**Session 2\_Transcription**

[Daniel Hill] (0:00 - 8:36)

Okay, let's get everyone back in. It's getting excited. Energy is rising.

Some awards have been given out. There's more to come. Oh, we should really rearrange these.

Yeah. Okay, cool. So, welcome back in.

Welcome back in. I just want to talk to you a little bit. So, obviously, you know what this session is about.

It's about the grudge match. Me versus Dan. It's an arm wrestle and it's all to play for.

Bragging rights. But I just want to give you a bit of an update about 2025. Okay, so we've talked about the mastermind.

Lots of you in here already joining us on advance. A couple of people are talking about signing up for virtual or hybrid at the break, which is really cool. And I think, as I shared with you at the super event, we know this community is very special.

And the thing that became very clear to me when I was setting our strategy last year was that it just shouldn't be £10,000 or nothing, you know, with proper entrepreneurship. It shouldn't just be that. It's just one option.

It was very mono. It was like either you come every month and you pay us £10,000 or you don't. It just felt like it didn't feel right.

And I want to build, I love everyone that comes on property entrepreneur most years. Yeah. And there's people, genuinely, there's people that have been through these doors that I actually can't stand the sight of.

They've been through these doors. And, you know, I consider them friends. And then they kind of disappear off because they've maybe done a few years or for whatever reason, things have changed.

I don't see them again. I think, well, actually, these guys, they had similar values to me. They loved PE, you know, didn't leave thinking that no one really leaves PE thinking they had a bad time.

Is that true, right? No one says, I'm not renewing, it's a bag of shit. It doesn't happen.

Okay. It's like, it's good, but I'm moving abroad or I'm having a baby or whatever. There's reasons, you know.

And so part of my objective this year was to try and create a bigger community where people could be part of it at different levels. You know, the same way we're increasing the contact with Mastermind, we also want to reduce the contact with the people that want to do it, like virtual and hybrids. You don't have to come every month.

You can just come to the super events. You can go and move to Australia and still watch our workshops and execute. You know, that's new.

And the other thing that's new is this community membership. And this didn't get a lot of air time at the super event. And we had quite a lot of feedback about it.

Lots of people, thank you. There's a number of people I won't name names. There's a number of people I've had very detailed conversations with about how we can create a genuine win-win with this community membership.

So I've listened to the feedback and I really don't, I really want to create an opportunity for everyone to stay part of this community without having to pay £10,000 a year to be in it. So that's why I'm going to relaunch the community membership today. So I've got a very special offer for you at the end as well.

So the community membership has been changed. All right. So what is included?

If you are in one of those situations where you've decided that advanced virtual bless you or in-person or hybrid is not for you, then I'd really urge you to listen to this offer. So what is included in this membership? You will get tickets to our super events.

So you'll still be able to come to the big launch event and the summer championship season event. So you'll see everyone in the community. You know, it's a long day and they are our showcase events.

And we're going to, as always, we're going to keep pushing those. They're going to get better and better. And for those people that have been with us for a number of years, you'll know that's true.

So you'll get to come to the super events. We will give you the game of four quarters workbook. You can still participate in the game of four quarters accountability.

So that accountability and execution can still be there. You can still tune into mid-month mentoring. All right.

We will give priority to people that are unadvanced, but if there are any slots, the community members can have them and you can still benefit from those group mentoring tools. You will still get discounts to our other events. Some people have said to me, you know, Adam, I love property entrepreneur, but my budget a year is £10,000.

So I don't have the budget to do financial fortress. I don't have the budget to do the speaker training when you launch. I don't have the budget to do the barley retreat when you launch.

I don't have the budget to do the AGM because my budget is my budget. That's fair enough. So community membership might be a way to drop down and then spend money maybe on the more specialist courses that you might be ready for.

You can be part of get up and get back, you know, and everything that comes with that. And as we're doing with all our members, we'll freeze your membership for life. So you can freeze that rate and the rate I'm going to offer you now can be frozen for life.

So you'll stay part of the community. You're not going to lose your big discount on advance. You're not going to lose those discounts.

You're not going to walk away from that. This is why I think it's a really good win-win. So the offer at the super event was that you could be a community member for two and a half thousand pounds.

What I've decided to do, because it's our first year, we've never done it before, and we genuinely want everyone to stay part of this community that is in this room 100% hand on heart, for this year and this year only, we'll offer it for £99 a month. And by the way, I didn't say it, but it includes access to our Facebook group app. We are going to change the app next year.

We don't feel like it's been a massive success this year. We're going to put more investment into it. Probably going to go back to Facebook.

It's not confirmed. So you will be in the online group. You'll see the mid-month mentoring.

You'll have the game of four quarters workbook. You'll be able to come to the super event. So you can very much stay in touch with this community that you are now part of for the cost of a phone bill.

All right. So that is the offer for you to join us for the first year as a founding member in our community membership. And if there's a partner, if you're here with a partner, they can obviously come at the 50% rate.

So that makes it even more of a no-brainer. What do we think about that? And has anyone got any questions about it?

No? OK, fantastic. Well, I genuinely think it's a really good win-win.

And I'm around if you want to ask me anything. So the final point on this is. We know I talked about gamification earlier, and the reason why I'm quite passionate about this, because it doesn't stop like the thing I don't quite understand sometimes when people actually leave property entrepreneurs are you stopping running your business?

No. So what are you doing for mentoring? Well, I'm not going to have any.

OK, so. Does that mean you've just decided that you now either know it all or you've got to a limit and you've just had enough or are you getting out? Because in my opinion, whatever you're running a business, you need to execute.

And what you don't want to do is let yourself off the hook by just saying I'm not going to do it, because really, that's like cancelling a personal training session. But why are you letting yourself off the hook? This membership takes the money objection off the table and still allows you to execute.

Alex Hormozy says you never actually win in business. The point is to stay in business and keep going. So my urge to you, if you're there, you know, I'm done, I'm done, I'm done.

Yeah, fair enough. If we've done something to upset you, then fair enough. I don't think we have.

You're still running a business. You still need to do your Sunday sanity, your 10 game changers, your quarterly game changers. You still need to be part of a network where you can ask questions from people that are going to help.

You still should come to the super events and kick off the start of the year and celebrate the start of championship season and listen to the best speakers on the circuit. Like that's what we're going to deliver to you for, like I said, for the cost of a cost of a playing fair across the year. So unless you're thinking of hanging up your boots, I really think community is a fantastic option.

So really delighted to announce that. And yes, come speak to me. Come speak to Rachel.

Come speak to Bianca if you'd like to secure your spot as our first founding members in the community membership. Okay, we don't have a mic, but I'm sure it's coming. So it's time for the open mic.

Remember, limit 30 seconds. That's the biggest success of the year. A thank you maybe or a congratulations to someone else.

