**Session 1\_Transcription**

[Speaker 6] (1:58 - 6:48)

Thank you very much. I've tried. Okay, ladies and gents, that's your three and a half minute warning three and a half minutes.

Okay, ladies and gents, that's your two minute warning. Can you take your seats moving please? You got to read the emails, Keelan.

Let's go ladies and gents, 90 seconds to, oh, Jesus. Can you help me? Ladies and gents, get your way into the room.

Take your seats. Let's go guys and girls. Let's get ourselves into the room.

It's awards day. Guys and girls, that's your one minute warning. Take your seats, please.

Take your seats. Let's go guys and girls. It's awards day.

30 seconds. Take your seats, please. Make your way into the room.

Let's go. Everybody together. Disco Inferno.

Let's go. Let's go. Disco Inferno.

Let's go. Disco Inferno. All right.

Okay, we like that. A bit of different music going on. Good morning.

Good morning. All right, are we excited?

[Adam Goff] (6:48 - 7:07)

Say yes. You don't have to be nervous now, apart from five or 10 of you who are going to be in the finals, but you don't know who you are. To be honest, Bianca told me last night and my brain's like a goldfish.

I've completely forgotten. So if I've thrown you off this morning by saying something like good luck or whatever it is, who knows? Who knows?

Who was up late last night practicing?

[Speaker 6] (7:11 - 7:25)

Just KC then? I'm only joking. I'm only joking.

I'm only joking. Guys, this is it. Workshop 12.

This is it. This is the end of the line for this year. Who is ready for a break?

[Adam Goff] (7:26 - 8:27)

Yes, I am. I am. Get on a flight tonight and I've got a week off booked on Monday.

So I hope you've all got similar breaks or you've had a good break over August. Who was away in August? Okay, cool.

Yeah, everyone with kids. Good. So yeah, welcome to the awards day.

All right. So it's going to be a different format today. There's going to be different things going on.

As you can see, it's slightly different on the AV. So just, yeah, hopefully you're gonna have a really good day. Really look forward to your feedback.

We're trying something new. So really welcome it. Who enjoyed doing the presentations on Zoom rather than doing them in the room?

Pretty much everyone. Yeah, great. Well, we had some good feedback.

No, people didn't. Okay. Who didn't enjoy it?

Who preferred it in the room? Okay. Yeah, interesting.

Yeah. Yeah. Unfortunately, you've been outvoted.

So like I said, like all things, we try it, see how it goes. And so am I interrupting some people? Some people, have you not caught up?

Chelsea, do you not chat to mum enough?

[Speaker 6] (8:31 - 8:32)

Okay.

[Adam Goff] (8:33 - 14:36)

And look, summer mode. This is it. You know, we've been absolutely balls to the wall, been going full pelt.

And we've been pulling it in to make it happen. And you will already feel a tremendous sense of achievement from pulling your end of year presentation together. And if you haven't posted it yet in the app, I would recommend you do it because it's such a valuable exercise.

It's not arbitrary. We don't do things because. We do things because what they're actually doing is they're formalising and like summarising the learnings from the year.

And really, as you guys know, because you're on advanced, what we're actually doing is starting the strategy gun. We're already now setting our strategy subconsciously and consciously in our minds, because we're writing lessons learnt down, we're figuring out what went well. And we're already actually in like cave time by doing our presentations.

Do people know what I'm talking about? Some of you show of hands, do you understand what I mean? So now, you know what's coming.

You don't wait until the 10th of October to start getting your journals out. You want to feel inspired after doing it. And you know, you want to be already journalling and more or less keep and lessons learnt and turn them into mantras.

And that's what today and the end of the year is supposed to do. It's supposed to crystallise the learnings and inspire you to go into autumn and get ahead of the game. You know, because as we all know, you're never done in business.

So the sooner you can get ahead of the game, the easier everything is. And the easier your January presentation will be. This is it.

We're now, what's it getting light at like six o'clock now, 6.30. So it's getting much more normalised, isn't it? We're kind of almost about halfway point before we go into the dark autumn. So as I said, today is going to be a little bit different.

It's not just a day of presentations like it's been previously. We are going to mix it up. The first session is all about levelling up.

So we're going to have an inspiration station section, which has gone down really well. We're going to talk about how you can level up. I'm going to share with you some things that you need to do with your team, with people close to you at the end of summer to say thank you to them, to make sure you show good leadership and that they want to come around the track with you again.

And Josh is going to come on stage. He's got a very special announcement. So that's session one.

Session two, we've got the grudge match. Okay. Dan's worn his funeral attire today because it might be his funeral because he's going to go down.

All right. He is going down. All right.

Yes, he's had a baby. There are baby photos in his presentation. I've had a sneak look at it.

It's seriously underhand tactics. I'm only joking. But no, Dan and I, you know, best of friends most of the time, except for those two days a year where we go head to head.

So you've got that to look forward to. In session two, we're going to have our deal of the year finalists. So I'm going to announce the deal of the year finalists at the end of session one.

You are going to take your decks to deck in the break, and then you will present during session two, and then we'll announce those awards at the end of session two. And then Dan's coming on to do a session called complete before Christmas. Slightly to do with Bounce Back Boom, things we need to get done.

What do we need to get done before we go into Christmas? We're not just on holiday for the next three months. And then session three is the end of year awards, the finals, the top five performers from the community going head to head for property entrepreneur of the year.

And all of the awards over to the right. So there's a few more awards today. So try not to look at them too closely.

Okay. The big news about today is that we are going to stream the finals live on social media. So from 2.30 till 4.30, just remind everyone not to swear. All right, because you'll be on Big Brother. So we'll be streaming it across our socials, which should be fantastic for everyone. So that's not a new thing.

We're excited about today. Exactly. It's going to be so three people are excited about today.

Guys, we're going to be on TV. All right. Are we excited about today?

Yes. Okay, good stuff. Right.

So a little bit behind the scenes, what's been going on behind the scenes so far, these walk the talk examples. To be honest, I just want to give a massive shout out to one of our longest standing property entrepreneurs, one of our world class women, Jackie Goodman. Jackie Goodman hosted for the first time ever our Blueprint virtually.

We'd never done it before. We didn't know how it was going to go. First day was warming the tires.

There was a few technical issues and Jackie held it all together. By day two, day three, the virtual were absolutely loving it. They were dancing around on their Zoom and the proof is in the pudding.

Not only did we get NPS score when the high 90s issues. Not only did we get an NPS score in the high 90s, but Jackie, 100% of Jackie's virtual delegates signed up to the program. So let's give Jackie a massive round of applause.

So Jackie, whatever you're doing in the breaks, well done. You did a fantastic job. Honestly, you pulled it all together.

You've got amazing leadership and you took it in your stride. Obviously, you're a very experienced coach and it just was absolutely natural to you and the feedback we had. You missed my beginning bit.

We had some amazing feedback. You pulled it together even when it was kind of all falling apart the first day where we didn't quite know what we were doing and in a really professional manner. So thank you so much.

I really appreciate it. Let's give another round of applause. Thanks, Jackie.

That's something we're going to do now. I mean, that was great. There are people there that just can't come in the room.

Some people signed up for the room in person, by the way, and some people signed up for virtual. So actually, just because they did virtual didn't mean they just did virtual, if you're interested. So it's quite interesting for us.

We're trying it as a new thing. It is awards day. So I thought I'd mention another person who's won an award, a masterminder who's absolutely smashed it.

One of the masterminders won best property management agent for Prim. Let's give a massive round of applause to Graham Linley. Where is he?

Stand up, Graham. Come on. Well done, mate.

So that's the only one I knew about, but you told me last night you won another award. So can we just get a mic for... Let me give you this mic.

What was the other award that you won?

[Speaker 13] (14:36 - 14:42)

Cheers. So yeah, we've got gold for quality assured company by Quality and Tourism. So that's good.

[Adam Goff] (14:43 - 16:26)

That's fantastic. Yeah, well done. You're absolutely smashing it at the moment.

Everyone on the Mastermind knows Graham is absolutely killing it. So super well done. We're not done.

We are not done. Akash, former board member, again, been on Property Entrepreneur. How many years now, Akash?

18? Same as me. Two?

Akash, like I said, long term peer. We all know him. We know him for on point mortgages.

We know him for black box. We know him for being just a bloody nice bloke. But he's also a big family man.

He's a very keen sportsman. And his pseudonym is Business Warrior, because he likes to draw comparisons between business and martial arts. And this is Akash.

If you know Akash, he's a ninja. All right. So don't upset him.

All right. If he doesn't pay his bill on time, we leave him alone. You know, we get something in the neck.

That's actually never happened. I'm only joking. But I just want to say a massive congratulations to Akash, because if you've been following him on social, you'll know that he traveled to Malaysia for the World Chin Woo Kung Fu.

Yes, I said it right. Chin Woo Kung Fu, the World Championships, which I thought was absolutely incredible. And he took his daughter.

And the best thing about it is they both won silver representing Team GB. So I think that deserves a massive round of applause as well. What a beautiful photo.

That is amazing. Really, really nice. Well done, Akash.

Do you want to say a few words about that? Because I'm quite interested. You've got the mic.

How was it? What was it? What was it?

What was the experience like?

[Speaker 11] (16:26 - 16:34)

It was absolutely incredible. Like I used to watch Kung Fu movies as a kid. To go to one was incredible.

To share it with my daughter was unforgettable.

[Adam Goff] (16:35 - 18:26)

Oh, bless you. That's really nice. Very touched me.

Okay. So next, this man. Okay.

Also been on property entrepreneur, John. Is John in here? Do we need to pull him in from outside?

Oh, he's at the back. John has been on PE well before the war room. Twenty nine, sixteen, eighteen.

I was seventeen. So goodness me, we're getting old. John is just one of those stand up guys.

I don't know how to describe John. He really is like he's a steward for PE. And if you've ever seen him do a mid-month mentoring, he was John.

I'm saying John always sat at the back of the room. And you always think people sit at the back of the room. You know, they're either the troublemakers or they're not that interested.

Right. I'm looking at you, Chris Dornan, Keglan. Rachel's always at the back.

Yeah. He sat there. He doesn't say a lot.

He's a blazing. Okay. Is he having a good time?

Listening, studying. Years are going by. He's still renewing.

He loves to be loving it. All of a sudden, out of nowhere. I mean, because he doesn't shout about his achievements.

