're closer, give me the shivers, oh baby you wanna dance till the sunlight cracks When they say the party's over then we'll bring it right back Yeah

[Background Audio] (3:26 - 5:04)

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 Time, I'm about to let my heart speak My friends keep telling me to leave this So let's get down, let's get down to business 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 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 Back and forth, back and forth with the bullshit You know I said it before, I don't mean it It's been a while since I had your attention So it might hurt to admit it It's been a while since I had your attention

[Background Audio] (5:04 - 6:51)

You know I said it before, I don't mean it It's been a while since I had your att I want to be that guy I want to drink that smile I want to feel like I My soul's on fire I want to stay up all day and all night Yeah, you got me singing like Ooh, I love it when you do it like that And when you close up, give me the shivers Oh, baby, you want to dance till the sunlight cracks And when they say the party's over, then we'll bring it right back And you'll say Ooh, I love it when you do it like that And when you close up, give me the shivers Oh, baby, you want to dance till the sunlight cracks And when they say the party's over, then we'll bring it right back Into the car On the backseat in the moonlit dark Wrap me up between your legs and arms Ooh, I can't get enough You know you could tear me apart Put me back together and take my heart I never thought that I could love this hard Ooh, I can't get enough Ooh, you got me feeling like I want to be that guy

[Adam Goff] (6:55 - 7:00)

Ladies and gents, that's your two-and-a-half-minute warning. If you can make your way into the room, please. Two-and-a-half minutes.

[Background Audio] (7:01 - 7:26)

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, baby, let my heart speak Ladies and gents, that's your two-minute warning.

[Adam Goff] (7:26 - 7:29)

If you can make your way into the room, please. Two minutes.

[Background Audio] (7:30 - 8:19)

Let's get down, let's get down to business 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 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 Back and forth, back and forth, the bullshit You know I said before, I don't mean it It's been a while since I had your attention So in my heart you live it

[Adam Goff] (8:20 - 8:37)

Ladies and gents, that is your one-minute warning. We've got one minute before we're kicking off. So if you're getting teas and coffees outside, make your way back into the room.

If you're in the room, it's time to finish up those conversations. Take your seats please, because we're going to be live back on stage in just under 16 seconds.

[Background Audio] (8:37 - 9:24)

The dreams we had don't ever fall away We can't leave them if you stay the same And I can't do this for another day So let's get down, let's get down to business 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 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

[Event MCs] (9:24 - 9:30)

Let's get down, let's get down to business

[Event MCs] (9:32 - 9:49)

Ladies and gentlemen, property entrepreneurs, please clap your hands and give a huge round of applause and welcome to the stage, Mr. Adam Goss!

[Adam Goff] (9:54 - 12:08)

Okie dokie then, good lunch? Everyone get back, settled in, everyone's got their coffees So exciting, isn't it? So exciting, love it, absolutely love it Right, so, it's awards day, we know it's awards day Mastermind did a little run through last night Probably why four of the finalists are from Mastermind, just saying, whatever But we weren't the only ones, you know The board also did their strategy day presentations behind closed doors, obviously, because of the NDAs But they also gave out their awards And I wanted to give the person that won a huge shout out Not only did they win the board award this year but for them, public speaking has been a huge journey So it gives me an absolute pleasure to say congratulations to my friend, one of the best humans I know and strategy award winner for the board 2024 Mr. Gareth Pearce, let's give him a massive round of applause Stand up Gareth, stand up Very well done Gareth, congratulations Could have pulled you up on stage, got you to say a few words but we're like, next year, absolutely Couldn't happen to a nicer guy, so congratulations Yes, we've got a slot now No, but I would love to see your presentation So if there's a chance of uploading a Loom video or something at some point in the next ten minutes That would be great, so that would be really good Will I see his presentation? Who'd like to see his presentation? Yeah, there's a lot of value from seeing other people's presentations especially the award winners So yeah, well done Gareth, super stoked for you Moving on, so into other feel good factors It's not January without kicking off Get Up and Give Back season So to take you through it, of course The man who's led us over the last few years Fellow board member as well, Mr. Daniel Norman Let's give him a big round of applause please

[Daniel Norman] (12:14 - 22:16)

So, where do I begin with this? We can go through the fact that this is the fifth year Which is just absolutely epic We've raised a whole tonne of cash We've raised a whole tonne of awareness We've levelled up the game These people who took part in Snowden last year The Yorkshire Three Peaks or the National Three Peaks They really set themselves above, didn't they? What genre of property or business that they're in Because I'm a great believer, if you're You might be doing rent-a-rent or HMOs and that's fantastic But if you really want to pin something to the mast Where you've done something that little bit extra What a great win for you and your business and your team And especially if you did a firewalk I mean that's just crazy and it really was very hot So a huge congratulations to everyone who took part last year But we had to have a big think Because while we celebrated half a million pounds worth of overall fundraising And £140,000 last year alone By the time it was all counted We recognised the fact that it's our fifth birthday Which is huge So what are we going to do?

What are we going to do? Just out of interest, if you would actually stand up If it's your birthday on or before the 7th of June this year Please stand up a moment, if you would On or before the 7th of June Most of you will know when your birthday is So just have a quick look around First of all, a huge happy birthday in advance But I use this because our cause this year Is literally a coin toss Thanks ever so much, have a seat The stats for the cause that we are raising funds for this year And awareness Is it's a 43% chance that as a female you'll be affected And a 45% chance as a male you'll be affected The cause we're raising for this year is cancer 300,000 diagnoses are made each year in the UK alone And I want to take you through some of the charities It's been a very humbling privilege to have a conversation with It's our fifth year, we've got five charities We're going to raise £25,000 Some of you will notice there's a bit of a theme here Okay, five times five The first one is Shays Smiles So Shays O'Dea was diagnosed at the age of 11 With glioblastoma multiforme Which is basically a cancerous brain tumour And to say that that is irreversible is so mild It's almost pathetic me saying it on stage And it is basically life limiting It's basically a death sentence for kids It's the highest killer of children of any form of cancer More than leukaemia Can you imagine as a parent having that diagnosis And unfortunately Shays passed away at 13 and a half years old It is massively life limiting If you are fortunate enough to be prevented from it Following through You can actually get cured but it's very very unlikely The irony is only 1% of cancer research goes towards brain tumours Which is nuts Secondly, Shine Cancer Support, our second charity So if you're under 40 this is the only charity in the UK That will support you if you are diagnosed We've got someone in the room who's been through that process And to say that it is awful Because in the age of 20, 30, 40 You should be dating, you should be courting You should be having relationships You should be buying your first house So you try and get a mortgage We think it's tough as property entrepreneurs Try having a diagnosis as well Horrific That's just one small thing Apart from the fact that you're obviously in an incredibly vulnerable state You're unwell, you're treatment and so on and so forth Shine deal with that And their tagline is Under 40s with cancer, we get it The Cancer Support Centre is based in Sutton Coldfield They're local And their mantra is When the medicine stops, we start So to provide support for people who are both terminal and otherwise To basically help them along that very very difficult journey Gentlemen, UKARE is an Oxford based charity That deals with the five urological cancers So that's penile, bladder, kidney, pancreatic and testicular And they are specifically there as a research organisation To push that forward Something that affects a lot of us guys And the fifth is the Eve Appeal Which is the UK's leading organisation For research and support For the five gynecological cancers Vaginal, vulval, womb, cervical and ovarian So to say the mission this year is critical Based on those stats and those facts That I've been fortunate enough to deliver Today is monumental So what the hell are we going to do about it? Ladies and gentlemen, I give you this year's GetUpGiveBack 2024 fundraiser It's cardio versus cancer Five charities, five challenges Five years of GetUpGiveBack But the good thing is We're doing only five weeks of actual fundraising and challenges So I appreciate everyone's got busy lives But what we are doing is We're walking or running or hiking And if you haven't yet seen on your table Or swimming or cycling If you haven't yet seen on your table There's a lovely little brochure there Which explains the options you have for challenges And we're going to make this as flexible as possible this year Yes there are set challenges We're going to be doing the Snowdon We're going to be doing the Yorkshire Three Peaks We're going to be doing the National Three Peaks We've got the Great North Run AJ Bell Great North Run If you want to do a 5, 10 or half marathon On the 26th of May The Sutton Coalfield Fun Run on the 2nd of June All the information is in there What we're looking for you to do Is make a commitment to one Or if you want to do all five That's completely cool What I've been blown away with Just in the very short time we've had And especially yesterday at the board And the programme before Is the commitment that people have already made to us Both in time, in energy, what they're going to do And the finances And it's hugely appreciated And people have just come up and said Loma will win this year Because you make the difference in this There's a minimum fundraiser £625 is £5 off five people For five days and five weeks If you can't get that off your pals And probably a lot more Then you probably need some better friends Highest fundraiser last year, Umesh Thank you so much for everything you did Because for someone who initially said I'm not sure I can commit to this I've got some time challenges I've got the family to worry about He then went and smashed out Snowdon Have you ever been up a mountain before? And raised £3600 And with a need for another £1500 So you can make excuses too You can make a difference Talking of family and friends Are they welcome?