Ladies and gents, you know the drill, different room, same drill. My left, your right. Ladies and gents, it's time to line up.

Let's go. Thank you very much. All right.

How are we doing height-wise? Yeah. Matt's brought his journal up.

It's limited to 20, but I think we're good for now. Has anyone else changed their mind? We have got a sign.

Well done. Good to go. Akash, let's give Akash a big hand, please.

First up.

[Speaker 7] (8:39 - 8:53)

Hi, everyone. I have had some personal challenging times this year, and I want to thank the community for their support. In particular, Gillian, who I've been working with.

It's been absolutely fantastic. I couldn't recommend her enough. Thank you so much.

[Event Moderator / MC] (8:57 - 8:59)

Well done, Akash. Simon Coles.

[Speaker 22] (9:00 - 9:32)

Hi there. So mine's fairly similar. It's been an interesting four years to get to this point.

Yesterday, I got a little bit emotional when I realised I wouldn't be continuing next year, just sort of financially. So I'm really just here. Massive gratitude to all of you.

See you as sort of friends and families. It's just a great community. Stay in as much as you can.

But thank you, everybody in this room. I've really enjoyed the journey so far.

[Event Moderator / MC] (9:33 - 9:38)

Thanks, mate. Hi, Akash. We have a new...

[Speaker 3] (9:40 - 10:21)

Hey, everybody. So I just want to say a really big thank you to everyone who's contributed to giving me nuggets. Nuggets I've executed and enabled me to get to where I am.

But most importantly, one of the big things that I realised when I did my reflection on my end of year was the reason why I've been able to actually get some of the things done that I've done is because I've had a massive amount of support from Anita. And Anita supported me so much. Maybe not verbally, maybe not.

She's not done something. But what she's done is she's taken away some of the other stress. So whilst everyone's looking to get the best EA in the world, I've got the best wife in the world who's gone along and taken all of that family stuff away from me.

And I just want to say a really big thank you. Thank you.

[Event Moderator / MC] (10:26 - 10:30)

Thank you, everyone. Hi, everyone.

[Speaker 16] (10:30 - 11:15)

A couple of little successes for me. I was really honoured to be given coach of the year award from PIN in November. That was really exciting.

And I did over 300 hours of coaching last year, both observed and with clients. So it was a big, big year. And I also got my senior practitioner status with EMCC Global Accreditation.

So so proud of that. And also, I just want to thank Adam, because from a conversation in April at lunch, I did a press up at the front of the room, which was part of my strength building this year. And that was a really big objective for me was to build my physical strength.

So he pushed me to do it and I did it. And I can now actually lift my German Shepherd who's 40 kilos as well. So that was my other job.

[Speaker 17] (11:24 - 12:04)

So like several others, we've been in quite a big storm over the last 18 months, but I think that's abating. We can see some light at the end of the tunnel. But I'd like to thank my buddy group.

We started off as one to one buddies, but we became a bit of a group and particularly Ruben, who shibbies us along every week to make sure that we're part of that buddy group. I can't recommend both buddies enough. A, you get to know other people in the community, but B, they do keep you accountable for what you're doing.

And I also want to congratulate everyone who was in my group yesterday. I think you all deserve to be on the stage.

[Event Moderator / MC] (12:04 - 12:08)

Nice one. Thank you, Jill. Chris Doran.

[Speaker 15] (12:11 - 12:56)

Hey, hi, guys. I've got two quick thank yous for the room. One is for Mark Barrett.

I don't know if Mark's in the room, but Mark introduced Sen and I to a consultant. We're breaking into the supported living space. And without that introduction, we would have had a much harder journey today.

So it's been really, really great. And so it was a really good introduction. So thank you, Mark, if you hear this.

Another one's to you and the Mastermind group, but specifically yourself for just helping me reframe some of my mindset around prioritising personal goals. Always put a big focus on the business aspect of things and sometimes sideline the personal stuff. And just a couple of conversations you and I have had has helped me really reframe that and be more at peace with prioritising those personal goals.

So thank you. Thanks, Chris.

[Event Moderator / MC] (12:57 - 12:58)

Nice words. Thank you.

[Speaker 14] (12:59 - 13:45)

Hello, everyone. Good to see you all. I'll make it short.

So my success really is I was going to talk about the public speaking, but actually it's about starting my own business for the first time ever this year. And thanks goes to also you guys, just because having started something on your own and seeing everyone who's got a business that's two, three, five, seven, ten years, and everybody is so determined from the businesses they've created. It really just helps someone in my position to realise that just stick with it, stick with it, and then the successes will come, even when I'm at the lowest.

And I've had some tough times this year. Stick by it and it will turn into something good. So thank you.

[Speaker 18] (13:52 - 14:30)

So mine is congratulations, because I have been giving someone in this room a bit of hard time about finding a deal with an interest free loan. So congratulations to Finn. He's now secured his deal.

Well done. And I think what it shows is the power of accountability as well, because he's talking to Finn literally in the break and he said, you know, I probably wouldn't have secured that deal if it wasn't for the accountability of me coming up in the group and stuff like that. So absolutely accountability does help for that.

And Finn's got a nice terrace that what, 15 percent below market value that you're going to keep till you die in about 75 years. Excellent.

[Event Moderator / MC] (14:30 - 14:32)

Pretty good. Well done, Tim. Thanks for that.

Well done, mate.

[Daniel Hill] (14:36 - 14:39)

Good job. Here she is.

[Speaker 19] (14:39 - 15:14)

Hi, everyone. So I've made myself come up here every single month without fail. So thank you for listening.

I want to say how inspirational everyone in this room is. And there's obviously an array of different specialties, businesses, etc. But you're all totally inspirational.

And thank you to everybody for supporting me. It's been a really, really tough year. But in particular, the Mastermind group and the Mastermind ladies for really bolstering me through the year and obviously to Craig for putting up with me.

Not quite sure why he does, but he does. So thank you very much.

[Event Moderator / MC] (15:14 - 15:19)

Well done, Suzanne. Well done. Dr. Michael, please.

[Speaker 11] (15:21 - 15:45)

Hello. Hello. Thank you, everyone.

So I just want to say so I've been part of the community now for two years. And if I think about where I was two years ago to where I am now, just the step changes have been absolutely massive, just personally, but also professionally. So without being too cheesy, I just want to thank the community and all of you guys here.

It's been huge. But I also just wanted to. Yeah.

[Event Moderator / MC] (15:46 - 15:47)

Property friends.

[Speaker 11] (15:48 - 15:50)

Guillaume's going to nick that, isn't he?

[Event Moderator / MC] (15:50 - 15:51)

Property filter friends.

[Speaker 11] (15:53 - 16:28)

Thanks, guys. And I can't quite believe I'm doing this, but I also just want to give a huge shout out to Mr. Woodman. I can't quite believe I'm getting up here and saying this.