When he joined the board and he started buying businesses and having these amazing results. Like, wow. Talk about a dark horse.

You know, John really is an example of just being an amazing student. A very, very nice guy. And taking his opportunities.

He absolutely smashed it during COVID. He's very good at taking opportunities to the crest of a wave. You know, buying businesses cheap and growing them.

His SA business has completely taken off. Anyway, the point is, it's all come to a head. Because last night on the board, who's on the board here?

Yeah. You'll be upset about this. Because John, not only did he win deal of the year, he won property entrepreneur of the year.

And he won the golf rider cups.

[Speaker 6] (18:26 - 18:39)

He had a complete clean sweep of the whole board award ceremony. Congratulations, John. Do you want to say a few words?

[Adam Goff] (18:43 - 18:46)

Still at the back. He's still sat at the back. Always sit at the back.

[Speaker 10] (18:47 - 18:59)

Yeah. Last year was, some of you know, pretty atrocious for us. And it's been a complete turnaround.

But it's just keep your head down, crack on, and keep working at it. Wherever you are in life, you'll get to where you want to go.

[Adam Goff] (19:00 - 19:44)

That's true. You have had a really challenging year, but you've kept your head and the results have shown. So well done.

Thank you, John. Let's give John a big round of applause. So some amazing successes from the community.

Well done, everybody that I've mentioned. And well done to everybody in the room. Because we're all here, we're all sharing up, we're all working hard.

Right. And it sometimes takes eight years to get that breakthrough. But that's what it takes.

That's what it takes in business. So we want to do for the final time this year, we want to ask you how you've done with your game changes for the month. So if you could get out your phones, open your workbooks, scan the QR code for the last time Game of Honesty, how did you do for your game changes for August?

[Speaker 6] (19:56 - 20:00)

Near the front of the book. Yeah, page three or something.

[Adam Goff] (20:30 - 37:49)

And when you've done that really quick score, put your phone out, we've got some stuff to get through, boards in, phones down. OK, good stuff. So that's it for that.

Now what we're going to do is just set you up. OK, we're going to set you up for what is the home straight of the championship season. So officially this quarter ends at the end of September.

OK, so autumn starts actually officially in October. Now, who still here has got company goals to achieve, sales to pull in, things to do? Everybody.

All right. So whether it's you, whether it's the EA, whether you've got a team of 100, you're in a leadership position. And it's really important at this last leg in the race that everybody is well looked after.

And that includes yourself. And that includes taking yourself off and having a holiday, having a break, giving yourself a treat. So what we're going to do now is we're going to set you up for how you can make sure you finish on a high and your team actually want to work with you next year.

All right. That's the most important thing. So bless you.

This is the call. This is all about the art of gamification. At the end of the day, the reason we have this methodology and this blueprint is because otherwise we'd all just go 100 miles an hour, 365 days of the year.

It's just relentless. It's never going to stop. And it's just no fun.

Games are supposed to be fun. And our job as leaders is to gamify. And in the same way we gamify property entrepreneur, your job is to gamify your business and your annual cycle with your team.

Because if they thought it was summer, 12 months of the year, they would probably leave. But everybody needs to know where you stand. Everyone needs to know this quarter is coming to an end.

Everyone needs to know it's just part of the culture that you have summer. And then you go into autumn and then you'll build the business in winter and then you'll get warm the tires in spring. This is your job to communicate that.

And it's your job to always remind people of that because they're not getting reminded about it as much as you are. Because you're on PE, you're seeing it in the group, you're seeing it in the WhatsApps, you're seeing it all the time, but they aren't. So it's your job as a leader to communicate that and remind them that if you have had a big summer, that it is actually coming to an end.

You want to end the summer, the season, the year on a high. You want everyone to be celebrating. You want everyone to look like this where everyone's happy.

We did it. We succeeded. And even if you've had a challenging year, your job is to find success in what they've done, even if it's just they gave it everything.

Sometimes you can give it everything and you could not get the results. But does that mean that you punish them? No, of course not.

You celebrate the pluses and what they did. And then you try and end on a high and have everyone going away feeling valued. And it was a success.

And if anything, if you've had a tough year, you've learned some lessons which you can take into next year and everybody, oh yes, we won't make that mistake again. That's a positive. What you don't want to do is have everyone finishing like this.

You don't want people collapsing, pulling out, having a breakdown, falling over the line. That's not how we want to end. I was thinking about who are the two twins, the triathlon twins.

Yeah, you see the famous one where his brother already falls over and his brother picks him up. Amazing. Love it.

All right. You don't want this. You don't want people so damaged, so scarred.

They've already told their wife or their husband or their brother or their girlfriend that that's it, they're done. I've had enough. As soon as I have my next one-to-one or whatever, or once we get past this, I'm done.

That's not what you want. And your job is to try and recognise that now, spot the problem before it becomes an emergency. So we know that summer is really hard.

We know that it's difficult. We're asking a lot from our team. But now is the time to remind them that just around the corner, there's going to be a change of pace.

It is going to change. The letting season is over. We have reached our sales.

This project is coming to an end. Whatever it is that is going to change for them, it's really important that you communicate it. And the key thing here is, because it's the last stretch, is that you don't want people thinking, well, you want people to think there's a light at the end of the tunnel.

They might still have a lot to do. There might be 20 sales to pull in. But they need to know that that's it.

Once you do that, it's done. And so you want them to think there's a light at the end of the tunnel, and that light isn't a train coming straight towards them. That's the most important thing.

So what I'm going to do is I'm going to ask you to get your action list ready. And I'm going to give you a series of things now, just a sense check, that you're doing all the right things you need to do as you go into the final stretch of championship season. So the first question is, just write it down as we go.

Some of them will apply, some of them won't, but you'll need them next year. Do you need to have a huddle? Do you need to have a team talk?

Do you need to have a locker room, any given Sunday moment of, ladies and gents, this is it, we're all tired, just pick it up and let's go. It's the final hurrah. Do you need to have that home straight, motivational, I know it sucks, we're up against it, we're 20 points down, but we can have these guys.

Do you need to have that kind of conversation in a team huddle? Have you booked your autumn QGM? We had this new slide made up because I love it, because I said, Bianca, I think it'd be really good if we actually had the finishing, the checkered flag.

Use this slide if you want. We asked Bianca to post it in the Circle app. Use this slide if you want to use it.

The finish line is coming. This is it, we've done it and we're going to go into autumn. Do we stop serving customers?

No, but the busy times are over. Have you got it booked? Have you got a social booked?

Are you going to have some sort of party like Dan used to do at Pulse, like I used to do at Capital Living? Have you taken them out for dinner? Have you got a spa day organised?

Something. Have you got a virtual team? Are you giving everyone a gift or having some sort of virtual drink or whatever you're doing for culture?

Have you got something as a reward in the diary, something to look forward to? We've got that track day coming up. We're going go-karting, we're going paintballing, we're going knitting, whatever it is that turns you on.

Some people love knitting. What can I say? It's all right, isn't it?

I like knitting. Whatever it is that's fun. Okay.

Next is don't underestimate how valuable a thank you is. So a thank you, everyone thinks they've got to buy lavish gifts and everything else. And yes, a gift is nice.

Who doesn't like getting a gift and who doesn't like getting money? By the way, I like getting money and your team will like getting money. Money is nice, but money comes and goes.

But people remember how you made them feel. And a handwritten thank you, a card, a voice note, a text, these actually mean a lot. They mean a lot to that person because ultimately they are working for you.

Yes, for the money and yes, because it serves their purpose, their life. But also they're working for you because they like you as a leader. And going that extra mile, reaching out, that personal touch is not to be underplayed, not to be undervalued.

The smallest things go a really long way. I'd suggest a slightly better card than that. But they really can have a big impact and we know that.

We've learned that before. Do you have any awards? Talking about gamification, could you give the best EA award?

Could you have the director's champion? Could you ask your team to vote on who they think has been the best person to work with this year? And could you have a people's champion?

Could you have a top sales performer? Could you have best customer service? Could you have best attitude?

Can you gamify things in your business and give them an award? They're not expensive, but they could mean a lot. And then they would give people to strive for something next year.

Something to think about as well is if you just want to run your action list, red flag warning. Because if you look at every single one of your team, who is it that you think might have a red flag next to them? Who is actually burnt out, pushing it too hard?

Who's missing deadlines? Or if they're such a high performer, they're not saying anything, they're just getting on with it. But actually, you know, you've been asking to do stuff week in, week out, all through summer.

You know, sometimes it's our best team members. We just forget. We give them stuff all the time.

They always deliver it. And we don't even think about it. We just undervalue them, don't we?

And it's that person that's closest to you that's probably not getting the thank yous or maybe is overloaded. And they're the ones that surprise us the most. So who needs a timeout?

Can you give someone a day off? Can you just give them a free day off or a couple of days off as a gift, as a gesture of goodwill? Because you know they're burnt out.

What can you do to just recognize that that person's tired? Because if they are your highest performer, and I'll talk about this in a second, they're going to keep going till they burn out. They are.

And it's your job to stop them. Another idea would be to do a countdown. So let's just say you are running a campaign or you've got a number of sales to do or something.

Can you start doing a countdown? This is something that Dan did for me when I sold Capital Living. And he was like, we're going to close on this day.

And that's it. And I was like, I really hope that's true. But in my experience of trying to sell this business for the last year without you, it's not going to be true.

And he just started counting down. Every couple of days, every week, I'd get a message. I didn't know.

I said, where do you get these things from? And he just, yeah, I can actually just Google, you know, 17 days to go and there'll be an image 17 days ago. Just use that.

Just make it a game, you know, make it a game so they know this isn't going to last forever. And you're just reminding them that the end is in sight. And it's really important.

So they are some actual to-dos that I really suggest you do because it's your team that are really going to deliver things for you. And it'll make them feel valued. It'll make them, you'll spot any emergencies and you'll make sure you go into autumn with a full team sheet.

Some mindsets. So three mindsets to take into this. All right.

This one that we shared recently around hunting like a lion. And this might be something you share with your team as well. You know, we've talked a lot about hunting like a lion.

It comes from Naval Ravikant. And this is how we like to do it. Hunt in summer, go crazy, go for the targets, but then have some relax and reflection in autumn.

So make sure your team know that this is how you operate. Yes, it is absolutely mental. We're going absolutely crazy, but it's not forever.