Are your team welcome? Yes, 100% Because it was actually someone who wasn't even on PE Who was the highest fundraiser Out of everyone, except for the people on PE And Greg was just Great Valley He did all four physical challenges And raised £7500 Which is monumental So if you've got friends and family Yes, they are very welcome to join you In the challenge If you've got team members, they're very welcome as well There's a slight investment this year Because we want to make sure that people who are on board are on board If you say you're going to do it and you do it, great If you say you're not going to do it and you don't do it, great If you say you're going to do it and you don't do it That's a problem And it was £30,000 worth of pledges last year That unfortunately got reduced or bailed on Which is not where we need to be It puts a lot of stress on things So £150 Is actually the dropping, it's January sale £125 Will get you these fabulous bits Your Cardio vs Cancer hoodie Should you wish to personalise your shirt Because you're doing it for Rosanna Or your mum, or your dad Or whoever it might be That has affected you With this outrageously terrible Problem You can have it printed on your training t-shirt And in happy news You get your guaranteed ticket to the Get Up, Get Back 5th Year Anniversary Formal Dinner That's where we'll be raising the cheques Three course dinner Right here in the Belfry Because we've got to celebrate We've got to celebrate everything that's been done All your participation, all your hard fundraising Throughout the year So whether you've been touched by the Story of Shay Or you recognise that 20s, 30s, 40s is not a time where you should have to be Even thinking about this Or for people in later stages of life Or for your Friends who are male Brother, sister, sorry Brother, father, uncle Or for Female cancers Female gynecological cancers Who are you doing this for? Ladies and gentlemen Please Take these Click on the QR code on the back All the information is on there If you haven't got my phone number or my email Then there's Getupgetback.co.uk Down at the bottom Get in contact, ask questions Let's get this loaded up And let's make this happen The 3rd of May to the 7th of June Really look forward to you guys coming on board this year Who's in?

[Adam Goff] (22:17 - 27:45)

Hands up Thank you so much Let's give Dan a big hand Congratulations Fantastic presentation, beautiful branding Well delivered An amazing cause, well done guys Fantastic effort, it's going to be a good one right? I'm liking the 5 weeks It makes it a bit more manageable, it doesn't feel like this huge thing There's flexibility over it Not that much, not that high a pledge Really is it, let's be honest So, you know what I always think when I sign up to this I always think You know what, if I don't raise the money I'll just donate it myself So it's like Ok, now it's not a like Because I think one of the reasons why we don't pledge the responsibility Of raising the money, but actually If you didn't do it and you let yourself down You'd just donate it yourself wouldn't you So, that's also pretty motivating Anyway, good luck Looking forward to getting started with that So, before we get going on the finalists This is Cheers This is your final chance to order your Affirmation Board The Affirmation Boards that you've all ordered Are at the side of the room, bless you And you can please pick them up and take them home And put them front and centre, pride of place Thank you Dec In your study, in your lounge, in your Wherever you want to put them, in your kitchen And if you haven't ordered these Or you want to change it or update it You can order another set Through the QR code on the workbook And the deadline is the 15th of Jan The 15th of Jan So I think that, is that Tuesday? So you've got the weekend To get your stuff together basically and get that sorted This is advanced This is High performers only This is don't come without it done, one of our mantras So I did give everyone fair warning About this, I did say it's high performers only Everyone's getting a little bit nervous now What did he say? What am I supposed to do again?

Good, so it's all good, it's all good So what we'll do is be very clear how this works Everyone just stands up now, that's great, everyone just stands up please Off you go, stand up Cool And like I said The next big milestone is the new Business year and Key part of the homework was to book Your AGM and potentially your New Year's Eve Party, so if you did book that, it's in the calendar And your team know about it, please sit down Cool, okay Good, no? I don't Want to hear Jon's like I've got no team It's like okay cool, if you've got no team And you're not going to do it then fair enough, you can sit down Okay Wow, okay Well good, no worries, nothing further needs to Be said, sit down guys Alright, it's awkward There's some high performers there Alright, get that in the diary Well done to all those who did it, a round of applause for everyone who did it Congratulations, well done Yeah Get these things in the diary, it's just going to happen, aren't they If you procrastinate, they're not going to happen So absolutely get it done, and it's just a reminder That this is the game we're playing this year We want this new accreditation, bless you This laurel, this PE Advanced seal of approval This is Like where three PhDs are here And this is what you need to do You need to be here today So well done, you've got to come to ten Workshops, you've got to post 90% Of your Sunday nights, that's a very doable That allows for a few Hungover weekends or being on holidays And forgetting, join, get up and give back Participate in it Or actively participate in our community By starting six new posts In the community We love this community because of the genuinely Amazing people we have, right But you get out what you put in So you can't just be a taker, you've got to be a giver So do something like that And then obviously you can build it up As you go, and this year is a freebie year If you've been on Advance for a few years You'll get the level that you've been for the last Few years, so you're able to get different levels As you come around the track With us every single year So with that in mind, this is our leaderboard For the accreditation Woohoo! Lots of greens Well done, fantastic, looking good Few yellows here, so a little bit of a warning Alright, and unfortunately There are some people who Who have been relegated You will not be getting The accreditation this year, so I'm sorry But you've only got yourself to blame So that's it, okay So we're going to announce that every single month So congratulations to those people who are working towards that, it's going to be fantastic Right, so Moving on to The Strategy Day Finals The Strategy Day Finals, are we ready for this? Six of the best In table order Once Dex Changed the presentations over Remember That these are not professional presenters You can smile, you can be encouraging You can look, you can give them the courtesy Of your full attention You can take notes, because there's wisdom In their presentations, and you can root For them through the rest of the year So this is your chance to Support those high performers that have done so well On their tables And, are we ready Declan? That was very seamless, that was very good So without further ado, from table one Long term property entrepreneur Let's give Akash Desai A big round of applause And welcome him to the stage Thanks There you go

[Akash Desai] (27:45 - 36:44)

Nice picture man, nice picture Hi everyone I chose it Because it was professional and fun Which is what I was trying to go for So for those of you who don't know me, my name is Akash Director at Onpoint Mortgages And co-founder of The Black Box And last year, just as a recap Was a difficult year For Onpoint Mortgages With the economy the way it was There was no getting around it And we did have to take Quite a big hit last year Having said that On a positive note I did manage to turn around this property To this And effectively add One more property To our financial fortress So again, trying to stay positive with this In addition to that, at the end of 2022 I actually gave up my Brown Belt in Kung Fu And started again I'd forgotten a lot of it And I'm a believer of you have to earn what you've got at a time So I started again So I went from 0 to White Belt to Yellow Belt To Green Belt to Orange Belt So I'm really happy about that And finally I'm actually wishing I didn't come up earlier Because this was supposed to be a reveal My big success from last year was concept to reality Was the Black Box This was the concept And earlier I held up the box of what it's actually turned into So I'm really happy about that In terms of my KPIs My wealth in terms of my financial freedom Income goal We're actually 37% of the way there Which is great My metabolic age as of last January So it needs updating, I literally did it on Wednesday I'm 43 now Last year when I did it In January I came up with 27 So I'll take that as a win And my life by Design is 47% But you know what, I'm not going to try and focus on all areas I'm going to be selective this year About what I want to work on So this year is all about this concept of feed the beast And I've got this mantra in our house Feed the beast And it's effectively Gamification of the financial fortress So I'm like Feed the beast, feed the beast So me and my wife Have got on the same page now And it's all about The financial fortress So we're very clear on what our Monthly target is We know how many properties we need to acquire We know what income that needs to be So it's all about Now just feeding the beast With our various Entities And we've been working on a long game together And ultimately what is this for And this is for financial freedom For me it's about living the life of I want to do something rather than I have to do something And we also want our next family home So that's what this is for In terms of my Personal objectives For the first time on PE It's not a health objective because I'm always go go go It's actually the opposite So this is me At the end of a week on Sunday I'm worn out I'm battered I'm often guilty of training too hard I don't sit still so I just try and push As hard as I can I used to wear the badge of honour I used to wake up at 3.30 in the morning But the older I get I'm asking myself does this serve me So this year And I get sick a lot as well So I'm trying to re-review where I am So this year is about recovery Like let's focus on recovery So it's not about training it's about how much you recover So basic one I don't want to sleep 6 hours anymore And say that's great I want to actually sleep 9 Because I was sleeping a lot during Christmas And that made me think am I getting enough sleep So recovery Second one is watch out for the snakes So just as much as I'm trying to grow It's also about making sure I don't Get caught up with one of these snakes And I'm a firm Believer that the universe gives you what You deserve And for me just basic things like Personal cash flow management Just making sure we hit this target So what I found out recently Is I was trying to bring the family Along on this journey and I was trying to do it myself I was like I'm the bread winner it's me doing it However having consulted The boss, my wife And taking her and explaining What we're trying to do We've changed from being 6 months in the red To 3 months in the green So it's not just about that It's about doing it together And we're going to do that every week together And that's already been a game changer And the final one You've seen me do my Kung Fu I'm on my journey to the black belt It's just continue to grow So this year it is to grade every single time And go from orange To blue, to red, to purple Black will have to wait Until 2025 but I'm okay with that The journey continues In terms of professional objectives I've got something called no This is quite funny because I actually had a Really juicy meeting yesterday About some JV development Opportunities but I do need to say no to a lot more things That I've been dabbling in And the way I'm going to gamify this Is I'm going to actually have a no jar So every time I manage to say no to something I'm going to put it in a jar And I'm going to tell you up at the end of the year So I just need to focus The second was actually Going to be I need to be out Networking more But again talking to my wife Which was always Enlightening It's not about meeting new people She said what about the people you know Water the grass that you're on And I really took that on board And instead of networking more It's about creating more In depth relationships with the people I know So I'm going to try and reach out to people That I know, haven't kept in contact with Again people like yourselves We're already here, we already know each other It's about investing in that relationship And the final one Is I started doing back to back leasing Similar to what Jade's done I did it on my own properties in Leeds And I started helping other people do that And My metric for that is I need to systemize it And get a PA on board for Five hours and as of Monday Last year I actually got that PA on board So that's a tick so I'm happy with that In terms of my Headline strategy It's quite simple this year I did the hard work and heavy lifting last year With a black box Here it's sell, sell, sell And my metric for that is 10k per month As of December I hit 9.5 So we'll see How that goes for the rest of the year In terms of my Supporting objectives I think the slide's going by itself Is speaker extraordinaire So I want to get booked onto 20 events this year And I think I'm on 14 at the moment So I'm trying to get onto more for credibility The next one is content king So I want to create quality content That I put out there and I've started creating it So it's about quality not quantity My goal is there 45 And finally similar to what Billy's doing is I want to drive by the dashboard As a dynamo I'm often Guilty of Leading by my gut but Daniel Priestly talks about LAPS which is leads appointment Presentations and sales And when I re-review that it's so much more Enlightening about well if I'm not making sales What's happening to my leads So I did that last week and It's a goal of mine and I'll be reviewing that weekly In terms of my wealth pyramid Cash flow is the black box And on point mortgages My profit's going to come from Back to back leasing and Every time we acquire a new property We'll go straight into the Financial fortress because it will be On a long term lease In terms of my 70-20-10 70% is the black box 20% is Back to back leasing And 10% is personal cash flow Stroke tweaking what I've got already So I'm a believer again Like you're sitting on a mountain of value Tweaking what you've got is Really valuable in making profit Not just acquiring new properties In terms of adventure this year I've been invited to Compete at Kung Fu In Malaysia in July I don't know if I'm going to make that happen yet I'm also trying to feed the beast So it's a bit of a conflicting one But it would be a journey with my daughter Which again would be fantastic So I look forward to updating you guys at the end of the year And it wouldn't be a presentation Without Akash on a bike So this is what I wrote In August last year I absolutely loved it I told everyone back then it was like Riding a fighter jet And this year my goal is going to be To have that as my reward So I hope everyone enjoyed the ride Thank you very much