But no, honestly, so I think back three years ago, I think you gave me Simon's mastermind book. And I had no that was I had no idea about property, no idea about running a business, no idea about anything whatsoever. So I'm just really grateful to be hosted together and just really grateful for.

I feel like I'm just kind of clinging onto your coattails as you kind of whiz into the distance. So big congratulations on all that you've achieved, especially this year as well. But thank you.

Thank you.

[Daniel Hill] (16:28 - 16:35)

Thank you, Michael. Nice work. Thank you, mate.

Very impressive. Three years. Very impressive.

[Speaker 9] (16:35 - 17:07)

Hello, everyone. Hiya. My big success this year has been my transformation into a public speaker.

It's been a massive ride. Thank you. I've had a really difficult year and I've definitely got some mindset issues and I've had to battle the whole way through it.

And I just wanted to say a massive thanks to Adam for putting me in this position where I did battle with my biggest demons and also to Bianca and to Josh for helping me on the journey and getting me to where I am today. I think, have I been successful, Adam?

[Daniel Hill] (17:07 - 17:09)

Very. You know I've given you the feedback.

[Speaker 9] (17:10 - 17:51)

I know it's been a massive journey, but it's just a thought. Sometimes we give ourselves these challenges and what happens is you get to the end of the year and you think, wow, look at everything that I've achieved. But actually going through it was really fucking difficult.

And I think all of you just need to be to remind yourselves of that. If you're having a really torrid time and it is really challenging and it is really difficult, then you're doing the right thing. And I think all of us probably have had some of that feeling throughout this year.

And I just want you to remember that you're on your way. If that's the way, you know, if it was really easy and everything was smooth and an easy transition, then you're not doing things right. So congratulations to all of us for getting to this point.

Shall we all give everyone a round of applause? Well done Rachel.

[Daniel Hill] (17:53 - 17:56)

Just some feedback Rachel, you know we don't swear on the professionals on our stage.

[Speaker 21] (18:01 - 18:31)

I wasn't going to come up, but thanks Graham. I actually just want to say thank you to everybody in the room. So that whole like you are the average of the five people that you spend the most time with, I find to be so true.

In the last year, two years, I've had so many step changes, I can't even count them. And I can point to people in the room who have made significant differences in my life. Thank you very much for everybody.

And I want to say a particular thank you to the Mastermind group and the Mastermind ladies. Thank you very much.

[Event Moderator / MC] (18:34 - 18:36)

Good job. Good job.

[Speaker 13] (18:38 - 18:40)

Hey guys, right, first open mic, go easy.

[Daniel Hill] (18:42 - 18:43)

You going to tell us a joke or?

[Speaker 13] (18:43 - 19:27)

No. Okay. No, I'm not there yet.

So when I joined PE, actually it was carnage. My life, business, everything, my business relationships, my business partners, how things were running. And so, yeah, it's been quite a journey.

And ultimately, the more I've executed against PE stuff, the more things have just started slotting into place. And it just felt a bit weird going for a walk and everyone saying, well done. Thank you.

Sorry, well done, Graham. And me saying thank you. I'm like, I haven't actually done anything.

This is my team, right? This is me executing against the PE methodology. So really, I just wanted to stand up here and say thank you, Dan.

Thank you, Adam. Thank you, everyone. You're all an inspiration.

It's like a pleasure to grow with you and be inspired by you and hopefully inspire some of you as well. So pleasure to be on the journey. Cheers.

[Event Moderator / MC] (19:28 - 19:31)

Thank you, Graham. Well done, mate. Good job.

Well said.

[Speaker 12] (19:32 - 20:33)

Richard Evans, the loudest shirt laugh. Thanks, guys. I'd like to thank my shirt supplier.

Absolutely. It's been, what is it, six years around the track, I think for me now. And yeah, you know, I just love the community.

And when I first started in 2018, my, you know, ba ba boom, awakened a business. It was, you know, just really an idea back then. And it's through this community that I've managed to grow and build that business.

So thanks. So many people have helped me on that journey and been there to support us. Many of you as clients and just been really, really encouraging and motivational.

Adam, you've given us great support. Dan as well. And Josh, really looking forward to being on Josh's Mastermind next year.

So, yeah, thank you very much, everyone.

[Daniel Hill] (20:33 - 21:09)

Well done, Richard. Thank you very much. Well done, mate.

Fantastic. Thank you for all those heartfelt messages. They're very nice.

Mark, you had a big shout out from Chris Dornan, who threw you under the bus in front of everybody. No, he thanks you for your help introducing him to that supplier. So thank you, Mark.

So business time, the head to head, the head to head, the grudge match. We all know it's 1-0 to me from strategy day. But so it's all to play for.

It's all to play for, ladies and gents. Our favourite time of the year, without a doubt. Ladies and gents, he's asked to go first.

[Daniel Hill] (21:16 - 21:19)

Turn his mic down. And then he broke my slides.

[Daniel Hill] (21:20 - 21:28)

Well done again. Very unlike me. No, ladies and gents, no.

Adam chose that poem.

[Event Moderator / MC] (21:31 - 21:36)

I didn't. I didn't. Bianca did.

[Daniel Hill] (21:40 - 22:08)

Anyway, it's a bit of fun, but it's also incredibly serious. So please give us your attention. Enjoy the journey.

Check yourselves in. Remember that in the workbooks, you have a scorecard and you can take notes, you can score and you can circle your favourite person at the end. Ladies and gents, without further ado, he has had a massive year.

He's been behind the scenes by intention. And I'm sure this is going to be a fantastic presentation. Ladies and gents, please welcome to the stage our founder, Mr. Daniel Hill.

[Daniel Hill] (22:22 - 40:08)

So like many of you, I've been riding this entrepreneurial roller coaster for a long time. This is my 21st year riding the roller coaster. And you will appreciate and understand that sometimes this ride gives us the highest of highs.

And it's phenomenal. It's amazing. But it also is very capable of giving you the lowest of the lows.

And wherever you've been on that journey this year, I've probably been there myself. At January in Strategy Day, I stood up and shared with you that riding this roller coaster has been fantastic. And there's lots of bits I wouldn't change.

But over the last three or four years, since about 2020, it really hasn't been serving me. And I've had three main challenges. The first was last year, I had the sobering realisation that we're all going to die pretty soon.

The second was that I was stuck in my career. And it didn't matter what I did, I felt like I was spinning my tyres and kept hitting this glass ceiling. And those of you that have been on this journey with us have heard me share this on the podcast, from the stage, the challenges I've had at that level, just trying to break through.

And the third is I was really struggling to stop. I just kept dreaming of when I get there. And when I stood in my brand new house, looking out the window, dreaming how happy I'll be when the helicopter landing pad gets installed, I realised something was wrong.