That hunt like a lion mantra and mindset would be something to communicate to your team. The second one is about being a coach. So the whole thing around light at the end of the tunnel.

I'm sure I've never done a marathon, but I have done a half marathon. And there were moments where I wanted to give up. And I know he's done a long run.

There are moments when you want to stop, but you just need someone to like, you need someone cheering you on from the sideline. You need the words of your coach or your mentor, someone in your head saying, is he going to hit the wall? And you just have to keep going.

You've probably got Ian Bauer ringing in your brain. All right. For those people that have had Ian as a coach.

All right. Huh? Yeah.

Guillaume. What did he say? What attack?

Plenty in the tank. Is that his mantra? Yeah.

Oh, it's Goggins. Yeah. Like, you know, you need to be that coach for them.

You need to give them that inspiration and that reminder and that confidence that they can do it. So when they have that moment of wanting to walk, they keep running. And that's your job as a leader.

And as I alluded to earlier, we've talked about this a few times, which is so important. Is being the UFC ref. Now, hopefully you've hired some high performers.

Hopefully you hang on to them and they're your dearest because these people are rare. But the thing about high performers is a bit like UFC fighters. All right.

They're a little bit, a little bit gone. You know, they'll work or they'll fight and they won't give up unless they get choked out. And, you know, as the UFC ref, your job is not to protect the fighters from each other, from killing each other, which is what you think the refs there for, is to actually protect them from themselves because they will not give up.

Their mind is so strong, they won't quit, even if it means they're going to choke out, potentially even pass out, potentially even die. So that's what the UFC refs there for. And that's what you're there for in business.

You might have that star, but you will burn them out because they will keep going and they'll never say no because they're a high performer. And it's your job to recognise who they are and make sure you're encouraging them to take time off and have a break. And you don't interrupt them when they're on holiday and all that type of stuff.

It's just not good business. It's false economy. So three mindsets just to take into being a leader into this last part of championship season.

Ultimately, your job is to cheer these people on from the sidelines. And the reason why the session segment is so important is because the more you put in, the more you get out. You might be feeling really burnt out and tired and you're like, you know what?

I'm just going to kind of fade in this championship season. Like I'm not really going to push now. I feel like my team are tired and I'm just going to fade out.

That's the wrong attitude. Put your arm on the people that need it. Gee up the people that need that.

Make sure they've got a time off or a day off if they need that. Give them what they need and have them deliver it for you. You just need the energy and the enthusiasm to be a good leader.

They can actually go and deliver it. And that's what's really important. Any questions about leadership?

Okay, we're ready for this last bit. We're ready for this last bit. Fantastic.

Okay, good. So your team are your number one asset. So just make sure you action this.

Make sure you action this over the weekend on Monday. If you've got your SCS's next week, that'll be a really good opportunity to just start the meeting in a really different manner. Actually, let's have a temperature check.

How are you feeling? That's what's going on. Even if it's not a monthly review, it's not PDP.

Be honest. I'm pretty tired. How are you feeling?

I'm pretty down about that we missed that. Yeah, me too. And then let's have an honest, vulnerable conversation if that's what they need.

Okay, good. So moving on from that now, we're going to move on to Inspiration Station. So we've got a couple of speakers for you.

And really enjoy these segments because it's people from our community who have achieved remarkable things. And this story took me way back. So the first I'm going to introduce now to be way back.

He's not on this photo, because that's a good way it is. But this I mean, can you look at those little baby faces? Come on.

Look at that, eh? So yeah, this is us 25 years ago. And the very first sorry, Rachel, was I interrupting you?

I do apologise. What would you like to say? What would you like to say?

Yeah, just 12. Yeah. And the very first get up and give back the very first get up and give back.

And yes, it takes me back to this. And this actually is where this, this man's, I'd say, transformational, ridiculously inspiring story started. It started obviously way before the lot of changes were going on behind the scenes.

But this is where it all started to, to come to a head. Now, we did the half marathon for get up and give back, back in 2019. And the top fundraiser is Kevin Edge.

And even though I hung up my trainers after this moment, Kevin had lost a lot of weight. He'd run his first ever half marathon, and he'd raised the most, the most amount of charity, I don't think he'd ever raised anything, I should probably tell you in a second, he'd never raised anything for charity before, he'd raised the most he's ever raised out of anyone. But he was not done.

He's taken it to a whole nother level when it comes to his running, when it comes to his business, when it comes to his life. He's completed the major marathons across the world since then, which is why I've asked him to come up and talk to you about his journey, what he's achieved, some tips, and some learnings that he's taken over the past few years. Ladies and gents, you all know Kev.

All right. He has gone from builder to developer. He's gone from overweight to having abs in his 50s.

He's now got 18 million GDV under development of new build properties. He's been on the board for eight or nine years. This guy is an absolute inspiration.

He's one of the humblest human beings I've ever met. So I hope he blows his own trumpet a little bit. Let's give Kevin Edge a massive round of applause, ladies and gents.

[Kevin Edge] (38:03 - 52:23)

Yes, spoiler alert, I did it. So I need to speak quite quick because I did practice and it goes on for about 20 minutes and I've only got 10. So I'll speak as quick as I can.

So this was me in my 50s, a little bit overweight. Didn't look too happy about it either. But that was normal in the people that I kept the company of, right?

So 50-year-old guy, you drink, you eat the wrong food, you don't exercise. That was kind of okay. But being on the board and surrounding yourself with the right people, we said that's kind of not acceptable.

So we all went on a journey of weight loss and we did the RNT thing and the photo. I always like to show the picture. This is the only place I ever show it.

So it's great to get it out, but it's not to impress you, but it's to impress upon you what we can achieve and what we do achieve together by surrounding ourselves with the right people. From losing weight, we... My slides are in a different order, actually.

From losing weight, we did... Sorry, I've just lost myself a bit because the slides are in a slightly different order. So we lost weight and then Mark Barrett decided that we'd raise some money for charity.

So that's where the get up and give back started from. So we decided that we would do a half marathon. I'd never run in my life, but I'd lost some weight.

So I thought, well, let's give this a go. Let's go and do the half marathon. So the first thing I did was went out and run like mad, totally pushed myself too hard, pulled my hamstring and I thought, guys, I'm not gonna be able to do it.

I had to go to the doctor and they were like, okay, great, Kev. Well, just do a 5K. Okay, I can't get out of it.

All right. So I do a 5K and then it's like, okay, well, I'll do a 10K and then everyone's doing a half marathon. So we've got to do the half marathon together.

So I don't know how my slides are gonna come up. I'll just keep talking. So we did the half marathon.

My greatest memory from that was crossing the line with Dan as we crossed the line together. I think Dan still got the picture and there was a moment where it was like, after you, sir. No, after you, sir.

And we kind of went across hand in hand. So it was a lovely moment to share. So we did the half marathon.

So now I've lost weight. I've done a half marathon. I'd never run before in my life.

I was like 52 or something at the time. And I thought, okay, well, maybe I should just go on and do a bit more. I'd always wanted to run a marathon, but I thought I couldn't do that now.

I've missed a moment. I'm now a middle-aged man or a bit further on. But I thought, well, maybe I'll go and give it a go and do the London marathon.

So I've done the half. It's only another half. So I managed to get a charity place on the London marathon.

The first thing I did and the learning from that was to get a coach. So for everything you're gonna do in life, there's always a way to do it, right? So I went out, I got a really good coach and he showed me the way to train.

So it definitely wasn't a way I trained for half marathon when I went out and just run really fast. It's actually doing different sorts of running over a period of time. So getting a coach and having a system was really the thing that made the difference on the London marathon.

And my first marathon went really well. I did it, I've said before, like, I'm proud of it. Three hours and 12, first time ever at like 52, which was not bad.

And I didn't get injured. So that was good. Did the London marathon.

I thought, okay, what's the next challenge? Got to take it a bit further while I still can. And I heard about this thing, the world majors.

So there's six world majors you can do around the world. Berlin, Chicago, New York, London, Boston, and Tokyo. I thought, well, I've done London.

It's only five more cities. Let's give it a go. There's, I mean, it says 8,000 people have done it.

I think there's about 20,000. So I think this lies like a couple of years old. But you know, there's only 20,000 people in the world have done it.

And I thought, well, let's give it a go. Let's go run some marathons around the world. So that was the London one.

That was a slide that was going to be before. Next one, I went to Chicago. So I was traveling to America to do the Chicago marathon.

While I'm there, I'll do the Joe Dispenza. So that's actually Lewis Howes, who I met there as well. And Anna's a big fan of him.

So I've got a picture of him. He's a really nice guy, actually. And he probably gets asked for his picture every five minutes.

And it was the first time anyone had asked him. So he's a really generous guy. But I did the Joe Dispenza week, which was fantastic.

So if you get a chance to do Joe Dispenza, anyone that knows him, great retreat. And I was there, and people are saying, oh, where are you from? I'm from England.

Oh, when do you go home? I said, oh, no, I'm popping over to Chicago to run a marathon tomorrow. Really, that's a bit of a funny thing to do.

The lesson of running the Chicago marathon, I got there, and I'd just done a week. I've been traveling a lot. And I got to Chicago, and I've got to run this marathon.

I sent a message on my group, and I said, oh, I've got to run the Chicago marathon tomorrow. And Mark Barrett said, you get to run the Chicago marathon. And I thought, it's one letter.

One letter changed my life from got to get. I thought, what a privilege it is to be able to travel to America, to do the Joe Dispenza retreat, to be able to run a marathon in another country, to be fit and healthy enough to do that. And so just the change in attitude just changed everything for me.

And it's such a privilege to be able to do this stuff. It's a privilege sometimes to remember just to be alive, right? And sometimes we forget that.

It's a privilege to be in this company. It's a privilege to be amongst our family and friends. And it's just that moment of gratitude was the greatest learning for me on that.

So thanks to Mark for that one letter. Next one we did was Berlin. I need to speed up a little bit.

This was a really good one I did with Ian. So it was the first one I did with Ian. Tough marathon.

Ian will remember as well. It's a flat one. So we all thought we was going to break the world record.

Didn't quite happen. But we got through it. It was great to travel there with Ian and his family and meet Nath there as well.

After that we went to New York. We did the New York marathon together. And if you're going to surround yourself with, if you're the average of the five people you surround yourself with, that's not a bad bunch, right?