[Adam Goff] (36:49 - 37:13)

Well done Akash Great presentation, congratulations Looking good Sounds like it's going to be a big year for you Big level up, big step changes We good with the deck?

Yeah? Ok ladies and gents, one down, five to go Let's give this young man A massive round of applause Warm welcome to Mr Craig Shields Ladies and gents Thank you

[Craig Shields] (37:28 - 47:07)

Hello everybody I think this might be our presentation But we'll go with it anyway Hello everybody, my name's Craig Shields And if you don't know who I am Green one slowly At the TV Nice If you don't know who I am My name's Craig Shields and I run a carpentry company in Kent I've had my carpentry company For the last seven years Been in construction for 20 years And I've been around property For about 15 years But my father-in-law has got a big portfolio So seven years ago I took the plunge To make my own business, CS Carpentry in Kent So my aim was To create our own work For our own business, I wanted to get rid of the clients I wanted to get rid of the general public Because I was fed up of Looking after people's cats Making sure the back gate was shut And just all them phone calls when you got home That you didn't want anymore So myself and Suzanne set up Link ID And I've also got another property company With my best friend Alex who's on the program So what we do is we buy, we build And we keep And this year luckily enough we have managed to be able to get rid of Our small works team We have managed to land 84 units to build this year And these are the sort of projects we're doing All commercial to residential All around Kent 55% of the work is our own And 45% of it is to other clients I've got there, architects and Planning consultants So between myself, Suzanne as an interior designer The planning consultant And the architect, we've got a good little power team Going on and bringing work to the table So also we have Me and Suzanne launched our training course Last year which is great We've got five people on the training course And it's all about getting tradesmen People to do the job Properly I always get it wrong but there's all men on it at the moment But I'm sure there's going to be ladies soon But again make sure they do it right Make sure they're doing their invoices right Estimates out there right before they jump into the world of developing And also letting them know That there's options out there That you can provide yourself some own work And these are the people that I'm doing it for Me and my wife have got six children Between the two of us I couldn't get them all on there But this was the nicest picture I could find of us last year And my wife there is the most important She's my rock She's the one that got me to do my own business She's always pushed me Always drived me She's got epilepsy and she's really struggling a bit So it's all about making sure We can give ourselves a nice life That we can support ourselves So going on to my Wealth and health And life by design I'm lucky enough to have 25% of my fortress done I'm not too sure about this one Because it was done after a weekend on the champagne Of celebrating we got £4 million of a turnover next year And it's 53 and I'm 38 So I think it might have something to do I think it might have something to do With that I'm short, fat And my cholesterol is a bit going up the wall So there's something to work on this year And 61% 61% of my life by design I've done it first time around And Ashley was sitting next to me and it was 51 And he said do that again because you're too hard on yourself So 61 it came out and I'm happy I'm happy in life so it's all good So big thing for me this year was the long game I can't do all the nice things That we go and put all into this board Without a fortress So one of the reasons why This little box that I've built And how we're taught I'm probably an entrepreneur Is to turn it into a game So I can't do taking my family to Disney And buying myself a Rolex And all this without actually having a fortress So I've turned it into a game Which basically this fortress is divided up Into three Security, fun and luxury Each one of them 500 pound Passive income per green monopoly house And the hotel shuts Each fortress So the first one obviously security I can just live, the next one is fun The next one is luxury of going on yachts And having nice days out at Crystal Palace Etc. So I put that in front of my wife Because she hates property Because her father in law is into it And every time I buy property she's like Oh not another one, what are you doing I put that in front of her and she's like Oh bloody hurry up So it's very visual And behind this, I didn't do it in my presentation But behind this brass plaque that I've done There is actually a note to myself That I will take that plaque back off and read Once all three of them are done So we will see when we get there So the big thing for me when I got Cave Town was financial fortress is my freedom I've got to do this to give me My freedom for my family and myself I want to retire by the age of 42 I'll say that to my family and they're like You're not going to retire by the age of 42 Exactly right, I'm not I'm going to become a mentor and I'm going to really push on to doing Training trades people To be developers And that's my long game So I don't want to be in construction I want the team to be running itself So that is my long game So my year of is just do it We've got to where we want to, we've got all of our projects I don't need the small works no more I need to get on with my health So my year of is just do it My three personal objectives Are first one Flex and lose Can't touch my toes first time Can't really do this And I need to lose some weight to get that age down So my target is to get to 12 stone Can't touch my toes first time So I started Pilates And I'm doing my personal training which I was doing last year And adding some other things in this year So it's great Time equals love is another one for me So as I said I've got six children Five of them are girls And my son actually gets a lot of my time And my nan is a big part of my life And they're not getting no younger And I really want to spend some time with them And obviously with my wife We did 12 red letter days the year before My daughter got ill last year And before that every month we did a day with ourselves So we're doing that again this year 12 red letter days And spending one to one time with the children I took my daughter to sushi bar the other day And obviously having girls Which is not cheap So it's going to be an expensive year But getting some quality time with them And then obviously I've built my fortress There's a lot to do with it And I've called it Pasco Collect 200 Pounds So this year my target is to get 75% Of my fortress done On the security side So let's go and do it I've also carved up my time I've put my big rocks in there I've got time with my business partners Time with my accounts And obviously I've done a percentage down here Of what time I've got left to actually do my work And other time I've got to do it myself Professional Objectives is I want to be a PD graduate I want to learn development rights We're doing a lot of commercial residential I'm working with a guy at the moment He does it, I'm following him This is one of the projects I'm doing with him And by the end of the year I'm going to buy one and do one myself Obviously we're doing our mentoring course So I need to tell my world I need to tell the trades people As Suzanne said earlier on the mic We've committed to doing one podcast a week Which we've already filmed 12 of them And it is trades developer podcast So watch your space on that one And then the writings on the wall Like I said, I've carved up my time I'm going to be tracking this 90% I want to do 90% of sticking to my time That I've done this year And I've given my PA a strict routine Of where I'm going to be And we're going to stick to that And track it on Toggle And then my headline strategy For my company is We're going from 100 to 1 So we're going from 100 clients to 1 client this year So we're just doing commercial residential And sticking within our power team How I'm doing this This was a big It was a big thing for me To let go of my small works Because all of my businesses come from Being out there networking Doing my small works So I'm pulling the curtain down I'm saying no to small works But I'm going to be building up a waiting list For our other developments So I'm still available I'm still here But we're just busy So I'm still going to carry on with my marketing I'm still going to make sure that the company is still Visual in Kent But we can start picking and choosing our jobs It's our way or no way basically Because we're doing different developments You get specs from different architects And designs given to you differently And we're funneling it into our system in Trello Making sure that all of our jobs Look exactly the same over our system So it's our way or no way All the subcontractors get paid the same each month So it's rebuilding Trello And making sure it's all done with loom And then I'm going to invest 10% Of the profit into my fortress And then I'm going to be doing 100% of my wages so far Is coming from my carpentry company I'm not taking anything out of it at the moment I will be 25% of my fortress done And I'm looking to get 75% done of that 10% out of my company And double my wages with our mentoring course So I'm looking to Divide up my time with fitness Mentoring and developments Obviously that's what my biggest thing for this year is going to be And my challenges are I'm going to Do get up and give back I said to you I'm doing it And I'm doing it this year So I'm going to go camping with my son Time equals love And I'm going to go football away days with my son I used to go football a lot And it used to be beer and pub And now it's going to be sun and burger So it's going to be a little bit different this year But I'm really looking forward to it And my reward this year Is we're going to Bali And I'm going to go business class On my own to Bali to meet these fantastic People we're working with And that's my reward and thank you all so much For supporting me