So I set about this year to figure out, I've been out and I've achieved everything I want. I'm here. I've got everything that I needed.

Why am I not enjoying it? And this is what this year was all about. To overcome it, the biggest challenge, the biggest thing I needed to achieve was to break through to the next level.

And having exited most of my companies over the last four years, I needed to get out of my last few executive roles and develop myself at a new level at the chairman position. And I knew that the biggest challenge that I was going to have to do that was breaking through. As I said earlier, and you've heard lots of other people say, it's all in your head.

You can have whatever you want, but the biggest battle you're going to have is in your mind. And this is what I had to do. So let's see how this year's strategy was executed.

So the first thing is the KPIs. My wealth, despite acquiring the hall, I've managed to keep exactly where I needed to be. My best bollock age, I'm about four or five kilos down from where it was when I did the first test.

So I think it will probably come down when we do the test in the new year. But I don't know exactly where it is right now. I suspect it's come down a little bit.

And life by design was the big thing for me this year. You can have all the money in the world, but there's lots of sad, depressed, wealthy people. And I didn't want to live my life in that space.

Having done the test this week, I was hoping to exceed 80, and I've actually come out at 91. This was a huge game changer for me. And as I went through the rest of the presentation, it was really clear how this came together.

So the main thing for me was the year of the middle lane. You guys know I'm an extremist. I'm a masochist.

If I'm going to do something, I'm going to blow the lid off it. That novelty does come to an end. And this year, I wanted to see, do I have the hardest discipline?

I can go big. I can go small. But can I actually stay in the middle lane?

And the honest feedback is I had to go backwards this year significantly to enable me to come forwards. But where I've arrived at now is being in that middle lane that I've strived to do for probably the best part of four years. So for that, I had no extremes.

I rode the middle lane for the back half of the year, and I was really, really pleased with that. The objectives that got me there, the first was break through and enjoy the view. And I wanted to just break away from my workaholic addiction and actually enjoy the fact that I've achieved lots of things I wanted in my life.

And when we started in October, I actually went backwards. And for the first six months, went from working about 20 to 25 hours a week to working about 60. I thought, I still need to try and enjoy the view while I'm doing it.

So I decided to work in my house and send my WhatsApps and do my emails from there and enjoy the process as best I could through that. The second, and I've gave myself a green for that because since completing that project of actually handing over to Adam and exiting my other roles, I've now actually achieved that, which has been fantastic. The second is we were expecting a child, but I wanted to maintain a fit father and be a present partner.

And what we wanted to do was have date nights every week, have a weekend away every month and have a holiday every quarter. And even when Sav was pregnant, we stuck to that. We flew over to Dubai and had a week's holiday in Dubai.

Papa was then born and we thought, if there was ever a week to miss date night, this is going to be it. When she was seven days old, we took her out for lunch, stuck to our date nights. Two weeks ago, we flew to Spain for our quarterly holiday with a 10 week old, and I was already nervous.

And the first person I saw at the airport said, are you mad bringing a baby out? She must only be about five months. How old is she?

I was like, she's 10 weeks. And we took her on holiday, which was absolutely amazing. Took on her first little flight to enjoy the journey.

And this is just a photo where I thought I looked cute. So stuck to those date nights and did that. But my training, I wanted to keep to three or four times in the gym as there was weeks when I only did two.

So I've given myself a green for present partner. I've been there every single day and we've had our date nights. But an amber for my training, because the reality was it was probably more like two times a week than it was three.

And then make a house a home. I've got to the point where I was fortunate enough to buy my own home. I could have easily sent the trades in and done it all in in six months.

But I wanted to actually do it myself. Wanted to take time, choose the furniture, do those things, which for me was an alien concept, because all I care about is work, productivity, hitting targets, growth. I thought, no, I'm actually going to take my time and do this myself.

So I did. I literally got my tools on, put my tool belt back on and started refurbing the hall. This was the first room I did, which is our bedroom.

This is what it looked like before. This is what it looked like after. And every single part of I did this for the main bedroom and for the nursery and every single bit I did myself.

I chose myself. Even this canvas I had imported from America. That is the largest photo that's ever been taken from the Hubble spacecraft of the universe.

I had it imported. I actually built a frame by hand to go out and do it. I developed the gardens myself.

I bought a ride on lawnmower and did the lawns myself. Started to host friends and family, which was just so rewarding and amazing for Sav's birthday. I took that creative energy, which would normally be creating content for you guys or thinking about new business ideas.

I created this canvas, which I was really pleased with. It was basically the last photo that I took of us on holiday in Jamaica before she got pregnant. I think she actually got pregnant that night.

Definitely don't tell her that. I think she knows she was there. It's made up of every single photo that I've ever taken of us since we met.

I was just really chuffed doing all these things. I get the same satisfaction from doing stuff that's not business, but I've only ever got for the last 20 years actually doing business. Doing the whole thing myself, I just really chuffed, really enjoyed it.

It's very, very different for me being basically a workaholic up until this point. I gave myself a big green for that. Professional objectives.

I had three professional objectives. The first was one of my problems I realized is I live on a treadmill, but the treadmill only keeps spinning because I keep adding things to the to-do list. For the first year ever, I said I was going to start no new projects and only finish the ones I had.

With the exception of dabbling and looking at a few things and having a bit of a wandering eye on deals, I did exactly that. I spent all my time finishing my existing projects, but I didn't take on any new ones. For those of you that want to reduce your workload, it probably is that.

It's have the discipline to stop taking on new things. The second was beat the budget. This year, I gave full control of the budget to my team, which means that they make all the spending decisions, but I also incentivized them to beat the budget.

This is the best outcome because it removes me from all operational things in the business and it actually improved it because they were incentivized to do that. That was a huge win. Then the other tangible target, having bought the hall, that obviously left quite a hole in my working capital.

I wanted to get that back up to six months working capital, which is where I've always been. We got there. I then increased it to 12 months working capital, and we're now at 113%.

Stability, middle lane is exactly where I wanted to be. Then level up with the chairman. I wanted to go to this next level and go from working 25 hours a week to 20, 25.

Actually, I went up to 50 or 60 for the first five or six months in order to break through to that chairman level. Then when I came out the other end, my calendar was clear. Purple is basically my personal stuff.

With the exceptions of board meetings, I've now got a clear calendar and I've been working more like 20 hours a week, 15, 20 hours a week, not even 25 that I set out to, which again for me is just alien, but it's been a huge success and it's literally changed my life. For the businesses, we wanted it to be world-class win. We wanted this to be a win, win, win.

It needed to be a win for me moving up to chairman level. It needed to be a win for my team to make sure they're incentivized and they get rewarded, but most importantly, it needs to be a win for our clients, for people like you. Everything that we did needed to be world-class.