So what a privilege again to travel to New York with a great bunch of guys. Yeah, that's right. Yeah.

The learning on this one was I didn't push myself. So I'd actually injured myself like pushing myself too hard. So I had to take it slow and steady and actually really enjoyed the marathon.

Just taking it slow and steady really did quite well. And my biggest disappointment was that Ian Bauer was only one minute in front of me and I didn't know until the end. And that opportunity will probably never happen again in my life.

Well, he's guaranteed me it won't. And if I'd have known he was just a little bit further ahead, I would love to just run past him, give him a little tap on the bum as I beat him over the line. I didn't get that opportunity.

Well, it's interesting you should say that because I did Tokyo marathon and my thing was Ian told me he'd walked. And my thing was, I just don't want to walk any marathon. I always want to run every single thing.

So on this one, I actually went and I was injured. And you can see like the strapping on my right leg, I injured my right knee. And I actually did it on the strategy.

I went out for a run. I did like a 12-mile run in the frost and injured myself about seven miles out. And I still had to run back.

And that day, I mean, then I remember I had to go and get me some painkillers. I couldn't even walk. And like a few weeks later, I had to go to Tokyo and run the marathon.

So it took me a training easy. I got to Tokyo and I remember getting to the airport and I literally couldn't walk. And that's not for dramatic effect.

I actually got off the plane and my knee like completely froze. And I had to stand on the travel aid. And I was like, I've got no idea how I'm going to run the marathon.

I've got to do that in like three days time. And I've got to run 26 miles and I can't walk two steps. Luckily, it eased up a little bit.

And I took the marathon quite easy. I was running the marathon. I thought the one thing I want to do is just be able to say I didn't walk.

I just want to run the whole thing. So I just kept going and just kept going. And when I got to Tokyo, when I got to the hotel, when I checked in, they said to me, you've got a double room.

And I thought, well, I'm only here on my own. I must have booked for myself and Anna, my partner, but she hasn't come. So I've got a double room for myself.

Went to my room and you know, when you walk in your hotel room, you're like trying to find the light switch. Before I found the light switch, I looked across and I saw the bed and I thought they haven't made the bed. And then the bed moved and I was like, ah, I'm sharing a room with someone.

Luckily, there was two beds. And I was sharing with this guy, James. So James was from England, from Manchester.

And he was on his sixth marathon. So he was getting the staff for doing his sixth marathon. So he'd flown all the way to Tokyo to do this.

When you're running marathons, there's two, well, when you're exercising, there's kind of two energies you use. One is like you can burn fat and one you can burn glucose, you burn sugar. So what you want to do is you can burn fat because then you can run for a long time.

If you burn sugar because you're running very fast, it runs out quite quickly and you'll just bonk. So James has said to me that when he runs marathons, he can't take gels. So what you do when you're running marathons, you take gels, you've got to keep the sugar going, keeps you running fast.

But James said, I make me feel really sick so I'll never take them. So he said, what I normally do is I have a banana before I go and I just run the whole thing and just, you know, don't go too mad. Anyway, so James had gone off, gone to do his marathon, he's on his sixth one.

He was in front of me and I was just poodling along, just trying to get to the end. And I thought, whatever happens, Ian's in my head, I'm not going to walk, I'm not going to walk, I'm not going to walk. I got to about 21, 22 miles.

I looked across and I've seen James on the side. Now, if you're running a marathon for sort of like three or four hours, you get in a funny space and I'm just like one step after another, one step after another, just keep going, just keep going. I looked across and I've seen James on the side and he's got all his head bandaged up.

And I kind of, it was like he was in fancy dress. It was really bizarre. And I kind of laughed.

I thought, what's he doing? And I kind of laughed as I run past. I thought, oh, I know him.

And I was like, oh, James, are you okay? And I kind of went back. And what he said was he had run too fast.

It's like, and then you burn all your sugar up. And then what happens is, I mean, if you're like, you'll know if you're a doctor, your brain says, if I run out of sugar, I'm going to die, so I'm switching off. So he'd burned all his sugar and his brain just said, we're closing the machine.

And he said he collapsed on the floor and he couldn't even put his hands out. He just saw himself going down. He landed and like smashed all his head up and he cut his head quite badly.

And I said, well, what are you going to do? He was like three or four miles from the end and he's flown all the way out to Tokyo. He said, well, they won't let me finish.

They're going to take me to hospital. I said, but you won't get your medal. He said, well, they won't let me go.

So I said to him, I'll walk him to the end. So I had to surrender my not walking for James. But to be honest, it was the best marathon I've ever finished because I did it for someone else.

So thank you. So that was a memorable one for really good reasons. And then the last one, nearly done Adam.

Last one was Boston. The one, the reason I left Boston to the end, Boston's the, it's like the iconic marathon. It's the oldest marathon of the modern marathons.

It's kind of, you know, the big setup. You have to qualify for Boston, so you have to run a certain time to be able to get into it. And I've managed to qualify for it.

So I was really pleased with that. It's also the most kind of iconic because it's the oldest and it's a small town and the whole place comes alive for the marathon. So that's a really great place to be.

And that's where I got the sixth medal. So got that for running the last one at Boston and became one of sort of 20,000 people. And it's a great, it was a great journey.

Started with losing a bit of weight, pushing on to the next thing, doing a half marathon. What's the next challenge? Let's do a marathon.

What's the next challenge? Let's do six. So it's a great privilege and, you know, it's obviously lots of experiences traveling the world.

And I feel really grateful to have had the opportunity to do that. So my top tips really, and they're very kind of relatable to business and it's nothing groundbreaking, but it's sort of the best truths are simple, right? So work into a plan.

So my most successful marathon in terms of performance was the first one I ever did. I did it to a structured plan. I had a coach who kept me accountable and I run consistently.

I run six days every week, rain, snow, whatever happened, I was out there. So work to a plan, consistent effort and enjoy the journey. I mean, it was a real privilege and thanks to Mark for the one letter because it's a real privilege to get to do that stuff.

It's a real privilege to be able to travel the world like that. It's a privilege to do it and be in a supportive community to do that kind of stuff as well. All the boards were kind of behind me as I was doing this thing.

And you can do anything you set your mind to, even make a spelling mistake, which I saw last night. So, you know, we could all do anything. I'd never run before.

I was like, you know, mid fifties, overweight. And it's like, well, what's achievable, right? So we can all do anything we want to do.

And that's it.

[Adam Goff] (52:30 - 52:54)

Thank you. You're a legend. Don't run off yet.

Just stay there. So we thought it'd be good to mark this monumental achievement, but it is very impressive, right? And it is very easy to, that photo, it's very easy just to forget how, you know, you were literally a different human.

Is that fair to say? When we first met, you know, build a run around a Range Rover. Yeah.

[Kevin Edge] (52:54 - 52:55)

In a van.

[Adam Goff] (52:55 - 53:14)

In a van. Like it was just, you're literally a different human. So we really want to recognise this and we want to recognise you.

So my trusty assistant's not here, but I have this award. So we've, for the first time ever, we'd like to award the World Class Achievement Award to Kevin Edge. Give him a round of applause, please.

[Speaker 14] (53:15 - 53:16)

Thank you, Kev.

[Speaker 6] (53:17 - 53:25)

Thank you very much. Thank you.

[Adam Goff] (53:31 - 56:07)

Thank you, Kev. Very well done. Amazing achievement.

Thank you. Unbelievable. Let's give him another round of applause.

What a legend. What a legend. Unbelievable.

Yeah, Kev and I had that famous argument in one of our first board meetings about why he was building a brick wall. That's why he was late to the board. Remember the story I told you?

I'll never forget that. But yeah, he's, you know, like I said, I thought this was, I literally thought there was nowhere else to go. And I think it just shows this whole thing of like glass ceilings.

So what Kev didn't tell you about that first half marathon, when he talks about him and Dan going over the finish line, is that, you know, I actually beat them both. All right. And he seems to like skip over that really important fact.

But I think that says a lot about different personalities, because Dan and Kev were running together and I just wanted to beat them both, you know. But, you know, I hung my boots up thinking that was it. I'm never doing that again.

And somehow Kevin is now basically an elite marathon runner. So I just think it is genuinely amazing. But it's not just that.

It's all those areas of your life, Kevin. It's just, thank you so much for sharing that with us, mate. Really appreciate it.

So hopefully you enjoyed that. And I know you're going to enjoy this next segment. So another inspiration section.

So I've asked someone else to prepare again, a short presentation about something which I think has made him stand out for the last two years, actually. A very busy guy, but always seems to have time for other people. And it all started really when the first kind of what came on my radar, again, was to do with get up and give back.

And last year, this guy was the second highest fundraiser for get up and give back out of nowhere. I was like, well, I didn't expect that this huge amount of money from this guy. And we all we all know.

Steve Hammond, okay, he is one of my master members, mastermind members. He also is a builder to developer. There must be a theme here with builders who are developers.

He's the host of TDM Birmingham. He was second highest fundraiser last year for get up and give back. And he won highest fundraiser this year for get up and give back.

And he is a very, very busy person. He's spinning a lot of plates. And the thing that always impressed me is how he is able to find time to raise all this money and do all these challenges to get up and give back when I know how busy he is, and just how challenging his year has been in his personal life, not just his professional life.

And I think that really impressed me. And it deserves our recognition. So I've asked him to come and share his experiences and his tips.

Can we give Mr. Steve Hammond, a massive round of applause, please, ladies and gents.

[Steve Hammond] (56:18 - 1:09:05)

So technically, I was the highest fundraiser on the program. So I just wanted to put that straight. So before I get started, I just wanted to share this statistic.

So according to industry research, property investors who actively participate in professional groups and communities report a 40% higher success rate in achieving their investment goals compared to those that operate independently. If this is true, is the amount of effort that you put into a community, does it correlate to it does the amount of effort that you put into a community correlate to the benefits that you get out? Well, I believe it does.

When I started developing back in 2017, my first project was 14 apartments on a petrol station. Whilst I knew a lot about building, I didn't know a lot about developing. To say it was difficult is an understatement.

So I decided to join a load of communities and seek out education to make myself a lot better. I started attending events like PIN and PPN. I joined Whitebox.

I found a great community there and I set up my own community, the Developers Network Birmingham, and then obviously joined Property Entrepreneur. And I've embraced and invested in every community that I've joined. And those communities have given back to me tenfold.