[Adam Goff] (47:16 - 47:37)

Awesome job Craig Great presentation Love the financial fortress model as I said earlier Craig is a High performer as you've just seen Okay so Two down Four to go Let's give a massive Profit Entrepreneur Advance welcome To Valerie ladies and gents

[Valerie Houghton] (47:48 - 58:56)

Right Hi my name is Valerie Houghton And welcome to my strategy presentation day The colour is yellow because It's cheery, optimistic, friendly And I have a friendly disposition With a degree of hope and creativity It's ideal for this year's Presentation because after all It's life by design And one of my years was to live life in colour And that came from Josh Keegan And it really resonated with me So that's why I'm using the colour Ten years ago This was the property I lived in Cobbits Hill And just on the back of it is St George's Hill Where we've had very famous people So my dream is reversed So through a family divorce The solicitor said to me Valerie you can't stay in Weybridge, you can't afford it And It's a red rag to a bull So I decided to Rent a two bed property And give the children the bedrooms And I slept on a mattress on the floor for two years And I joined a franchise And I followed a blueprint To create my own Income from nothing I'd been a stay at home mum for 25, 30 years And I had to just work Part time jobs but I had developed some things So this extension I had done So I had an interest in property And I'd worked in Snow and Rock which is a ski shop With young people so I knew that that was What I could do So I've created a 5 million portfolio In Surrey 3 million is personally owned 2 million is JV owned And I have a small scale HMO development Where I manage it And I have 55 rooms which I do myself So I have plagiarised Plato because mothers are the necessity Of invention This is what I do it for Why?

Family first always I haven't been successful in my own Relationship but I've made sure And all three of them Have wonderful relationships And my son on the end has got engaged this year And I can look after myself And they can look back at me And know that I'm thriving And not worry about me and get on with their own lives So for me a flexible work pattern Is paramount So my reason why is My family first My year of It's 4 ways, year of mastermind To finish what I've started To focus on a specialist New subject strategy And to overcome my overthinking To master my own mind and to be around people Like in this room but in a smaller scale Group so I can actually Form better relationships and get to know Better things My personal objectives And tangible targets are to master my mind I overthink, I have analysis paralysis I'm in my comfort zone in Surrey All my friends are ladies at lunch They have a great time But I'm not that, I've never been that I wouldn't work in Snow and Rock for 16 years Moving from £6 to £8 an hour Because I just am more than that And I'm an oddity in Weybridge Because I'm Scottish And I bloody say it as it is And people find me strange So I've worked on it So I have got a good income From the property portfolio But I need to restructure it And I want to master my mind And a couple of the other things I've done Is overcome loss And now I just want to do meditation And I'm going to do that with Matt Who's in this group And I'm going to Try other therapies times six for the year So look at things like hypnosis Or other things and I'm very open to Understanding and learning about other strategies The second objective is the biggest loser Now it's something that I've Tried to do over the last four years And Richard who's from VavaVoom and I Both have big tummies and we've bashed off Against each other and said we're going to lose them And this year we're going to lose them He's bloody in the gym and he's in an accountability Group with me and we are going to do it So To be the biggest loser I want to lose £60 this year as a big target I'm already £28 down I Thank you That has Been done by Slimming World And having accountability in the group And The 70k steps a week I'm in the pattern now for it Again it has come from Joining this group of people And making sure I do it and some strength training I posted a little video of me Bench pressing quite a lot of weight So not bench pressing What's the one? Yeah that one Now The third thing Is wish you were here I'm sure you don't Wish you were here This was actually a date I went on I thought I was going to be having a nice meal out With somebody but no we ended up bird watching It was Dire And when he said to me After it Why do you think I'm going wrong?

I went everything Just everything So What I want to do is Make sure that I Am going to good places in the year I have four holidays Have four decent dates Go and visit my dad in Edinburgh He's an older chap And go and visit my daughter in Dubai And go away with the guys on the mastermind team And be more spontaneous and say yes And the other small thing that this reminded me of This picture Is like a cabin and I've got a bit of cabin fever I live in a one bed flat So everything I've done I've lost the big house But it's how you are as a person So it doesn't matter but I would like an extra bedroom And I don't think that's too much to ask This is my long game I'm on life's journey We got given a poster I'm over half way That's kind of scary I'm 62 this year and the clock is ticking But however on your long game You need to remember to look back And one of Dan's comments that's resonated Beyond measure is Pat yourself on the back Every month you are still in business And I do that every month I'm still in business He saved my business when I secured My mortgages When I locked in the mortgages And the other point is Hand up, hand down My mother My wonderful mother whom I lost In my first year was getting over the fear of that Said to me Don't be peas above sticks Never be above yourself It's a Lancashire phrase Remember where you have come from and how you are And keep grounded And that's a mantra that I live on My heroes My father is 92 and Colette My ex-mother-in-law is 94 They both lost their partners At 61 and 62 years Two years ago Both cancer Pancreatic cancer, prostate cancer So I will be doing get up, give back this year And how to embrace life As I'm 61 You look for people a bit older As their hero And my father has taken up painting again And he takes the bus everywhere And Mamo She lives in the Lake District And she walks around the lakes And she teaches French to students online And she is now learning Italian So they are living life to the full My professional objectives And targets I'm in a league of my own at the moment It's a lonely path to run And I need to Restructure my HMO Portfolio And replace some of the income So I'm looking to do rent to rent And looking better at working with my SAS fund It's a countdown Again the clock is ticking I want to raise 50k of investment this year In my HMO business And I would like to JV on a rent to rent business with somebody And I'm looking for 2k extra a month on that And I want to be the apprentice And have an open mind And again I listen to everything that's being taught So I want to leverage expertise of others And look at even sourcing deals If they're good deals Or looking at acquisition And then being careful about all the exit strategies My headline strategy Is gamification Playing to win We were playing at our strategy Weekend away And these are self explanatory You need a team You can only work with people that you like and trust You play to your strengths Wealth dynamics You create a plan and work it well And you need to have a specialist subject So what am I doing I'm looking at a new Opportunity So I need to connect with more people And remain in the franchise Which I'm already in Because the majority of the 500k of investment That I've garnered over the years Has come from other franchise members They've all made their money And they just want to lend money So it's kind of good So I also want to connect with other people Outside of that network And going to two networking meetings a month Is important And doing calls, it's a numbers game So many times a week And making sure I time track it Adam Then the next thing is University challenge So it's a new subject area I'm going into Which is rent to rent So I need to study the courses And I need to go to the conferences And then it's deal or no deal Which is really about pounding the pavements It's a numbers game and consistency is key I have to have an open mind And a share of the pie If I could work with a joint venture partner Is much better than no pie at all So it's very self explanatory The way that it's going to work 70% of the time is to be on the SA, the new venture 20% is to be on refurbishment And restructuring of my portfolio And 10% is going to be on The better use of the SA Then finally Just thinking about challenge and reward Adam believes very much in manifestation And the surrender to the universe And he is a prime example of that Because things have worked for him I have found that manifestation does work for me Every time I'm being positive And being grateful and remembering where you are So having read the book The Surrender Experiment, it created more questions And answers for me Because this is my kind of surrender Mickey Singer in the book was a very intelligent Capable man And therefore things happened for him But because he was that person For me it's about To create success in your life You need the intent and the focus Must be clear Then you can let the universe Take care of the details So this is my challenge My adventure And my experience For the year And it's already started to work This week on Tuesday I had a meeting in London And I have a JV partner for my SA business Who has three SA properties In Russell Square In London That's a result And my reward My kids' mouths dropped Mum's going to Bali Applause

[Event MCs] (59:03 - 59:03)

Thank you

[Adam Goff] (59:07 - 59:28)

Alright Mum's going to Bali baby Good stuff Great presentation Valerie, well done Okay, moving on To our next contestant Ladies and gents, let's give him a massive hand Mr who has subscribed himself Christopher Moss ladies and gents Welcome to the stage Applause Music

[Christopher Moss] (59:28 - 1:09:06)

Music Hi everyone So to kick off my presentation I'm going to give just a bit of a Overview of sort of how I got here So the first is I've been on Property Entrepreneur For the last four years, so this is my fifth year On Property Entrepreneur And very much over the last four years I've been working towards the long game And this is the final Year of that for me to complete The long game, I have focused Heavily on my wealth and Building the businesses over that four years As well as improving my health But I've not focused as much On life by design, so this year There's a focus towards that And I've got a couple of big personal things coming up This year that I'm also going to share So On my wealth side of things I'm fortunate To have 123% of My living costs covered by my Financial fortress, which is a bit of a win Because when I came on Property Entrepreneur I owned no property, I had some Money but I owned no property, so it's been Awesome to build that up It is because my living costs Are low though, so my aim Is to increase that to 200% So I can then increase my Lifestyle Without worrying that if I Lost all the businesses I'd be in trouble So that's my wealth My health was 15 That was a year and a half ago That was a year and a half ago And I do question how accurate it was It was a blue crest, proper one But not 100% sure how accurate That is, I've got another one in a week's time And that will be my new benchmark 15 isn't my benchmark And then life by design was 77% Which actually isn't too bad But it's partly skewed between what I value At the moment or did value When I was doing that presentation Filling that form in, sorry So my year of this year Is the year of the high value man I didn't mean high to be taller That's actually an error but it looks good I wish I'd done that on purpose Did Declan format that?