Hopefully, you've seen even though I've stepped back and Adam and the team have stepped up, things have actually got better rather than cruise control or worse got stepped down, which has been incredible to see. I did that with all of the businesses. One of my targets, which I would recommend for any of you next year, is to raise our standards.

What I did was I set a target for 12 level ups in a year. Every month, to do a significant level up that would change the business. What I did was I delegated that to Emma, my EA.

Every month, we had a meeting and we set minimum of one, sometimes three things to level up. Then through the month, she delivered it. All I had to do was set her up, delegate, manage it.

We're eight months through the month and we've had eight significant level ups. Beating the budget, shared that earlier. We're on track to beat every single budget in every single company at the moment.

Obviously, we've got the rest of the year to run, but the fact that the team have done that without me has been a huge success. Then finally, be early. One of my biggest challenges is stress.

As I've got older, I can't handle the volume of stress I put on myself as I used to. My rule this year was no stress. I wanted to get to a point where there's no stress.

I went to a deeper, darker hole, not that I've ever been, but definitely than I intended, and had loads of stress, five, six months into this journey. However, when it broke through, the workload fell off a cliff, the stress disappeared. Honestly, I can't feel any stress in my day-to-day now, which is, for me, life-changing.

I haven't had that for years. My target was to miss zero My House deadlines, but I missed two. I've given myself an amber for that.

That was in the heat of battle. In the scheme of things, it's absolutely game-changing. My hero this year was Naval Ravikant.

The reason for that is he's a hugely successful guy. He grows more as an individual and makes more money than ever every year, but he does it being one of the most balanced people you'll ever meet. One of the things that I took from him, which I've achieved this year for the first time ever, is for the last 21 years, I've had one priority, which has been to grow, to work, to make money, and to break every expectation I ever had of myself.

Now, having gone through this process, for the first time ever, I've got three priorities. I've got my work, I've got my family, including Sav and Harper, and I've got my own life. Whilst this might sound a bit sad, I've never really had my own life to invest in.

All I've thought about is business, growth, achieving my targets, and pre-money, that's what all of you need to do. If you're locked into that, do that until you've got it. The hardest thing is when you've got it, how do you enjoy it?

And this is what I've gone on this year. My challenges and adventure was to stay at the sweet spot. I held it steady up to about 68 until I went away for the summer, and then too many calamari on the beach and too many beers in the sun ended up being two kilos overweight, so I've given myself a yet an amber for that.

Having my first child was a huge success. Sav and I went through the... people advised me to consider, do I do the labour journey?

Don't I do it? Where do I stand? All those questions that people throw at you.

We had the most incredible labour experience together, and it was literally, yeah, absolutely phenomenal. And then finally, no stress and no style. I would say from work, for the first time ever, I don't have stress.

I wake up and I feel chilled. I enjoy every day. If I said I'm not stressed, I would say that's...

Adam's sabotaging me, what's he doing? To say I've had no stress would probably be a lie, because anyone who's got a newborn baby, especially if it's your first, will tell you it is stressful having children, but the stress that I used to have and didn't enjoy and was trying to get away from for four years is... I love every second of being stressed, having a young family, and thankfully I've moved away from all the stress that I had doing a role that I was, you know, I'd fully outgrown, so I've given myself a huge, huge green for that.

And then finally is enjoying the view. Some of you are in Property Entrepreneur because you're well on your way to where you want to get to, and for you, it's you're not even looking out the windows, you're on your way to success, a million miles an hour, just keep going. Those of you that have got there and perhaps not enjoying it anymore, you're running on the treadmill and you get stuck, this is where I've been for four years.

And having tried it and failed three times, having now broken through to this chairman level and actually had the ability to focus on my life, my family and my work, I've actually been able to enjoy the view for the first time. And the reward is every day I get to walk around now and look at the things that have always been there, whether it's my family, whether it's my partner and my child, whether it's my house and my gardens, anything to be grateful for, I now actually walk around and sometimes just stand there, and like Kev said earlier, feel grateful for being alive, being healthy and actually enjoying what I'm doing.

And I can't explain to you how much of a reward that is. So to close, my scorecard, I missed my two kilos over where I wanted to be, so I'll score myself down for that. And I missed two My House deadlines, so I'll score myself down for that.

However, has this been a success? Or to recap, we're all going to die soon. It's the sobering reality.

And I never, I took every day for granted, because I wanted to get to tomorrow. But I can honestly say every day now, I am the most present that I've ever been. And I appreciate everything that I've had, which is all I ever set out to achieve.

The second was always stuck, spinning tyres, running the treadmill, being executive director. And having now broken through to the chairman, I've dreamt about it since 2012. I've been working for it for about three to four years.

And having now actually got there, I really enjoy it. And I think it actually, actually suits me for the next stage of my journey. And the little story to finish with is to stop.

But understand what you need to, where you want to go, and how you need to get there and go for it. But you will get to a point where you've got enough, and you can actually stop. And this chap here is his name's Les May.

And he's the original chairman who I met in 2012. I was driving a builder's van, starting PPN UK 12 years ago. And he pulled up in a brand new Aston Martin.

He lived in a mansion. He worked one day a week, one day a month, and made a million pounds a year. And I thought, that's my guy.

That's who I want to be. That's who I want to be close to. And he was around two weeks ago.

And we've just celebrated 10 years in business together, doing incredible deals. It's changed both of our lives. And to be in business for some 10 years is amazing.

To do it with somebody who you aspire to be like is the best. And after a couple of glasses of wine, we went for a walk around the garden. I said to him, what should I do next?

Because he's 15 years ahead of me. What should I do next? Should I do new builds?

Should I build portfolios? Should I go and start a new business? And he said, Dan, there's only two things anyone needs in life.

He said, the first is money. And the second is time. And he said, you're in a very fortunate position where you've got both of these.

He said, life is short. Life is for living. Just go out and live it.

And I can honestly say, that's where I feel like I am. I need the discipline now to maintain it for the year ahead. But same as people shared on the mic, I wouldn't have done it without being in the community of you guys, and without Adam, Bianca, and all the teams at PPN UK delivering on their promises.

So it's been an amazing year for me. It's been absolutely life-changing. And thank you for listening to my end of year presentation.

So next up, time to remove the battery. Can you welcome to the stage my partner, my fellow speaker, and my competition for this afternoon? Can we have a huge round of applause for the one, the only, Mr. Adam Gough, ladies and gentlemen?

[Daniel Hill] (40:14 - 57:16)

Well done. Good job. Fantastic presentation, Dan.

Well done. Fantastic. We're having a good day today?

Good. OK. So welcome to my end of year presentation.

Now, you all remember where I started at the beginning of the year. I've been on a journey, the long game. Dan put his up on the screen.

We either arrive at a well-designed destination or an undesigned destination. Jim Rohn said it. This is why I love this asset that we create.