So what I'd like to do today is introduce myself, explain what being part of a community means to me, and how I've benefited, and then give you some advice and some tips on how you could do the same. So who am I? I'm Steve Hammond.

I'm a husband, a father, a builder, a developer, and I own my own portfolio. And I am the co-host of the Developers Network Birmingham, which is Birmingham's leading educational and networking event for property developers. My passion is taking derelict buildings like this and turning them into amazing homes like this.

Taking an ugly duckling like this and turning it into a beautiful swan like this. Or finding an old piece of waste ground which was once a petrol station and turning it into 14 amazing homes. Slide missing there.

So you can't see those homes. So when Adam asked me to get up and do a talk about being a community champion, I thought to myself, what on earth is a community champion? So I looked at a number of different definitions and I found this one.

A community champion is a member of a community who is recognised for their commitment to improving the community. And that is essentially what I've tried to do all the way through. Becoming a community champion takes a lot of effort, but the rewards are exponential to the effort that you put in.

When I started networking and being part of a community, I had three main aims. Skills, opportunities, and investment. So how have I done on this?

And I'd like to share the benefits first before I talk about the rest of the stuff. Well, two business partners, three staff members, an architect, an accountant, a planning consultant, a QS, a heating engineer, solar, you name it, I found them through communities. So I found skills and people.

Opportunities. My barn conversion came out of a PIN meeting. Dan Norman introduced me to the people that I ended up taking the barn from.

I'm not taking it off them, but buying it off them. My current project, which is a £1.5 million project, that came out of a community. My next three projects have come out of a community.

The one I'm literally about to start as well came from a community. So it has given me a lot of benefits with that. I've found over £2 million worth of investment in the past couple of years.

I've got lots of investors that I will work with and two absolutely fantastic relationships with a couple of heavy hitting financial institutions. But my biggest surprise was friends, as some of my other friends call it, friends. But, you know, I've made a lot of friends, not only well known people in the property industry, but people who are aspiring and on their way.

So. How can you become a community, a community champion? Well, I believe there are five main principles.

Identify a community that you have passion for, because if you have passion for it, you're going to put effort into it. Get involved. It's more than just turning up.

It's volunteer for everything and take part in everything wholeheartedly. Build relationships. Spend time chatting with new people every single month.

Every single month I sit at a different table. I go and sit with different people at lunch. I meet up with people for coffee and pints and things like that outside of property entrepreneur.

Raise your profile. Take every opportunity to raise your profile. Get on the stage for open mic or do something like this.

You know, this stuff makes you feel fear. You know, it's not natural environment for me to be but I do it. I feel the fear and I just get on with it anyway.

As you can probably see my hand shaking. So invest in the community and give back. Now, this is the key one.

Raise awareness for your community. Tell others. Speak positively about it.

Identify people in your community that you can help or introduce to other people. Just invest wholeheartedly. If you follow these simple steps and guidelines, I promise you, you will become a skills magnet, an opportunity magnet and an investment magnet.

And if you're lucky, you might find some really good friends or property friends as I call it. So let me talk you through some of the specific examples that I've done to try and achieve this. So identify a community that you're passionate about.

Started going to PIM. Obviously from that, I got my Barnes project. Whitebox, I found an amazing group of people.

Even though Whitebox isn't in existence anymore, the people from that community were still all in touch. But more importantly, Whitebox pushed me into creating my own community. Now, that has been exponential in my growth as well.

And business related, property entrepreneur, that's helped me to understand myself better, work on strategy, etc. And also a few splinter groups. So, you know, Mastermind and Midlands Regional one, etc.

Getting involved. It's more than just turning up every month. It's getting involved, putting passion into it.

A really good example is the Mastermind. What do I get from the Mastermind? Well, apart from seeing Adam every month, wherever he is, it's the power of the group to solve problems.

I love giving to the group. I love helping people solve their problems. We have fun.

And I think I've made some friendships. But I also think that I'll end up with some business relationships from it. Building relationships is also more than just turning up at the event.

I've put effort into getting to know people. I meet up for coffee. I invite them to my sites.

We've gone for a walk up the Malvern Hills. We've created a regional group where we meet up monthly. And what does that do?

Well, getting together gives you more deep and meaningful relationships. And so to give you an example of that, you see the picture on the left. Ian furthest on the left.

We're talking about a development together at the moment that's local to him. Ash in the middle. I've given him nearly 20 grand's worth of work over the past couple of months.

And Dan, obviously, everyone knows Dan, but Dan's massively helped me with TDN. And Greg, I believe we'll be doing a project together sometime next year. So, you know, putting this effort in actually gives you the rewards.

And it's all good and well getting to know people on an individual level. But if you want to speed that up, then raise your profile, ask questions, put effort into your strategy presentation, put effort into your end of year presentation because it raises your profile. Get yourself onto something like deals, deals, deals.

You know, they're all about raising your profile within the group. And if I'm going to be part of a community, I'm going to invest in that community. So I promote a blueprint to my TDN group.

I asked Dan Hill to come and do a talk at TDN. I actually introduced seven people to the blueprint and I never asked for commission from anybody. In fact, I believe it's nine, but I gave somebody else that commission.

And furthermore, I actually paid for quite a few of them because they're not they didn't have they're not that registered. So I saved them some money on that. Gave myself a few benefits with that, of course, as well.

But ultimately, invest in that community. Get up, give back is the epitome of all that. Who wouldn't have passion for raising money for important causes?

It's easy to get involved with. It builds relationships. And if you do it especially well, it raises your profile and it's a great way to invest in the community.

So how did I go about that? Well, I got Dan to do some talks at TDN for me. We did lots of walking and practice as part of the PE stuff.

I also created what I call TDN networking, which is networking and walking. And obviously, in 23, I did the Yorkshire Three Peaks. That's a mix of TDN members and property entrepreneurs.

And essentially, when you spend 13 hours together, you really get to know people really well. This year, the National Three Peaks was another level of interaction to 24 hours together. You really have some great camaraderie.

It obviously killed my body, but I really enjoyed it. But the Grand Finale Awards was actually another level that I really wasn't expecting. I got Best Captain, Dakia, my sponsor, won Best Sponsor, Top Fundraiser with 8,300 and the Dan Travis Award for stepping up.

What a night. Personally, people kept coming up to me and saying, well done, Steve. That's amazing.

Even people I didn't think knew who I was. It was a great profile raising thing. And we raised a load of money for charity.

Now, what did I get involved for? It made me feel good. I made some great relationships and friendships.

It raised my profile and it brought two of my favourite communities together. What's my biggest challenge? Time.

As Adam said, I work 24-7, but I've made time for the thing I wanted to do. If I wanted it enough and I did want it enough, because I believe it brings back to me more than I put into it. My biggest success, Developers Network Birmingham.

From any community, you get a lot of benefits, but from your own community, it's exponential. Lots of friends, as I say, whether they're well-known people in property or whether they're aspiring and growing people. So to close off, what are my top three tips?

Take an active role in the community. It's more than just turning up every month. It's get involved with everything.

Do things like the Mastermind, get up on the stage, et cetera. Be an advocate of the community. Take a leadership role.

Promote it. Help build it. Introduce other people.

Go above and beyond. Support people in the community. Answer their questions.

Keep them accountable. Umesh is a perfect example of that. I was just looking at Umesh there.

Take an interest and meet up outside. And what's my biggest lesson? The more you give, the more you get.

It might sound like a cliche, but it really is true, and I want to finish on one little point. Last month, Dan Hill went out of his way and came up to me and thanked me for all of the things that I've done in Property Entrepreneur and Get Up, Give Back, and said if there was anything I needed, just to ask. And to me, that meant a lot to me, and thank you for that.

And he's lending me the Rolls-Royce for the next month. So he doesn't know yet. And that's the perfect example of the power of giving and investing in your community.

Thank you.

[Speaker 6] (1:09:12 - 1:09:14)

Well done, mate. You're not a hugger, are you?

[Adam Goff] (1:09:15 - 1:10:52)

He's not a hugger. Stay there, Steve. Don't go.

All right? Because yes, I mean, very inspiring. Do we agree?

All right? The thing is, is I didn't want to, you know, I didn't want to reveal all the secrets before you did. But the fact is, is that in our mastermind, Steve has so much energy.

All right? There's not just Steve. There are lots of people in the group that has, as you can imagine, he's captain of energy.

But he always pushes us and me to, like, make the mastermind better. And you can tell with Steve. You know, Steve wants to do the round table for eight hours, because he loves it.

He loves to help, and he's got this real energy to genuinely give back. And it obviously came across in that. So he's in the mastermind.

He's like that. Get up and give back. We know how much effort that takes.

We know how much effort it is. It's like two years consistently, he's bringing people who are nothing to do with property entrepreneur, who are about to take off, along for the ride. And then, and then, and then he referred, I was looking at the referrals list.

And he's referred seven or nine, depending on who's arguing the commission with Graham, people to the blueprint. And I'm like, Steve, how do you do all this? You know, and he's just like, I just love it.

This is what I do. And everything he just shared with you, I just think it is really genuinely remarkable. And it should be recognised.

And so we've, for the first time ever, as well, we've created a community champion award, Steve, and you are an absolute shiny example. Thank you so much for everything you've done for us. Ladies and gents, let's give our new community champion a massive round of applause.

Congratulations. Well done.

[Speaker 6] (1:11:00 - 1:11:06)

Thank you, Steve.

[Adam Goff] (1:11:07 - 1:11:16)

So moving on from that, ladies and gents, we are now going into another session, ladies and gents. Let's give Mr. Daniel Hill a massive round of applause, please.

[Daniel Hill] (1:11:24 - 1:20:07)

Very much. Today is one of my two favourite days of the year. We get to see these presentations twice a year.

I don't know how you felt watching Kev and Steve share their journeys, but I genuinely feel inspired and actually quite emotional seeing the journeys that they've been on individually. When we go through these 12 month cycles, the reason you guys are here is because you want your best year every year. You want to level up where you are, who you are, where you're going.

And just to pull back on a point that Adam opened with is, it's very easy to think this is the finish line and this is the end of the journey. But going into September and awaiting super event in October, I just want you to think about a few things and think about this isn't the end of the journey, this is the beginning. And today you've got a fantastic opportunity to take inspiration from the people we hear speak, the people you network with and have lunch with, and just get inspired by what other people are doing and start to get some ideas about what your life could look like for 2025.