I'm sure it wasn't that before So my year this year Is the year of the high value man And it's all around being high value In some key areas of my life And some key things that are happening I'm going to be restrained on my time this year And I just want to make sure for those key things I'm turning up and being as strategic And as high value as possible Whereas previously I perhaps haven't been And I've not put the time into certain areas Of my life So that falls first into my relationship with Phoenix So I'm going to be getting married Later this year Thank you And I want to just make sure I'm turning up and supporting Wish I meant that one too So I'm going to try and be the best husband I possibly can And I'm definitely going to turn up The next is I'm also going to be a dad For the first time this year as well Thank you Yeah I was cropped out You saw the original On the right of that I'm studying my boxers And it looks a little bit weird Thanks Sarah And I want to be as high value as I can As a dad And just be as present as I can be For that journey And we're expecting a baby boy On February the 29th Which is not far away now And got the orders slightly wrong In the marriage and the baby And then finally professionally I want to be as high value in the businesses That I possibly can be And just add value from a strategic place As I can So my personal objectives To support those Are fitness first So it's become very apparent over the last number of years Fitness, mental fitness and physical Fitness are super important And I'm not going to be able to do any of this stuff Unless I can maintain that So the first part is fitness first And this is about me reading this life and strategy book That I've put together That has my reasons why, affirmations All these things on a daily basis Which keeps me sharp, keeps me in a good mind space Regardless of what's going on And the second part is I want to get and see some abdominal muscles Which I haven't done for quite some time So yeah, I was going to put a before photo But it was too painful So hopefully it looks more like this after So my target for that Is to be able to see some abs And to read my book daily And I mark on the front cover of that As to how it's going So I can track it that way The next is be my best So I'm conscious that in my relationship With Phoenix, I want to make sure I am showing up as the best version of me And with work as well as a baby On the way, that could very easily slip So the aim this year That that won't be the case Ian's laughing I feel like every parent knows something I don't know So the aim is to have a Family review meeting every week After I've got my Sunday sanity There's some questions I have And these are the areas that we're going to cover To make sure we stay aligned And I'm getting feedback and just being as good and supportive As I possibly can be And I'm going to track that just on the Sunday sanity Did I complete it or not, it's in my calendar already And the next is create joy So again, I think it will be very easy this year To just be focused And not actually create that joy and moments That I want to So the aim is to create joy With a monthly family outing A family outing with Phoenix Our son, all going well And then my nephews and nieces as well If I get a chance to with them as well Professionally So again, this is about being as high value As I possibly can be So the target for this is wealth first Didn't have a picture of Ian And Garrett together But between them, they're my heroes From a wealth building perspective And through working with those And the other things I'm doing I just want to be as high value as I can And everything's geared towards wealth Wealth first And the target for that is a net wealth target That I've got for this year And then there's a few others in terms of hourly rate And different things as well The next is be more Elon So I read Elon Musk's book back end of last year Thanks to recommendation from Tom Appleton And it's a Very clear He's able to stay an expert In what he does Even though he's running Three billion dollar companies Multi billion dollar companies, three of them He's able to stay the expert in all the meetings He attends, so I want to be more Elon And the way in which I observed he does that Is that he has this data that's fed to him So he's got reports that land on his desk He's got industry news that lands on his desk And he has time to be able to make sure He's looking at that So when he turns up to a meeting about rocket fuel He already knows lots about it Because he's got these dials and dashboards That are leading into him So I want to be more Elon this year And elevate myself in that way And the target for that is to create a framework To stay the expert to make sure I've got those things Feeding into me that I need And then finally is step up So Warren Buffett was the best person I could think of to represent this I want to be the owner Not the operator in the businesses That I run And move closer towards that this year It's not going to be something I achieve overnight But I want that to be included And my target for that Is just making sure I execute the property entrepreneur Framework perfectly So making sure all team members have got PDPs Make sure we've got the QGMs, AGMs Everything happening So people in the team can pull the business forward As opposed to me with a couple of team members Possibly dragging them from time to time So that's professionally Headline strategy this year So I'm going to focus on oversubscribed So the aim is to leverage the assets So over the last four years We've built new things We've improved things, we've launched new products, services And the aim this year is not to do anything new But is to sharpen up What we're already doing And leverage what we've already built So the supporting objective for that is streamline So the first part of that is making sure we're On budget every month and that's tracked We have management meetings and reports already Set up but it's just making sure That we're really analysing those on a monthly basis And one of the team is incentivised to do that Next is five star service So last year we had 11 out of 12 months We were rated world class Which was frustrating but Plenty of good feedback which we very much welcome Like genuinely do And this year It's to get 12 out of 12 on the NPS score rating And then finally is sales systems Which ties in with me Wanting to elevate myself At the moment I'm a bottleneck within oversubscribed From a sales perspective and I want to Be able to remove that this year By replacing me on some of those calls That I will have for that business So the target is remove those bottlenecks Adventure Challenge and experience So my challenge this year is definitely So I'm told is The baby situation The next I'm slightly nervous about it If anyone hasn't Next is an adventure So I'm going to take my mum to Rome Towards the back end of the year with the baby in Phoenix As well and she's one of my massive reasons Why and has been for a long time So I want to spend some more time with her This was our last trip in Dubai And then finally the experience I'm getting married so everything that Comes with that stag do And all the rest of it Thank you Applause

[Adam Goff] (1:09:11 - 1:09:12)

Well done Chris good job

[Event MCs] (1:09:12 - 1:09:13)

Thank you

[Adam Goff] (1:09:13 - 1:09:30)

Awesome best of luck Very nervous man there Alright very good Two more to go ladies and gents Please give them a massive round of applause For Mr Matt Dolman Welcome to the stage Matt Applause

[Event MCs] (1:09:35 - 1:09:45)

Music Music Music

[Matt Dolman] (1:09:48 - 1:21:14)

Music Music Music Music Music Music but there's also some other information that I'd like to share to you and really how I got here. And one of the big things that I've always been interested in is having my own business.

And it's been something I've wanted to achieve for a long long time. And at the same time I've also been working for lots of other people for a long long time. So trying to escape from the rat race was always my priority.

And the one thing that I did know was that having a property portfolio was always going to be my exit. And it's obviously the cliche but I had it in the back of my mind. From when I was at university I used to live in a five-bedroom house that used to be three bedrooms.

And every few months the landlord would slip a note underneath the door. Hi guys just to let you know I'm going on a holiday. He did that five times a year.

So I was like okay this guy's on to something pretty good. So what I did is basically all the money I ever raised or all the money I'd earned I actually kept it and I actually invested it. I'm not a very materialistic person.

I don't need to buy a lot of stuff. Most of the money I actually spend is on food. I think that's a good thing.

And so I started building a buy-to-let portfolio. Then what happened was when it increased in value I refinanced it and I went again and again and again. Then two years ago I raised enough money.

I saved enough and I had two more properties that I needed to refinance. I refinanced them and then I gave them my notice at my job. And then I went full-time in property.

Oh yes what a brilliant brilliant experience. But it came with a few challenges and a few sacrifices. And it meant moving out of my absolute man pad in Clapham.

Walking up to Clapham Common all the time. Going to Infernos. All the really good stuff.

And I had to make some sacrifices. And the biggest sacrifice I could make which was my biggest overhead was my rent. So I moved back to Essex to my mum and dad's house into exactly the same bedroom I used to live in.

And that's where I started creating my business. But I have to give them the glory because it is our little trio. My mum, my dad and me.

Here they are. There he is. Keith Dolman also known as DJ Blackbeard.

And this is my mum here also known as Hells Bells. And so they are my absolute fortress and have been very patient for me being at home. And also this whole experience what I actually realized was that I was really surprised because this whole journey of this presentation all of it is to do with business.

And I've actually looked at it and I've lived my life actually backwards. And the way that I do that is that I'm very fortunate when I came out of school I went traveling straight away. I had a gap year.

I've got the travel bug. I've basically been a hippie. I've had flip-flops and bawdy shorts on for many years.

And I was very very grateful. So I kind of got this all out of my system. So now all I want to do is grow my businesses.

And that got me to a stage where I started a rent-to-rent business with my business partner Sophie. And even with these buy-to-lets I realized that I was actually just making it up as I was going along. It was a great experience.

I was even doing my finances on Excel. It was ridiculous. But it worked and I didn't know anything different.

I then found PE and then after being here on PE I then realized there was another way to start business and do it correctly. And with the right structure it can grow into something even better. So here we are.

The long game. Lots of texts. Yes Adam I will put in photos next year.

But the PE taught me so much and out of cave time this year I actually started two new businesses which I'm super super psyched for. One of them is called You Got This. I actually got the domain name.