And everyone knows that over the last seven years ago, I set a long game, and I completed it. It was to do with selling my business, completing my financial fortress, and living out of a bag. But then last year, I had this year, do you remember, of surrendering to try and answer the three biggest questions in life?

Who do I love? What do I do for work? And where do I live?

They are the three big questions we have to answer. And I felt like last year, I actually got answers to all of those. The universe provided me with answers to all of those.

So my goal this year was to lean. And this was it. This is my new five-year plan.

The surrender experiment was last year. And this is my next journey. And I know success and failure are very predictable, that I'm going to go to the next level.

Going to the next level for me, and going on another long game meant leaning in. Leaning in was the complete opposite. It's the complete opposite of what I was doing before.

Before, I just wanted to be free, footloose, have a bag, no ties. Actually, now I needed to settle. I needed to commit to love.

I needed to commit back to work. And if you remember, I told you the snowboarder analogy. In order to deal with a steep slope, which is what I've been through this year, you have to fight all your natural instincts and lean into the mountain.

Because otherwise, you're just going to fall over, and you're going to become a cropper. And I knew this year I was going to have to fight all my natural instincts of being ablaze, and this freedom that I'd created if I wanted to level up. You might be thinking, well, why on earth would you want to go back in at it?

You had it all figured out. You had it sussed. You had your financial fortress.

You were living off the steam. You were living the dream. I was.

I am. But you know why I shared with you in January. It's because I met this girl.

And she changed everything for me. You know, frankly, she put my world upside down. And I declared I was going to be a bachelor till I was 50.

And I was like, never going to settle down. And then I met Bella. So now I'm on this mission, as you know, from January to just be more, create more, be a provider, and go to the next level, very much like Dan.

And I'd say if I had to sum up this year, it is just a year of step changes. And honestly, Dan and I have literally completely swapped seats. We're literally complete opposite years.

It's actually quite funny to watch. So I knew going into work that my first objective had to be around health, because when I get stressed and I go beast mode, sometimes I can put on weight. That's my pattern.

So I wanted to stay within a certain body fat percentage without getting too obsessed. I had to buy a treadmill in Bali because you just can't do steps in Bali, not really, unless you go for a long drive. These are my averages across the months.

I was over. Then I lost some weight. Then I went back up again because of summer.

And I managed to keep an average bang on the 12 to 14%. So that luckily is a tip. Second was about my main objective actually was to try and get Bella to move to Bali.

The main thing that's going to make me happy when I was doing my journal, what's going to make you happy this year? I just want Bella with me. She lives in Hong Kong.

I live in Bali. I hate Hong Kong. So unfortunately, I can't move there.

But you know me, I'm quite aggressive. And I would sort of almost push her to move. And I was like, just move.

Come on, figure out, just move. And she was like, no, she won't be pushed. So do you remember I came up with this game of she could give me three yellow cards in the year if I pushed her too much?

Well, she didn't give me any, but I give myself one because there was one time where I did push her a little bit. So yeah, this is our relationship. And it's been something we've been talking about a lot.

And I'm going to share with you something at the end of the day. So yeah, less than three yellow cards, none given by Bella, one given by myself. And then the other thing about a step change is about unlearning what I had to learn to get to this place.

In the same way Dan just shared, I always used to do jam tomorrow, delay gratification, rolling it up. I don't think you can really build wealth any other way than to spend less than you earn, right? So I had to do that.

But now I'm quite a wealthy guy. I need to start beast moding it and not enjoying your life. So my goal was to burn what I earn and actually spend my six-figure financial fortunes income, actually spend it.

Just spend it and not feel guilty about it. Absolutely just level up. Abundance mindset.

And we spoke about it a lot at Mastermind last night. If you spend it, it comes back to you. I was like, well, I want to give this a go.

And let's go. Let's spend some money. So what did I do?

Well, I hired us a villa. I hired us, leased us a villa in Bali. Fantastic villa, lovely sea views from the balcony.

That's a big step change. I now only train with a personal trainer. That was Dan's advice to me.

I think it's an absolute level up game changer, very high maintenance. I won't go to gym unless I've got a trainer. I don't get trains and buses and stuff anymore.

It's cars, it's chauffeurs. Again, thank you, Dan, for the inspiration. And obviously the big one for me is flying.

So I took Bella and I, Bella and I first class on Emirates. As I shared with you at the Supervent, it was absolutely insane. And we had a really good time.

She's never even like gone extended legroom on sort of AirAsia. Seeing her in Emirates first class, she just didn't know what to make of it. So it was an amazing experience for loads of reasons.

And I'll talk about it in one of my biggest lessons learned. But now all my flights that I've booked, apart from a couple of premium economies of business, I'm just like, right, let's go. So I am, ladies and gents, I can promise you that I am spending well over £10,000 a month right now when you add it all up.

But I actually realised it's quite hard to spend money on yourself. And actually, I wasn't actually achieving my objective of spending my financial fortress. What am I going to do?

I figured out the best way to do it is actually to spend it on other people, isn't it? Spend it on other people. So I took my family to Dubai for my 40th.

Dubai's not cheap when you take seven people there for a week. Chris knows he's done the same. And obviously, I started supporting Bella and flying her in and out of Hong Kong.

So I didn't have to go there. But financial fortress achieved, financial fortress spent, done. Tip.

Personal objectives done. Professional objectives. So when I talk about swapping seats with Dan, you know, I was sipping coconuts on the beach.

And now I'm full in beast mode. I went from best self, living the dream, to beast mode, living the dream. But they are very, very different dreams.

Very, very different dreams. As I said, I was flying around the world. I was flying in and out of property entrepreneur events, Peru, South America, festivals, Asia.

Honestly, you know the journey. I was all over the place. And I was doing whatever I wanted, whenever I wanted it, ticking off my bucket list.

And this was my diary. I used to have two things in my diary every month, the PE events in purple, and a mid-month mentoring. That was my diary for like two and a half years.

And the only thing I had in the diary this month was surf camp for two weeks. All right, that was my life. However, talk about a step change.

This is now my life. And because I'm seven hours ahead in Bali, it means I can do a whole day's work. And then everyone in England wakes up and I can do a whole other day's work.

It's fantastic, right? So I'll start at seven, eight in the morning, and I'll go until eight at night, because that's only 1pm in the UK. So I am working like an absolute demon, and I have gone into full beast mode.

So have I gone from the beach to the battlefield? 100%. The target was to get record sales in PE.

And as Dan shared with you, we are well on target to beat budget. So that is achieved. Thank you.

Listen, going back into business, I was a little bit rusty. I was definitely a little bit rusty. I was like, oh, wow, first management accounts meeting in a while.

I was like, oh, you know, it was weird. It was actually weird. But I found my flow really quickly.