All of this comes down to three things and this won't be a surprise to you. So the first is about strategy. Going into 2025, you want to achieve something.

It might be wealth, it might be health, it might be life by design, but I guarantee you all you need to get from where you are to where you want to get to is a solid plan. A plan, a strategy, step by step of what you need to do and how you're going to do it. Second, you then need to execute.

And those that stand on the stage today, the only difference between those that stood on the stage in January and those that stand on the stage today is they had that plan and they turned up and executed. They put their trainers on when it was raining, it was snowing, they ran marathons when they had injuries and they couldn't even walk. Those days when you actually get up and do it when you don't feel like it are the ones that actually matter.

And then finally, which is what I want to set you up for today, is mindset. The older I get, the wiser I get, the longer I spend playing this game, the biggest, the biggest, the bigger and more I realise the biggest thing that takes us from where we are to where we want to get to is our mindset. We all think that the world that impacts us is what goes on around us, what people say about us, how our clients feel, what our reputation's like, how we look on social media.

It really isn't. The quality of your life is based on the thoughts you have and the decisions you're making. It's what happens inside your head, not around you in the world, that actually makes the biggest difference.

And today, I want you to tune in to what you hear and try and level up your life with a few key things. So the first is three things that I really don't want you to do. These are three things that are going to send you back.

And the first is when you hear people on stage today, do not allow yourself to think it's OK for them because. It's OK for Kev because he's on the board. It's OK for Steve because he's a successful developer.

There is nothing that anyone in this room can't achieve, health, wealth, life by design, whatever you want. But if you start thinking that other people are getting what you want because of something special, don't do that. It's a complete nonstarter.

The second is these thoughts become things and don't think or speak anything negative about any one period. And this is a broader piece of personal development for you. I was at a barbecue recently, group of friends, some of them I knew really well, some of them I hadn't met, all chatting away, all friendly, smiles, high fives.

I went to the toilet, came back and one of the one of the chaps had left the table. And within five minutes, the conversation talks about critically talking about the guy who'd left. Five minutes ago, they were being friendly, they were being nice.

And that's not the way we want to be. What you think in your mind and what you speak out your mouth will come true in your life. And if you've ever been in an unfortunate position where who's ever written a message about somebody and then either nearly or actually accidentally sent it to them?

OK, yeah, so a third of the room are being honest. Everybody else is a don't do that. The only person you should say if you've got something critical to say about anybody, the only person you should ever say it to them is them.

If you really think you need to put it out there in the world, sit them down and have that conversation. The second thing is don't talk negatively about people and don't even think negatively. They're OK because of this.

They're OK because of that. Just don't do that. And then the third, which is probably one of the biggest that gets in most of your ways when you're going into the next year, is don't think or speak critically about yourself, even if it's in jest.

Oh, you know, I'm so stupid. Oh, I can't do that because thoughts become things. And if you don't love yourself, nobody else is going to love you.

If you don't believe in yourself, I guarantee you nobody else is going to turn up and believe in you. You need to be your number one advocate. You need to be your number one cheerleader.

If somebody's going to be the hero in this story, it needs to be you. So there are three things. Just don't do them.

They add no value to your life. However, if we're going to level up our lives, there's things you do need to do. So the things we do want to do is be inspired.

Listen today to what everyone's saying and just believe. You know, when you're thinking positively about yourself, I can do that. I can do that.

Whatever it is, making money, getting fit, I can do that. Genuinely be inspired. The second is congratulate.

Go out of your way. Again, thoughts become things and the energy you create will define the life that you lead. Go out there and actually congratulate the people who've been on stage today.

Maybe you'll even feel intimidated seeing them at lunch now because they're like celebrities. They've got an award and they got their photo on the screen. Go up and shake their hands.

Congratulations. I was really inspired. Well done.

Genuinely be their sort of cheerleader. And then the third is take notes. If you're anything like me, yesterday on hearing the board presentations, today on advanced is take notes of the things that inspire you.

So maybe you do want to get fit and maybe you are going to run a marathon. Maybe you're going to start networking or networking. There's going to be loads of ideas or inspirations or challenges or targets or objectives, things that you could explore.

And I'm not saying you need to commit to them. I'm just saying, if you're anything like me, create a little list of the things that inspire you today. It might be something for you next year.

And between now and October, have a play with them. See where they land and see where you get to. It's all well and good getting to the end of the year.

And we all stand up here. And today, granted, is mainly celebration for those that have done exceptionally well. But we all know this isn't easy.

If any of you that are sitting there struggling to be inspired today because you've had a tough time or this isn't your best year on record, actually, it's one of the most challenging. Just remember, none of this is easy. And if it's good, it won't last forever.

And if it's bad, it will not last forever. Just remember that we grow through. So the things that actually change as we grow through what we go through.

And in some cases, that'll be positive. But in most cases, it will be where it's challenging. And if you make that plan, and you execute that strategy, and you go away with that positive mindset of understanding that the whole universe is created by the way you think, the things you say, and what you do, I guarantee you, having done this for 22 years, having taught it, this will be our 12th year teaching it, for the people who've had the plan, had the strategy, executed effectively, and walked around with that energy, attitude, and mindset, I just guarantee you the outcome is inevitable. Success and failure are very predictable.

They're far more binary than you think. Take these blueprints, execute them effectively, and I guarantee this will level up your life. So on the board yesterday, we were fortunate enough to hear our end of year presentations from our board members.

And one of the people who I was really pleased to sit next to at dinner, we had a fantastic conversation was Josh Keegan. Josh is one of the only people who started Properly Entrepreneur as a complete novice, not only never had a never run a business before, but never actually been an entrepreneur. And over the last eight years, he started a business from scratch, having never started one, he systemized it, he scaled it, he sold it, and he's gone on to achieve a wealth of other achievements, which is going to take you through now.

Could I please have a huge round of applause for the old FD himself, my good friend, Mr. Joshua Keegan.

[Josh Keegan] (1:20:16 - 1:32:47)

Hi, Dan. Good day today, isn't it? Very inspiring.

Very, very inspiring. Everyone well? Good to see you all.

Excited for the finalists happening. Yeah, cool. Right.

So yeah, I wanted to share a little bit about my journey. So it's been an inspiring day. And I've got a bit about my journey and a bit of an opportunity for each and every one of you.

So as Dan said, I started about nine years ago with Properly Entrepreneur. And this was like my first big thing, my business partner got sick, and I had to step up at Manchester pin and present for 25 minutes as me, me on stage back in the day, never spoken before, never done anything need to raise my profile. I managed to take that business over a period of time and the mentorship and the guidance of Property Entrepreneur and get that to, you know, 400 rooms eventually, and then get to 90 minutes a week working on it, which was awesome.

Scale my portfolio over the last 10 years. It's been phenomenal. You know, I've had ups and downs, but really scaled that into a really nice and stable and comfortable place.

As Dan alluded to, sold my business at the end of 2021 for a really great multiple. And it's very few people actually ever sell a business. But when you go through that journey to sell, it gives you a whole different perspective on what business is, how it works, how it operates, and what we're actually doing in the mechanics behind it.

Last year, I managed to get to the living off the steam, achieving the financial independence and achieving my financial fortress, which once again, for me, is more about the stability for my family. This year, I'm the number one best selling author, which is a great achievement and using the book and, you know, starting to get the message out there. Biggest achievement for me probably is the family side of stuff, you know, having two beautiful kids.

And Dan didn't teach me to do that. I was ingrained with, I kind of worked out myself. But what's been amazing is having those kids and getting to a place where we've built this beautiful family home and being in a position where Hayley, my partner, doesn't actually have to work and she can look after these kids all she wants.

I think she's regretting it. I don't think she's particularly happy with that decision anymore. But at the time, she loved it.

And it's that freedom and flexibility. I became a professional speaker, started to get paid to speak up here. And the last four or five years, I've been teaching the blueprint to everybody.

And then Ultimate FD, you know, that's what I focus on now. And we've only actually been going for about two, two and a bit years. In fact, two years since we registered the limited company in October.

And it's like in that two years, we've already surpassed what we took we six years to do in the in the first business. We're already past that financially, past that from a team perspective. So we just really accelerated that growth.

And this Dan sent me this picture the other day, and this was actually 10 years ago, 10 years ago last month. And this was my on the Friday, I quit my job as an accountant. On the Saturday, I was here in this actual room, which is crazy, in the Litchfield and doing a systems day with Dan, just just came into that room.

And, and obviously, I never knew the journey it was going to take me on over the next 10 years and became the board member a year after. I thought back to like, me back then. And it's like, I've had so much wisdom from everybody in this room from from Dan, from Adam, from, you know, various board members from various professional entrepreneurs that have come and gone.

I was like, what one thing would I tell myself a bit of advice? And what I give myself back then, which would fundamentally just change it again? Like, what is that one thing that one bit of advice?

I thought it didn't take me long to think about it is this. And Kev said it before, the average of the five people you spend your most time with. And like, genuinely, you are a product of your environment.

You're a product of who you're spending your time with, and what you're doing, who those those relationships you're building. And as Kev said, you know, it was normal for him to be around people that are slightly overweight and drinking loads and eating bad food. Soon as he got around the right environment, it fundamentally changed.

Now, why am I telling you this? Well, the environment for me has been the board, I got put onto the board about nine years ago, through kind of default, it just it just ended up happening. But the board wasn't what it was now back then, it was very much just a mastermind group, we'd all get together, we discuss stuff, we look after each other, we take people on the journey.

But this group for me has been phenomenal. Like I'm a product of this environment. And this group has had such a huge impact on my life.

And every single person in this room and past board members have had a genuine impact. I can bring any of these people at any point, and they'll help me, they'll spend hours speaking to me on the phone whenever I need any help or support. And I've literally done 10s, if not hundreds of thousands of pounds of business with people in in this room, every single year, there's always opportunities that we all do together, we partner up and we do stuff with.

And you can be having like an informal conversation like last month, or two months ago, I was having an informal conversation with Mark Barrett. And I was saying, I've got this property, it's a bit of a problem, you know, it's cost me x amount a month, and I don't really know what to do with it. And I literally, now, two weeks ago, he's now agreed a sale for me, which is going to result in 30k of profit.

So went from 1000 pound a month, just going out the door, and I wasn't sure what I was going to do. Now it's just turned into a 30k profit. It's crazy.