I've even got the limited company. I've got no idea how I managed to do it. And what it is is basically a motivational mindfulness course to teach people to basically encourage them to live a bigger life.

It's just starting in its infancy. But then I've also rebranded my buy-to-let business to the mindful landlord. And what that is going to be is making landlords make mindful decisions about their property investing and connecting landlords with projects where the tenants need 24-hour care.

So basically they're going to be getting good returns but also giving back to the community at the same time. So the long game basically has actually just taught me that I am now in my form, the norm stage, the form stage and the perform. And having done this experience I've actually realized that I can actually see my financial growth, my business growth and even something I thought I'd never do.

I put my romance growth in the side over here. And once it's on paper that means it's going to happen. Right so now the year of.

So the year of is keep my foot on the gas. And keep my foot on the gas is basically from everything that I've learned last year I just want to keep on going, keep on pushing, keep on doing what I've been doing and just keep my foot on the gas. So my wealth I'm at 40% which I'm very happy with.

This is my buy-to-let business but my overheads are very skewed at the moment living at home. I'm also single and so this will change over the next couple of years when I have to refinance but we'll judge that when I get to it. This is great.

I was 40 last year, last year? No, last week. And this says 24 so I'm obviously doing something right so I'm going to stick with that.

And then my life by design my number is actually 74 and like I said there's the three of us, the three amigos and that's what really keeps me going. Then we've got the personal objectives. Maintain it, don't gain it.

Yes look at that jumper. I am a Gregg's addict. I don't know what people like.

Sausage, egg, sausage, cheese and beans is my favorite. But I had to change and I've made a really big change here. I lost six kgs last year.

I'm in great shape for myself. I feel really happy about it and I'm going to do a bi-monthly weigh-in from 92 to 94 kgs which is just basically eating cleaner and not eating so much food. Reign it in is basically I get the money coming into my account each month and then when some money comes in, I just spend it.

It goes out for my investments and it goes out for my funds but the rest of it, it goes on food, yes, but where else does it go? So I basically got someone off Fiverr who's now creating for me a cash flow management. Then fly the nest again.

This is my lovely office at home and by May I'm going to move out and move to London. Professional objectives. On the mic.

Oh my goodness, here we are. So this is really big for me and yes, on the inside I'm absolutely breaking it. My hands are really sweaty but I'm doing it so I'm really happy and this is going to help me get better at my public speaking for my mindfulness business and also for raising money for investors.

So basically one event a month. Now my numbers. Again, as I said, working in Excel, my goodness.

Now how things have changed. I now work with the guys ultimate ultimate FD. I'm actually really interested in numbers and I've actually read one finance book.

My goodness, the psychology of money and it's got no pictures in it. And I've got a second one that I'm reading and basically next year I want to be up here and know my P&L off by heart and present to you. Then content machine.

Look at these cheesy photos. I've been doing these posts on the back of advice from Chris Moss for the last 18 months and I've realized that it's not actually about the, how can I say, it's not actually about how many posts. It's all about the quantity, quality, sorry.

And so I want to pay exactly. You've seen some of these and the quality is obviously not so great, but the experience has been fantastic. So I want to do six posts a week.

That's over 250 a year and I will change my social media business. Next proof of concepts is my headline strategy and I'm so excited for this. I've never been so driven to actually achieve something before like this supported living.

Yes, it is that trigger word. And yes, I am on that bandwagon, but I have a rent to rent business at the moment and it's really stalled in terms of growth because of the cost of properties and the cost of the energy bills. So I'm transitioning from supported living and rent to rent.

And what this actually means is that hopefully if I, the end of this year with the proof of concept, I can then start selling these deals. This one, first one, train the brain. I want to become a specialist in supported living.

And with that, I need to find a mentor and be part of a community. And I'll present that to you at the end of the year. Now my niche and the strategy is a very big strategy and it has a lot of care and which strategy I'm going to choose.

I don't know, but I have had my own mental health issues in the past. Something very close to me. Hence also having the, you got this business, so maybe it's going to specialize in this and specialize in a location in Essex, but that decision I will choose and let you know.

Then we have deal or no deal. I really wanted to cut this picture out, but I have my IT skills and put my face on there, but they're not that good. And all it is, is I need one deal.

As long as I've got one deal and I can actually show that to you, then I'm going to be happy. Then the wealth pyramids, we have my buy-to-lets and the profit is going to be next year when I start charging people for the sourcing and for the mindfulness. The end is the buy-to-let portfolio.

But then here, this was a difficulty because I have to split my 70-20-10 and the 70% is the cashflow. But this is my real passion here, helping people and giving back. But what we've got here is the secret public speaking.

The more I do at this, the better I'll be at these. Finally, the challenges. As I said, my focus is all about business, little about anything else.

So my challenges actually are me. Look at that shiny head. Oh my goodness.

Such a blaze that I need to make sure that I focus and I actually don't get distracted and just keep my head down and keep my foot on the gas. Secondly, is the adventure is doing exactly what I'm doing here, which is speaking on stage. My goodness, even though I'm freaking out, I'm absolutely loving it.

The more I can do this for other people and help them, the better I'm going to feel. And finally, the commitment. And this is huge.

Actually committing to all of you that I'm on this stage now that I'm actually going to do exactly what I've just been saying in eight months time is really freaky because normally I just say it to myself in the mirror. But now I'm saying it to you. And so it's out there.

And then finally, there's going to be a little bit of a theme here, but I'm going to have to do it. My reward is Barley, baby. Thank you very much, everybody.

[Adam Goff] (1:21:22 - 1:21:50)

Barley, baby. We got a barley in in August. September, September.

Yeah, yeah. Yeah. My see you there.

Good. All right. Has it been good so far?

A world class performances all round. Congratulations, everybody so far. We're not done.

There is still one more person. Let's give for the last time today. A huge welcome to Mr. Anthony Carter, ladies and gents.

[Anthony Carter] (1:22:01 - 1:31:54)

Good afternoon. Definitely not say best well last. They're all amazing.

Thanks for voting. Who am I? Anthony Carter.

Obviously, I got up early and give a bit of like the journey I've been on, but started in 2018 when I give up drinking. And that's really been accelerated since joining props on today. So I want to thank you all for that.

I've been in business for 20 years, maybe a bit longer. And in being the word being in the business, be really busy, started on the tools. We're up to 70 odd lads working for us now three and a half million turnover.

We're getting out of the business now. As in this last year, my strategy was to people and processes bring people in and that we brought the people in still not there with the processes. But we get we are getting there.

So my year of sorry, no health, wealth, health, and life by design first. So my wealth, successful business, not do so well with financial independence. That was a big eye opener for me when we did the calculations for that.

So that definitely needs improvement. Health 20 out of 42. So again, that's pretty good.

But there was some marks on that my cholesterol is quite high, blood pressure and stuff. So there's still some work to do on that. Life by design happy with that.

The main downs were that it was friends and family and spirituality. So work on that. So my year of year is part of why I'm here now.

So my year of is a year of becoming a star on the stage, being more confident with who I am, and become the shining light for others. So it's a double meaning. Personal objectives.

Number one is, is be Forrest Gump. So I love running. But sometimes I beat myself up because it's like, well, you can't you ain't got time to go and do a 10k.

So just just get out there and run. And I feel so much better. Not not merely physically, mainly mentally.

This morning, I just did three laps, a bit of clarity, clear your head. And it sets your day up. I've never regretted running my life.

And probably anyone who runs will probably agree with that. It's just first steps, the hardest getting out the door. But once you've done it, you've got back, you're so much more productive, feel better.

Is it endorphins? And I think the things you come with that we get. So yeah, the targets are 100k per month, whether it's 1k, 10k, 15k.

Second one is Mission Impossible. It's Mission Impossible because this was on there last year. And it's it's have a family mission statement, which is going to be a bit easier this year because my wife, she joined the program.

And so we're both on the same same wavelength now. We want a family mission statement, one individual goals, but collective goals all aligned. My third third personal objective is Magic Mike.

I was going to photoshop someone, but we'll have to put up with Adam being on there. So even though my biometric age is 28, which is pretty good. I want to lose five kilos, but that's just I still I'm 75.

I want to get down to 70. A little bit sluggish in that I feel I feel a little bit healthier at 70. Plus, plus that through eating healthy will help bring the cholesterol down.

Professional objectives. Become Coach Carter. I said like I said, I've been on a journey.

And I appreciate everyone and the workshop and the blueprints. So I just want to give some of that back. So I want to help elevate others in life and business and learn from my just try and give a bit back.

I've made some mistakes, done some good things. I'm on the right path and I want to help people on their journey, help people up and I want to be dragged up by others as well. So being part of this is part of that.

So my target for that is to organise six meetups. I did one over Christmas. It was a walk and talk with a few gentlemen who I knew just created a Facebook group.

It was Pals, Pendle and Pub. Pendle's a hill in not far from Burnley. And I knew everyone there, but they all didn't.

And it was really good feedback. Everyone just chatting to each other about cars, money, women, politics. It was just it was really good.

Second objective is King speech and that's why I'm on this stage now. Well, not why I'm on it, I only got voted, but that's why I got on earlier. I want to be more confident speaking in public.

I struggle with it. I'm 0% blaze. I'm a lord.