But I knew, I knew, and Dan, actually, to be fair, drilled it into me. He said, to get to this business to the next level, you need to level up your leadership, because it's actually your A players that are going to achieve it for you. And this is where we came up with the headline strategy, New Team, New Dream.

So what I decided to do is rather than be an arrogant little shit like I sometimes can be, all right, is actually create a really nice culture of communication and honesty. And all feedback is good feedback. So every time I had a one-to-one with Dan, with Bianca, with Josh, with Marielle, whoever it was that was reporting to me, I would ask them for genuine, honest feedback every month.

And they knew it was coming. And they would give it to me. And sometimes it stings, obviously.

But now we have a really good working relationship with my team. I really believe I do, because we're able to give each other feedback. And they're not worried.

They're not scared. They're giving it. And it's allowing me to show up as a better leader.

So I track that every single month. And thank you, Dan, for that inspiration. I just tracked it every month.

I did it every single time, every single month. You can ask the guys at the back. So the last professional objective was beware of the boundary, because I know that I can burn myself out.

And I set a very ambitious target of not working more than 35 hours a week and not working on weekends. It sounds very good. Weekends off, 35 hours a week, I can do that.

Smash it hard. Work hard. Play hard.

Convince myself that was going to work, because time off is not a luxury. It's a requirement. However, I went over that line almost immediately and stayed over it for the entire year.

So after January, I reset the target on the group. I said, guys, I've messed up. I set 35 hours.

I'm actually going to change it to 40. And I couldn't even stick to that. Every single month, this is like clocked toggle hours.

I was doing over 200 hours a month. And did I work a weekend? Unfortunately, there were some weekends I didn't work.

There was like three. But every weekend I worked, completely failed, like an absolute complete disaster, frankly. So I definitely failed at that.

And it has taken its toll. I have worked really, really hard. It's been really challenging.

But I've absolutely loved it. To be honest with you, we've achieved great results. So talking about achieving results, the headline strategy was new team, new dream.

It was A players only, get to the next level, the Chicago Bulls analogy, win all the championships and get record revenue. This is the A team now. Bianca's really stepped up.

Hats off to Bianca. Let's give Bianca a big hand. She's an absolute legend.

Bianca is now head of events. She completely runs the show. Yolanda, absolute steel genius.

You all know Cheeky Josh. This is my senior team. And they are A players.

Apart from Josh, they are absolutely smashing it. So what are our objectives? Well, we needed a world-class finance function.

Our finance team has not had a positive experience with our finance team. It's just not where it needed to be. And we know that.

And we're trying to fix it. And we have fixed it. Hats off to Josh.

I know how to do what Josh does. I'm not saying I'm as good as good as him. I've built finance teams.

But Josh is the best that I know of. And Josh came in. And he was the first person I brought in in November.

And he has, from the We've now outsourced South Africa. We've got specialists in key areas. We're playing right person, right rate.

Our management accounts are accurate, next level, on time. We're forecasting. We've got everything we need.

So Josh, let's give a big hand to Josh. He's absolutely killed it. And delivered on his promises.

So thank you, Josh. Well done. Well done, you.

Marketing machines. So Dan was marketing team at PE. Yeah, he had some help from Emma and stuff.

But it was Dan. It was Dan, three months a year, going all in. And miraculously, keeping this business afloat with just Dan's energy and profile.

We didn't have a marketing team. And it's been really challenging this year to actually extract Dan out of marketing when he literally was the marketing team. But we've now got to the point where he's helped me a bit on strategy.

And he is the profile only. That was the goal. We give him a script.

He delivers the script in the studio. And that's pretty much Dan. He is the profile.

He shows up at events. And that's exactly where we wanted to be. And I really believe, Dan, that we have got there.

Don't you think? We're there or thereabouts. And the perfect packages.

As I've already shared earlier, I just didn't believe that it should be you're in advance in the room or nothing with PE. We're way better than that. We're way bigger than that.

And now there's a range of memberships that I've launched since the super event, whether it's virtual, whether it's doing advanced virtual, whether it's doing the blueprint virtually, hybrid where you can come to the super events, our new community membership for only 100 pounds a month or expanding the mastermind model and Josh this year. So we have delivered on those promises. There's something for everyone.

So I'm really happy about that. My execution scorecard, I didn't know you could do point two fives and half. Stan, who told you?

Who came up with that one? So I didn't do that. But I did get 80, 88.88 percent. I did miss my part from the working hours one. I did achieve all of my targets. So some lessons learned just to finish off.

So five lessons then, actually. So number one, you want to write this down because hopefully they're imparting a little bit of wisdom. Everything has a cost.

We talk about sizing up the iceberg. I have seriously overcooked it this year. I've felt sick.

I've had to stop work during the middle of the day because I'm tripping out. I've overdone it. I'll push it to the edge until my body gives up and then I have to take a break.

And I told Dan it's like pressing the gas pedal and there's just no there's no acceleration happening. That's the edge. So I've gone well over the edge and you just have to if you're going to do these big things in life, you have to accept that sometimes they have a really heavy cost and it has had a cost.

Beast mode is stormy. I haven't been in a storm business for ages and now I know how some of you feel. It's been a while since I've been there.

Those people in storm, storm mode is stormy. Things break. It's really stressful and it all feels like it's going to go wrong.

So I know exactly how you feel. One of the lessons I've learned is that your ability to deal with stress will directly correlate to how successful you are. This year, the stress levels went through the roof from zero to next level.

And I just realized, wow, I'm getting really stressed. And, you know, you have this choice. You can either learn to deal with this stress or I can just fold.

And it's made me a bigger person. It's made me a bit I can solve bigger problems quicker. I'm five times the guy I was a year ago because I've solved big problems.

And I think that's that is the game is like putting yourself under pressure, not folding and going to the next level. The value in challenging conversations like do not shy away from challenging conversations. I have had one million challenging conversations this year.

One million, I counted. I feel like I'm having three challenging conversations a day. It's just normal.

And because it's become normal, I'm able to make huge progress. So I'd really encourage you to nail that. But ultimately, one of my lessons is the luxury lifestyle is an investment, not an expense.

This is not. When I look at flights now, I don't think I can save three grand by going economy rather than business. That's how I used to think.

Now, I'm like, no, no, no. The way I feel it's very hard to articulate this, the way I feel when I fly business or first, the people I'm around, how I feel when I land, subconsciously, the fact that I never want to go back to economy now, whatever it is, it's ticking all sorts of boxes. And I'd really encourage you to invest in yourself.

And that means going first class on the train. It means paying for extra leg room, even if you're on a Ryanair flight. It means doing speedy boarding.

Put yourself first. But these things actually work. And my whole life, I thought they were.

They didn't. And they do. And this has been the biggest motivator for me is actually investing in myself and realising how much it actually positively reinforces my success.