Now it's just a chat that we're having on the way to dinner. So I'm very much a product of this, like a product of this group in this small group, I really believe that if you really want to get results, it's like really having that small group of people is really what's going to get you to go the distance. It's not only going to cultivate you, but it's also going to give you a great peer group to go to the next level with.

Why am I telling you all this? Well, we were hit with a bit of an issue this year. So Adam Altshuler's Mastermind last year, and it sold out very, very quickly.

And this year, we were expecting that some people might go, you know what, I've had enough of spending too much time with Adam. I don't want to continue. But every single person in Adam's Mastermind said, you know what, I want more of this.

They're mad, but they want more. They want more. They want more.

And it was obviously an incredible problem to have in that, you know, we've got a mastermind that's oversubscribed and everyone wants to stay on. But it meant that we had loads of applications through. What do we have all these people that wanted to join Adam's Mastermind?

And you're a bit stuck. So Adam came to me and he said, Josh, would you consider one? And it didn't actually take me too long to think about it.

I was like, well, it would be a pleasure. And if I can have the impact that the board had on me throughout my journey, and I can do that for more people in this room on the program, then I'm in. I'll do it.

So we're launching it today. It's a win for the business because we get an extra mastermind. It's a win for the delegates because obviously masterminds, they're getting results, they're going places.

And, you know, we couldn't say no. We want to have an opportunity for people that want to be part of another mastermind. And it's meant for me because I get to kind of create what I got introduced to about nine years ago and take people on that very similar journey to what I've gone on.

So if you want to earn more this year, if you want to work a little bit less, if you want to really go the distance and have that peer group and accountability to really take you to the next level, the mastermind could be something that you'd be interested in doing. But also as well, you know, I'm an entrepreneur with a decade of experience. I've started, scaled, sold companies.

I've done lots of deals. You know, I've done a lot of stuff, but I'm also a chartered accountant. So if you want that 10 years of experience, plus a chartered accountant in your corner, like the mastermind could be something you'd be interested in doing this year.

What's included was very similar to, well, in fact, if you imagine Adam's mastermind and then like increase the quality by about 10. Or double the, like that's basically what it is. So I probably didn't set it up.

But just, just, just to be, just to be clear, what's included. So you get your one-to-one mentoring calls every single month. No, no.

So you'd have, you'd have to leave Adam's to go. You'd have to leave Adam's to go to my membership if you want to do it. You get your monthly one-to-one mentoring calls with me and to put that in perspective, now on Ultimate FD, if you want like my FD support, it's £500 an hour.

So it's a lot cheaper to be on the mastermind and get that support there, there and then. You get to attend these mentoring calls as well when you want to, listen to whatever people are being educated on, et cetera. To put it into perspective with you, I was giving some advice to somebody recently and Shiv was listening and Shiv told me two months later that one bit of advice resulted in a hundred K of extra sales for him.

So it's very powerful to be there and be part of that. Monthly supper club. So we know what this is.

Come up with a problem, leave with a solution. This is about getting together, gearing everyone up, but also being in a place where we're holding you to account and you're bringing any issues you've got and we're solving them for you in the room. Unlimited WhatsApp group support.

So I'm there when you need me in the WhatsApp group and your team, your mastermind is there with you in the WhatsApp group as well. You've got additional accountability. This is board level.

We do this at the board. It's the one thing. So you set the one big thing you're going to do this month and we hold you to account to make it happen.

So if you need extra accountability, it's going to be for you. The strategy retreat. So you get an invite to the strategy retreat.

If you've not been on a strategy retreat before, this happens in October and this is basically where we all go away. We sit down with our journals, we reflect, we think, and we challenge each other on our strategies. Myself, John and Sen are the last one.

We literally sat in a hot tub for two hours talking to each other's strategies, like probing, asking questions. And we came out very wrinkly, but also you do what you want. We came out genuinely like with totally different strategies.

So if you've missed it this year, you've had your strategy and you're standing here saying, well, it didn't really go how I planned or I set the wrong goals. That's the thing that you're going to need to get things done. Monthly buddy up.

You know what that is? SCS with your buddy in the group and a member SOS. I'm here when you need me.

Send me a WhatsApp. Give me a call. I'm there when you need me.

I've lost deals. I've been in legal battles. I've sold companies.

I've done all sorts of stuff. You name it. I've been there, done that, got the T-shirt.

So if you need me, you can call at any time. And then, of course, you've got membership accreditation. We don't really need to sell what year one Adam's Master might have achieved.

Craig was on and he actually won the Strategy Day award at the start of the year. Valerie was a runner up, which is awesome. Five of the people on stage at Strategy Day were finalists.

And then it's going to be 10 times better, like 10 times better. That's the key thing. You're not going to get that in mind.

Like that's disrespectful. And then Umesh, absolute powerhouse, top of the leaderboard for Game Changers this year. So people have achieved a lot.

And obviously, I don't know what the results are, who's getting on stage today, but I imagine you're going to see some masterminders on stage. Just one more quick point, actually. Before the programme, we did the Supper Club before the programme, and everyone did their end of year presentations.

And all of the finalists were people that came to that Supper Club and got feedback from me to come onto stage. All of the finalists, everything 100%. So very good.

So the opportunity for you today is to become a founding member. So very similar to what Adam did last year, we've got a prize that we are going to charge next year, which is going to be £12,000. But the opportunity for you today is to join our founding member rate, which is £7,500.

So about 40% off that price that we're going to charge next year. Thank you. This is for life.

So you're going to get this. And then next year, you're going to get all of that prize. It'll be a small inflationary increase, but that's going to be your prize.

And next year, people are going to come on, and assuming anyone leaves, hopefully not, hopefully we keep everyone in place. But if one or two people do need to drop off, they'll be getting charged a higher market price to actually join the mastermind. So you can get in early.

Remember Bitcoin? Yeah. Remember how good that would have been if you bought it a little bit early before everyone started talking about it?

Exactly the same. Exactly the same. So you get the opportunity to get the prize, to get in nice and early, and that will stay your prize.

What, sorry? Yeah. Umesh.

Right. Adam's mastermind needs to leave the room for this. So there are brochures on your desk.

So you can take a look. You can have a look at all those things. Now we actually launched the program on Wednesday, and we've got 15 places.

That's what it's limited to. 13 have already gone. So we've literally got two places left now.

And it's a mixture. There's already some people on advanced that are joining, and then some people on the program. So it's a nice hybrid group.

It's people that are kind of mid-level in their journey. They're already at 100, 200, 300,000 pounds. They want to go to the next level.

And I'm really looking forward to working with people like yourselves to take on this journey. So two places left. Come and speak to me if you've got any questions.

We talk about if it's right for you. You've got the brochure on the table with all your different details. And that's everything.

Has anyone got any questions? Sorry, Adam. Yeah.

So the deposit to sign up is 600 pounds plus VAT.

[Adam Goff] (1:32:51 - 1:32:55)

It sounds like Umesh's. I might have a space on mine. I think Umesh's...

[Josh Keegan] (1:32:57 - 1:33:17)

The deposit is 600 pounds plus VAT, and then there's an opportunity to pay monthly as well. So you've got the details in the back of the brochure. So come and chat to me if it's of interest.

I'll happily have a conversation. Genuinely, we've got two places left. But it'd be my pleasure to give back to anyone that really wants to go on a journey this year and take things to the next level.

Cool. Well, good. Thank you very much for your time.

Welcome Adam back to the stage. Thank you.

[Adam Goff] (1:33:25 - 1:38:13)

Well done, Josh. It's going to be amazing. I think it speaks for itself.

It's only got two places left, genuinely. So hats off to him. He's done incredibly well.

I'll talk about this in my presentation as well. I think this has been my biggest professional success of the year, to be honest. The mastermind.

Obviously, it was new. I said this to the guys last night. We didn't know.

We went into it. We didn't know. We were sort of breaking new ground.

We knew the board worked. And it's really actually given me a whole new sense of purpose. Because I've got this really small group.

And we are getting to know each other really well. And I get to be a leader every single day. And I get to get inspired by people at Umesh, everybody in the group who is contributing.

And it's clear that for those people who want to get results quicker, this format really works. So I'm really delighted that we're rolling it out. And it's very rewarding.

And people have done incredibly well this year. So if you sat there and you're even thinking about it, don't be the one that missed the boat. Because genuinely, we had six people apply at 12k.

So the price is going to go up. And there were at least that many people this year who came up to me. And you know who you are and said, I should have joined.

So if you are just in that situation, just don't leave it. Because I wouldn't be surprised if by the end of the day, it's full. No hard sell needed.

But well done, Josh. Let's give Josh a big round of applause for getting there. Congratulations, Josh.

It's going to be amazing. And it's going to be a hell of a rivalry, isn't it? I mean, let's be honest.

Oh, my goodness. Right. So over to you now.

So I'm going to give you some time. So Dan really had a great inspirational speech just now. You should be in that mindset of what's next, what's happening.

I've given you some ideas for your team. But what are you doing for yourself? There's two things I want you to answer in this next segment.

I'm going to give you six minutes of cave time. And I want you to ask yourself, what's your reward for this year? Hopefully you've got it.

Hopefully you already know. Hopefully it's already booked. Josh has already booked his ski trip.

I've already booked my five star holiday. It's done. Hopefully you've already got it.

If you haven't, what's your reward going to be? The second is the question, what is the one decision that you are not making that is going to unlock the next level to you next year, for you next year? What is the one decision that's holding you back, that's getting in your way, that you've been putting off, that could really be a game changer for you next year?

So I'm going to give you six minutes of quiet time, prime time accountability. Sorry, prime time workshop. No talking.

Reflection. Cave time. Off you go.

Why not use this as a chance to write your list of things that have inspired you this morning, like Dan shared.

[Speaker 6] (1:39:45 - 1:41:02)

Minutes. All right, just finish up there.

[Adam Goff] (1:41:10 - 1:41:27)

Who's going to share? Who's got something they want? Now bearing in mind that if you want to really address this thing, best thing you can do is get out in the universe, start talking about it and start holding yourself accountable.

Who'd like to be the first to take the opportunity? Guillaume and Gillian, well done. And then Richard.

Fantastic. Well done, guys.

[Speaker 9] (1:41:34 - 1:41:45)

So mine's going to be focus, which is focus one course of action until successful. And I've already worked out what my distribution of focus is going to be for 2025.