So I want to become more confident. Target for that is to grab the mark at six workshops. So I've done it three times today.

So I'm halfway there now. Professional objective number three is Wolf of Wall Street. As you've seen earlier, the financial fortress was 6.6%. So I want to start adding to our financial fortress. We want to get it to 33% this year with the help of my wife, Natalie, who's on the programme. We want to add to our assets and to take that to 33%. So my headline strategy is raising the bar.

I run a steel fixing construction company where we install reinforcement in concrete structures. So raising the bar, if anyone knows what reinforcement is, is what we install. We install Rebar.

Like I said, we've been in business a long while. It's been in the business, really, really, really been in the business. So my supporting objectives for that are the process.

We have got processes, but they're not really documented. I couldn't just, if someone comes to me and says, why do you do that? A lot of it's in my head and the team's head and stuff.

So we want to get all that down. So the target is to have an easy to understand operations manual. So someone from outside the business could pick it up and get the grasp of it.

Second objective is be the magnet. There weren't a film called Steel Magnet. So we've gone with magnet.

But the idea of that is to attract new talent to the industry. It's an industry where most people get into it because they know. I got into it because of my dad.

My dad got me a job temporary because I got made redundant and I'm silly and I run a business. We want to bring the target is to bring 10 new people to the trade. A lot of people watch Instagram and YouTube and things like that and think they don't have to work properly on a manual job.

And it's such a rewarding job. We work on multimillion pound projects, building skyscrapers, 200 metres in the air in Manchester, sea defence wall. It's a really rewarding job.

Recently, I don't know if you've seen it on Facebook, had one of our new lads who come and he took some photos. He was working above the clouds in Manchester. And you could see all the, it was just, it was really rewarding to get that photo from a young lad who'd only been with us 18 months.

He took pleasure in his work and the environment and that. So the idea is to add new talent to the business. Lucky numbers.

I'm hoping they're not going to be lucky numbers. We want to know our numbers. Like I said, we've been in business 20 odd years.

It's just all about making the next pound and stuff. It's just probably a bit of luck where it's like, well, we're still making money, but we don't know, we don't know those numbers. We have started creating them.

So the target site is to track how many hours it takes to fix a ton of rebar across all the sites, averages, site averages, different teams and stuff. So we want to work on that so we know where we are, which will help us move forward, become more profitable. A bit like tracking your time.

You know what I mean? It's next, next, next level. Wealth Pyramid.

Craig Barnes Limited is my trading company. So all cash flow is covered by that. Profit, chunks of profit from Craig Barnes Limited.

Like I say, it's a decent business. We make chunks of profit and then we're going to add them up to the asset column with a SAS pension and Nest Living, which is a business I run with my wife. Disposition of focus.

I'm going to be 70% running on the contracts and business. It's a noisy business, takes a bit of its time, but I am trying to reduce that. Since joining PE, I've had an office manager, bookkeeper, come on to surveyor, health and safety manager, all start for us where a lot of that was done by myself.

And like I mentioned earlier about reading, that buy back your time. If you can mix Toggle with buy back your time. So any of the tasks on Toggle that you're thinking, well I'm spending a lot of time doing general admin, that's where you want to be.

You know, buying back your time, getting someone in to do that. So that'll definitely help. 20% Nest Living, which is a business for my wife.

We've agreed, committed to magic Mondays. So every Monday, so 20% of the week is just going to be me and my wife going through the Nest Living business, trying to build assets, viewing properties, building processes and stuff. 10%, this is a big one for me.

As I mentioned earlier, there's not a lot of people getting into the industry. It's not something you can go to college and study. It's not bricklaying or plumbing and stuff.

It's an NVQ qualification. It's a skilled job, well paid, but there's no real college you can go to. So you've got to learn on the job, which is not, for me, it's not the best way.

It'd be better if it was in a controlled environment. So I'm going to see if it's viable to set up a training college, to bring new talent to the industry and learn in a proper environment. And my reward?

Where are you going? Yeah, sorry. And the reward, obviously, being on Adam's Mastermind, which again is another level up.

I'm really enjoying it. It's brilliant. I'm going to Barley Baby.

Thank you.

[Adam Goff] (1:32:01 - 1:32:04)

Well done. Do you think I was going to leave you on stage? Do you think I was exiting out the door?

[Event MCs] (1:32:04 - 1:32:05)

Yeah, I don't know.

[Adam Goff] (1:32:05 - 1:38:37)

Don't go! I used to get that with Dan when I first started speaking. I was like, Dan, you can't leave the room!

I was like, awesome. Wow. Wasn't that good, eh?

Really, really good. Level up. Six very worthy finalists.

Six fantastic presentations, but there can only be one winner, one runner-up, and one third. So, deck, if we swappy swappy over, that'd be great. Whenever you're ready.

Ladies and gents, it's time to cast your votes. So we're going to put some music on. QR code is the small QR code where you've been taking notes.

Go back over your notes. Take some time. Do not rush this decision.

You've scored everyone. Think about it. Who do you think has got the clearest vision?

Who do you think did the best presentation? Who touched you the most? Who deserves your vote?

Over to you. Keep the noise down. Keep the noise down.

Just a bit of focus. And when you have cast your vote, please put your phone down. Compulsive texters, you.

Okay, then. Phones down. Looks like the votes are in.

Something new for you all, ladies and gents. Come a long way. Come a long way since the start of the year already.

It's only workshop four, third of the way through the year. We've done a lot of work to get these three KPIs. And these have been our values for a number of years.

And we really think with these we've nailed it. We agree? These nail it, don't they?

These just encompass everything we're about. What success is to us is clearly laid out, let's see, in these three, in these three metrics. So you've all got your metrics.

But you want to improve on them. Correct? So we need to log where you are.

And we're going to do that with this new scorecard called the time capsule. So if you go to the back of your workbooks, my homework section, you'll see a little QR code. You scan the QR code now, you can log your three KPIs.

And then you can do another log at the end of the year. And we'll do this on an annual basis. So we can track and you can see your progress.

We'll do it for you. So this is super cool. So again, phones up, mouth shut, record your numbers in the time capsule, music on.

Thank you, Dec. No talking. If you've got a problem, you can put your hand up.

Once it's done, phones down. All right, music off. Okay, ladies and gents, good.

We're coming to an end now. So stay with me for the next five minutes. This is the big news.

And then we're going to finish off with some important announcements. And then it's the weekend. All right.

So it's time to announce the award winners for the Strategy Day 2024. So I'd like to invite Dan up to the stage. He's going to give out the awards.

Let's give Dan a big hand. Good stuff. So yeah, I just want to congratulate everybody, first of all, on a fantastic day.

It's been a really, it's been a great turnout, great level of presentation, so much effort's gone into it. We've come a long way from the beginning of the year at the Super Event. You really have crafted your strategy and you deserve the results that you've asked for.

So we're behind you all the way. And everyone's going to have their own version of success. But today, we're going to recognize the best performers from this peer group.

So there are three awards. And the first award is for third place. So in third place, ladies and gents, we get the drum roll going.

Ladies and gents, third of this year's Property Entrepreneur Advanced Strategy Day presentations is Mr. Chris Moss, ladies and gents. Congratulations. Hello.

[Event MCs] (1:38:40 - 1:38:56)

Stand on the line. Nice. Chris, good job.

[Adam Goff] (1:38:59 - 1:41:32)

Good job. Very nervous, very funny. Good, great presentation, Chris.

Well done. Well done. Okay, so in second place, ladies and gents, let's get the drum roll going.

Second place, silver medal at this year's Strategy Award Day is... I can share it now because she was tremendously nervous. Tremendously nervous.

You don't mind me sharing that, right? If there was one human that did not want to do that today, I'll tell you it was her. Okay, so she overcame a lot of her whatever, you know, fears.

And I'm so, so incredibly proud of you, Valerie. Well done. That really was amazing.

That was phenomenal. It was a such a polished presentation. Like you wouldn't even have known.

It's like just this different person just came on stage. So super proud of you. Well done.

Okay, so the winner, the winner, the gold medal, Property Entrepreneur Advanced 2024 goes to Craig Shields, ladies and gents. Craig, you absolutely smashed that. And I know presenting is not your natural flow.

I know you're so incredibly nervous. How's it feel, my friend? Share a few words.

Is this happening? Really?

[Craig Shields] (1:41:33 - 1:42:21)

Yeah, thank you, everybody. And thank you for the table for me and everyone else in the room. And massive thank you to Suzanne.

So you're my busiest partner. When I come on the blueprint, we were like second day in. And it was like, I'm still unsure now that I love it.

I can't get anything more of it. So you changed my life, honestly, you guys. And I have got a little bit of a little bit of another little thing that's going on with myself.

My great nan was would have been 100 last year. And we went and dropped some flowers down the pier for last. Last year, October, I had my fortune read and it says January is going to be your is going to be your lucky month.

So I've done the lottery for every single time this month. I found a fiver out in the car park earlier. So I've had that in my pocket since I've got it.

And she's up there.

[Event MCs] (1:42:21 - 1:42:31)

So amazing.

[Adam Goff] (1:42:36 - 1:47:07)

I have the pleasure of working with Craig, obviously, day in, day out in the mastermind. That man is just a high performer. He like he comes on the blueprint.

And within like five days, he's hired two team members. You know, he like he takes action straightaway. That's the thing.