[Adam Goff] (1:41:46 - 1:41:47)

Boom, what's it going to be?

[Speaker 9] (1:41:47 - 1:42:14)

So it's going to be the workflow reengineering consulting, which is a combination of people and technology, which brings in both work, wealth dynamics and my core skill of reengineering. And then 20% is going to be the business buying and 10% is going to be much more on me and health and making the best person who I am. Perfect.

[Adam Goff] (1:42:14 - 1:42:21)

Let's give Gillian a big hand for her year of focus. Guillaume, yeah, well done. The year of focus.

I like that.

[Speaker 12] (1:42:22 - 1:42:25)

So mine is a high standards about sleep and bedtime.

[Adam Goff] (1:42:26 - 1:42:28)

Sleep and bedtime.

[Speaker 12] (1:42:28 - 1:42:31)

If I sort this out, who knows what will happen?

[Adam Goff] (1:42:32 - 1:42:34)

Sleep solves everything.

[Speaker 12] (1:42:34 - 1:42:35)

I agree.

[Adam Goff] (1:42:35 - 1:42:42)

Honestly, your hormones, everything. It's just, it's nature's medicine. So the year of sleep then.

Give Gillian a big hand.

[Speaker 8] (1:42:46 - 1:43:30)

Mr. Evans, hilarious shirt in Birmingham today, as always. Very much. So I've had a funny old year.

I've had a funny old experience with, over the years with Property Entrepreneur. And it's been a bit like that. The beginning of this year, I wasn't really doing very much.

I haven't done Sunday sanity this year. And yeah, as a result, you know, the, well, actually lots of really good things have happened, but not by design. So, and I was feeling a little bit down a few weeks ago and turned it around by just sort of making sure I'm doing the exercise, meditating, etc.

And yeah, it's made a massive difference. And now I'm really looking forward to the next season.

[Adam Goff] (1:43:31 - 1:43:33)

So the one thing that's going to unlock it for you next year?

[Speaker 8] (1:43:34 - 1:43:42)

Uh, I think it's having accountability, consistency, you know, when you're feeling down, still do it, you know, get up and do it. Yeah.

[Adam Goff] (1:43:42 - 1:43:43)

When you're on Josh's mastermind, right?

[Speaker 8] (1:43:44 - 1:43:44)

Yeah.

[Adam Goff] (1:43:44 - 1:55:28)

So you're going to have no excuses. Exactly. Good for you, my man.

Let's give Richard a big hand. Awesome. Okay.

So we did some shares there. Well done. Now, now we're going to ask you as well to keep the pens and we're going to ask you for some feedback.

So we've got the feedback form, but it's just a little bit different than normal. We've outlined everything we do on advance. We'd like to just give it a score.

So it's going to be super simple. We would really value your feedback. You all know that the QR code is on the contents page on the bottom, right?

Now, everybody knows this is not lip service. We genuinely take your feedback and we implement it where it's, you know, where it's feasibly possible. We have some funny requests sometimes, but for the most part, where things are physically possible, we will do it.

You know that you can count on us. So whether you're, you know, whatever membership you're going on to next year, please give us some feedback. We really value it.

Thank you for taking the time to give it some thought and give it some care. Thank you very much. Last minute or so.

Feel free to use shorthand. It doesn't have to be a, when you've submitted it, please put your phone down. Thank you very much.

If you're close, maybe just jot us down some bullet points. That'd be really appreciated. All right, guys, you're going to press send.

Thank you. Great. Really appreciate that.

I love that. Genuinely, thank you for being so focused and for actually caring to give it back. It's really important.

So who's enjoyed open mic this year? It's been great, isn't it? It's been a great edition.

So just a reminder, we're going to have an end of year special open mic after the break. So think of or write down your biggest success, a thank you you want to make to someone, or congratulations you'd like to give to someone else. Now, there will be a limit of 20 people, and it is literally 30 seconds each.

Okay, so just keep it punchy. We love it. But if there are 20 people, then that's going to be the limit.

And then just keep it punchy. That's my only request. Is that okay?

Good stuff. So the awards. Right.

Let's have some announcements. So I would like to announce the Deal of the Year finalists for 2024. Yes, there is some music coming in a second.

So Deal of the Year for 2024, hey? You smug people, you. So the Deal of the Year finalists for 2024 are Chris and Richie.

Congratulations.

[Speaker 6] (1:55:32 - 1:55:47)

Guillaume. Congratulations. Jay.

Umesh and Akash. Congratulations, ladies and gents.

[Adam Goff] (1:55:50 - 1:56:25)

So congratulations, you are the Deal of the Year finalists. So you need to get your... Umesh looks worried.

You need to get your slide decks to deck at the break, please. You've been presenting in session two. Okay, so I would also like to announce another award.

Obviously, we're giving Kevin the World Class Achievement Award, but he's not the only one who's done something on the world stage. I also think that having two silver medals, world championships in the family, deserves a World Class Achievement Award. So let's give Akash Desai a massive round of applause.

[Speaker 6] (1:56:44 - 1:56:46)

Thank you. Well done, Akash. Good job.

[Adam Goff] (1:56:50 - 1:57:18)

So the Most Game Changers Award. I told you, didn't I? Okay, so every month, people have been submitting their scores, some better than others.

But at the top of the leaderboard this year, this is your cue. So at the top of the leaderboard this year, for the Most Game Changers is Richie and Umesh.

[Speaker 6] (1:57:21 - 1:57:23)

Come on, up you come, up you come, come on.

[Adam Goff] (1:57:31 - 1:57:39)

Tied first place. Well done, well done. So you'll both have to hold it.

We'll get you both awards, don't worry. Yeah, you both of you. And then I'll come in.

[Speaker 6] (1:57:44 - 1:57:45)

Well done, chaps. Good job.

[Adam Goff] (1:57:48 - 1:58:49)

You have it, you have it, you have it. Only at Props Tours. You have it, you have it, you have it.

We'll get you both awards, guys. Well done. 90% of their scores.

That is execution, isn't it? Very, very, very well done. Very well done.

And finally, we have the Mastermind Mentors Award. Now, this won't necessarily be given out every year. This is just for the Mastermind Mentors, Josh and I, for people that we think have just contributed, done something outstanding, just really stood up above the rest.

And this year, this person has gone above and beyond in our Mastermind group. Everything that this person has done has been to the 12th degree, really active in the community, time for everyone. I gave him the feedback last night.

He's one of the most generous men I've ever met in my life. And that goes for everything that he does. Ladies and gents, I would like to give the Mastermind Mentors Award for 2024 to Josh.

[Speaker 6] (1:58:51 - 1:59:11)

Come on, mate. Well done, man. Pleasure.

Thank you. Speech? Speech?

Say a few words.

[Speaker 7] (1:59:11 - 2:00:35)

Yeah, I'm really, really pleased I got this. And I didn't actually work for this. Like, I didn't actually intentionally go out to try and achieve this award.

And I get lots of feedback from lots of people. And I think it's just, I generally like to help people. When I did my five year plan, and I looked at Adam, and I looked at everybody else's, and it gave me some inspiration, because I like to get ideas from people to help me then decide what I want to do.

And one of the things was I realised through self reflection, that I'm a giver, and I like giving. And this year, I've learned a lot of things. It's not just the Mastermind I give to, there's other people in this group that I will just WhatsApp, I will think of something really stupid, I'll be having a coffee, I'll be making a coffee, and I'll be sending them a voice note.

I've done it to Chris, I've done it to loads of people, and they just think, what is he playing at? But generally, it's because I just like to help. And that is my thing.

So when Steve stood up here earlier on, and he said, you get what you give, that is what happens. Everything I've ever had is because of what I've given. So I couldn't have done it without everyone else either to actually receive my voice notes and listen to my podcast.

Sorry, Dan, but they're literally podcasts. And I've tried to cut that down. So thank you, everyone.

[Speaker 6] (2:00:35 - 2:00:38)

Thank you. Thank you so much, mate. Well done.

Well done.

[Adam Goff] (2:00:43 - 2:03:18)

Very well deserved. Very well deserved. So that's it for some of the special awards.

We're not done for the day, obviously. So we have your accreditations. So congratulations to everybody in green who had 100% record.

Okay, these are our top performers. Akash, Anthony, Ashley, Casey, Martin, Rachel, Shaini, Umesh, Valerie, Chris, Craig, Matt and Rich. Let's give them a big hand, please.

Well done. These are our top performers, some five years round the track and down. Now, it's not just them that got the accreditations.

If you were in orange, you also received an accreditation. And we have the certificates at the back of the room. Bianca, would you like to showcase them now?

So we have your accreditation certificates. And we so please collect your certificate at the break. And if you'd like to get a photo with Dan and I will be standing by the photo wall.

We've got the new photo wall, the property entrepreneur photo wall. So you can get a photo with us with your accreditation. You're good for the social, good for the mantelpiece, good for the bedside table.

You know what we're talking about, right? So, so yes, this is important. You know, why are we doing these things?

Well, obviously, it's a sense of achievement that you have actually shown up and you've delivered and you've set yourself up as a high performing our community. But these are this is an accreditation you can wear with pride. All right, this these things counts for something.

Perception is reality. So you want to get this accreditation on your business cards on your email footers on the bottom of your website, the amount of people that have got ICO on the bottom of their website, right, the Information Commissioner's Office on the website. Okay, this this is better than that.

You know, so if you're putting that on there, this is more kudos than that. So this is all part of the journey. Perception is reality.

So you've earned this, you've got the right to it, we'll send you a soft copy. You've got your accreditation, chat about it, tell people about it, because it just signifies that you're a high performer, and you go out there and you absolutely smash it. So this is it, you'll see all over our stuff.

Okay, it's every it's everywhere. It's in the brochures in the workbooks. So I'll see at the back of the room for photos, we're going to go to a break.

Now I would encourage everybody, it's a new thing we're going to do, to have a walk and talk at the break. You've got 30 minutes. It's 10 minutes to do a lap 1000 steps in case you haven't realized that yet.

It's exactly 1000 steps. How weird is that? It's perfect.

Alright, so you can go to the bathroom, you go for a lap, you can still get your coffee, get some fresh air, have a photo with us, make the most of the break. We're back in here at 12 o'clock. We had a good first session.

Give a big round of applause, please, ladies and gents. Thank you very much. Our Slides to Deal of the Year, yes, of course, for Bianca.

Thank you.