That's the thing about Craig. He is speed of implementation. So yeah, well done, Craig.

Amazing. What a day. All right.

Celebrations all around. Congratulations to everybody. Right.

We are going to finish off the day. We've got some results to talk about. And we've got some key things before you leave.

The results are in. So we asked you to submit your game changes, progress from December. We've actually been working furiously.

And we've produced a scorecard. Okay, so these are the results for the first month. So congratulations, Umesh, who's at the top of the leaderboard.

Well done, Umesh. 10 out of 10 in December. Fantastic.

And this is what we're going to be doing. We're going to be tracking your progress because success and failure are very predictable. Okay, they are very predictable.

So every single month, we're going to ask you how you did on your game changes at the start of every month. You're going to do exact same thing. We're going to be tracking it live.

Okay, so if you didn't vote, you're currently in the red. Even if like Ashley, you had, you just did one. I don't mean to sing you out.

But there wasn't a zero. Ah, okay, well, fine. Well, I was gonna, I was gonna like pat you on the back there, Ashley.

But we can relegate and Bianca. But you know, it's like, it's showing up that counts. Okay, so obviously, we want to we want to actually execute, we want to get a high number.

But at the end of the day, you're in the ring. And that's what matters. So we need everyone to absolutely level up and get that done.

Are we going to do that next month? Are we going to do that next month? So we commit to getting our game changes?

Yeah. Okay, good. Fantastic.

Because it's we're live. We're live. It's the 12th of January.

All right. We've got 18 days. Okay, so that's that.

Moving on. Homework, let's get our workbooks out. I want to take you through this.

Okay, less is more with the homework these days. All right. The main thing that I want you to focus on, what's the main project for winter?

Winter hit list. Okay, you need to cut. So what we've done this month is we've actually done it in order.

Okay, so I'll take you through if you haven't set your handful of habits for winter, that needs to be done in your game of four coursework. You can do that this weekend by Monday. If you haven't ordered your reformation board, you can do that by Monday.

If you haven't, and then the next deadline is going to be setting your game changes for Feb by the 26th of Jan. And you do that in the app. This is very clear, there's no excuses.

Then you need to have done your January game changes, obviously by the end of Jan. And then by the time you come to the next workshop, it's 33% progress on your winter hit list, not necessarily 33% of your tasks, but 33% of your workload. Okay, by the time you also come, we want you to have revised and signed off your business model.

We've taught you business model already. Last year, we want you to have that revised. So you've got clarity of basically how you're going to make money this year.

And don't forget to bring your laptop to the workshop along with your game changer results so that you can post them. And finally, by the next workshop, you need to have downloaded or read the Get Up and Give Back brochure and secured your place by the ways Dan mentioned earlier. So nice and simple.

Okay, nice and clear. Has anyone got any questions about the homework? Right, it's head down work, prime time toggle.

The, bless you, the don't come without it done next month. The stand up sit down is going to be did you post your toggle or your clockify your time tracking in with your Sunday sanity? Okay, that's that that's what the stand up sit down is going to be.

You might want to write that down to avoid any embarrassing moments. Those people that were standing up earlier. Okay, who has yet to make contact with their buddy for this month?

Okay, is it only the four of you? Eduardo, Chris? Okay, I got we're gonna do is that's gonna put some music on those people that haven't met their buddy yet.

Now is the time to go over meet your buddy exchange phone numbers and agree on the Monday, Wednesday, Friday check in off you go now. Now. Do you know who your buddy is?

He had to leave for Rome.

[Event MCs] (1:47:18 - 1:47:22)

Have you got his number Chris? Do you want to get off the anchor maybe?

[Adam Goff] (1:48:08 - 1:54:56)

Okay, if we've done that with our buddies, we can take the music down. Thank you very much. Okay, ladies and gents, don't forget.

Don't forget that all the content that you need is in the vault. Okay, any sessions that I've delivered if you want to listen to the time track, the time track part again, it's it's, it's in the vault. So I'm gonna have to give people their cars in a minute.

It's like just a few minutes, just a few more minutes. So the board of the worst. Okay, so mid month midweek mentoring this this with this this month is first of all time tracker.

So winter hit list. So winter hit list is going to be hosted by Chris. Okay, so if you want to get asked some questions, just see how he's executed the winter hit list.

It's going to help you you are going to learn something. I'd suggest I've seen lots of you logging on for the midweek mentoring. So attendance has been really good this year.

They've been very high value session. So I'd really recommend getting that in the diary. Obviously, you can secure your spot, getting a mid month mentoring slot with me.

Okay, normally only mentor the mastermind. But every month, Dan or I do the mid month mentoring slot. So why wouldn't you secure a 15 minute slot?

Okay, if you want to do that, do it now. There's a QR code in the back of the workbook, secure your slot. We know it's in the app.

So it's in the app. So if you want to do that, get get get in the app, get that booked. And your name will be down and you'll get 15 minutes of my support.

And then in terms of time tracking, and productivity, generally, we've selected Tony Rigby to give the midweek mentoring towards the end of Jan. Because unanimously from the board, everyone says this guy is a productivity machine. He's a powerhouse.

He's relentless. He does what he says he's going to do. And so therefore, we thought no one better to actually explain how he goes about time tracking execution, getting stuff done.

So I think that's gonna be super high value as well. From board member, Tony Rigby. So that's your lineup for the midweek mentoring.

Like I said, mid month mentoring is available in the app on in two weeks time on Wednesday. Book club. So every every month we're giving you now one for health, one for wealth and one for life by design.

They're all books. This time it's a podcast. It's a podcast.

Podcast YouTubes. First one is personal cash flow management. Okay, the PCM podcast.

Lots of people have talked about balancing the books, getting ahead with their personal finances. Now we've set our strategy, it's really important, we actually like set that up. So Dan's episode 189 on PCM is there for you.

Then you've got one on health, rewind your clock with David Sinclair from the Rich Roll podcast. Okay, and then you've got the five simple steps that will make your mind limitless podcast from Deepak Chopra, who Valerie was quoting earlier. So you've got three very nourishing, very high value bits of content to listen to while you're out walking in the gym of an evening, etc.

So there you go. Enjoy those. 20 day challenge.

I've already spoke about what is it? Time tracking. It will change the game.

It will move the needle, I promise you. Come with your winter hit list done. Do not make the mistake.

And in order to also show that we're walking the talk with you on this, we are and for a bit of accountability, we're going to be posting every Monday, our progress on our winter hit list. Okay, so this is our dashboard. You can see that we are underway.

Everyone has been assigned a task. Dan's only got two, he did have eight, but he made me take six off. So no, so it's all good.

So we're going, we're live, we are live. And we will be posting this, Bianca will be posting this every Monday with our progress. And we encourage you to do the same.

It'll be a nice little accountability spike every Monday to follow Bianca's lead. And slowly, slowly, slowly, we will get that winter hit list done. And you will get the step change that you need.

If you want to listen to another podcast, I mentioned it earlier about you're looking at your to do list and thinking there's too much to do. I have got too much to do. There is far too much to do here, then you're going to need help.

And you're going to need a mindset shift, which moves towards do nothing, delegate everything. And a really nice podcast to sum that up is this task triangle idea that you do not have to do every part of a task, it can be broken up into different component parts, you have to do the high value stuff, but you're able to delegate and outsource and pass on other parts, which will lighten your workload and increase your hourly rate, which is what it's all about. So if you're struggling for capacity, and you think there's too much going on, or you just want a refresher, because you've already heard this before, then episode 49 is the episode that you need.

This is a mindset shift that will that will help you get it done. It's going to help you elevate this year. Last chance reminder, please don't forget your affirmation boards, if you pay for them.

And please remember your deadline. And finally, I'm going to ask Dex to put some music on, we would really value your feedback, your constructive criticism, not just from today, from the last month, how's things going? Where could we do better?

What did you like? What would you like to comment? What just comes up for you?

You know, what's present for you right now? Thank you very much in advance for your help on this. Would you change anything about today?

What would you do? Give us your ideas, please. Good stuff.

When you've given us the feedback, just put your phone down, please. You should have the SMS in your inbox.

[Event MCs] (1:54:56 - 1:54:57)

Ready to go.

[Adam Goff] (1:55:17 - 1:56:12)

Okay, we'll end it there. So ladies and gents, I've said it a few times, but I've really had a fantastic day. Thank you so much for your effort or your energy for putting yourselves out there for being vulnerable, bless you for stepping outside your comfort zones, lots of you got on stage, just massive congratulations.

You've all taken a huge level up today. I want to wish you the very best of luck this year. We're all behind you every step of the way.

We want you to get the results you set out and success and failure are very predictable. Like I said, we've come a long way in four months from the start of the super event. You now have clarity, you've achieved it.

And there's two things that make a successful entrepreneur. The first is setting a clear strategy. And the second is actually going out there and doing it.

So you're halfway there. Now it's just time to actually roll your sleeves up and do the work. Are you with me?

Are you with me? Ladies and gents, give everyone a big round of applause. Congratulations.

I'll see you all very soon. Have a great month.

[Closing music] (1:57:22 - 1:58:19)

All through the night. Make me feel good. Make me feel nice.

Give me your loving. Make me feel good. Make me feel nice.

Give me your loving. All through the night. Yeah.

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. Make me feel good, make me feel nice Give me your lovin' all through the night Yeah, all through the night Yeah, all through the night Yeah