So that's been my year of leaning in. I've completely swapped seats with Dan, but I've realised that by committing to these big three things, I actually have so much freedom. Even though it feels like I don't have any freedom, I am committed to the things that I love and I'm going to get the life that I deserve.

So biggest success is the Mastermind. Without a doubt, as I shared earlier, this has been a huge success for me this year. I love that group.

I love the model. And I want more people to share that journey. This team is great.

I can't wait for Bali. It's going to be absolutely fantastic. Thank you all for your participation and for being such legends and such nice, nice people.

Yeah, absolutely. Round of applause for them. They are great.

So yeah, there's been loads of professional successes, but ultimately, yeah, this is my last point. So ultimately, they're professional. But as I said, the big thing for me was all about getting Bella to move to Bali.

I can't make her do it. So I had to fight my natural instincts and be the magnet, not the master. But she is flying to Bali on Saturday, and she's coming for a three-month trial with a view to moving there in the new year.

So we have achieved my biggest objective.

[Event Moderator / MC] (57:19 - 57:23)

That makes me very happy. Ladies and gents, thank you very much. I appreciate it.

Thank you.

[Daniel Hill] (57:29 - 59:53)

OK, so we're going to move on to the Deal of the Year finalists now. But before we do, please put some music on. Please scan the QR in the workbook.

Take your time. Review the notes. And make your choice, please, ladies and gents.

All right, make your votes. Put your phones down, please. And we'll get ready to invite our first finalist up.

We'll cut the music. Did we enjoy that? Bit of fun, wasn't it?

Did we enjoy that? Big hand for Dan, big hand for me. So we are now on to Deal of the Year.

So first, oh, big awards. Isn't it a lovely award as well? It's a very good award, this.

Can we change this this year? Hang on. OK, so it's all to play for.

Deal of the Year, first finalist. Ladies and gents, let's give Akash Desai a massive round of applause. Welcome to the stage.

Give you a mic. You get a mic.

[Event Moderator / MC] (1:00:00 - 1:00:01)

Let's give him a big hand.

[Speaker 7] (1:00:04 - 1:01:57)

Hi, guys. Can everyone hear me OK? So I've been nominated for Deal of the Year for my trip to Malaysia.

So I announced that I was invited at the beginning of the year for many, many reasons. This was very, very unlikely to happen. I had to do some soul searching and have to move heaven and earth to make it happen.

Ultimately, it was about I started asking myself, why am I doing what I'm doing if I can't do things like this? And I looked at other people like Dan, Adam about Life by Design. And this was my life by design.

As a kid growing up wasn't easy for me. I grew up watching Jackie Chan, Bruce Lee. They were big inspirations for me.

So this was a massive, massive bucket list item for me. So we did manage to make it happen. And this is how it went.

Going to this was absolutely phenomenal. Similar to being here in business, you get to meet great like minded people in business, professional development. Going there, I used to think I was OK at Kung Fu.

Now I think I know nothing. Very, very inspirational in the martial arts world. So really amazed at that.

And I just want to take you through the journey is that it started when Arya was two. We went from that to winning silvers together. And in 2026, hopefully we'll be competing at the next tournament in Germany.

So thank you very much.

[Event Moderator / MC] (1:01:59 - 1:02:09)

Good job. OK, next up is Chris Chadwick and Richie Miller. Let's give a big hand, ladies and gents.

[Speaker 5] (1:02:18 - 1:03:34)

We can use a double act. You're probably used to us doing this together by now. So we've got a property portfolio together and also a self-storage company together that we started on PE.

Last year, I got made redundant and it was a dream come true because I was my own boss for the first time in my life, just before my 40th birthday in October last year. This deal has achieved financial freedom for me, which is why it's such a big thing for me. And Chris is just sort of tagging along with me.

So you can see the picture is five, three hold houses, two pairs of semis and half of another semi. Over 20 years ago, they were converted into 20 flats and there's two commercial units as well. They're quite old and tired.

Market value at the moment, 1.7 million. Buying them for 1.35 million. 200k refurb and getting a 20-year fully repairing insuring lease with a housing provider that's owned and fully backed by Sheffield Council will give us a GDP of 2.365 million. We're putting no money into this deal at all ourselves and it will come a no money in deal at the end. We'll refinance out in 12 months and it should give us cash flow of just over 5k a month profit for us to share. Thank you very much.

[Speaker 3] (1:03:35 - 1:03:35)

Very well done.

[Speaker 5] (1:03:37 - 1:03:37)

Good job.

[Event Moderator / MC] (1:03:40 - 1:03:40)

Excellent.

[Daniel Hill] (1:03:42 - 1:03:48)

Next up, he's your favourite Frenchman. Let's give Mr Kvian Back a massive round of applause please ladies and gents.

[Speaker 4] (1:03:53 - 1:06:02)

Hi guys, thank you very much. So actually I didn't have a slide for this, so I had to put it together. So this was to one of our biggest successes of last year was to raise our second round of funding as a startup with some VCs, so institutional funding.

So it was quite a bit of a journey and actually we threw this yesterday. It was like, oh I know we did this and this has got to be the deal of the year, right? And I moved on to the other things.

And so I've got one minute and 30 seconds, so I thought maybe I'll share with you a bit of what does this look like. So if you ever want to raise money and all of this, so basically this 584k, this is equity. So we gave away a bit less than 10% of the company and we got this.

There's no debt, no interest to pay. This is it, you know. And this is nice and cool and it allows us to really invest.

So startup companies, you know, Dan talks about crossing the desert, the G curves, you know, you spend before, you know, you invest in advance. So we, I'm pretty sure we spent all of it already by now, so that's probably the reality. But yeah, just, so if you find yourself in this position when you want to do this, so really what investors want is one, they don't care about what you're selling.

They don't care about your business. They want to invest in the funders. They really care about the market.

How big is the market? Is it growing? Is it shrinking?

And they really care about your traction. So don't go with a PowerPoint asking for money, like nobody cares. You need to show months on months growth and tell, you know, a growth that tells a story basically.

And yeah, that was quite a lesson and I think why this is such a huge deal. And like, this is the biggest VCs in outside of London, you know, in the West Midlands. And the valuation we have is, has been unheard of is because we've told this story of growth, of traction.

And it's very much been one where we've dated with them, you know, every couple of months we had a bit of a chat, but never asked for the money. Oh yeah, we're speaking with loads of VCs and it's like, wait a minute, we have VCs too. So we've now hit that target.

And then two months later, oh, and that target and that target and they get nuts. And I was like, come on, you know, so, so at the back of, back end of last year, September, we sort of agreed a deal and it was three months of due diligence and we completed just before Christmas last year. So that's it.

Deal of the year. Thank you.

[Daniel Hill] (1:06:02 - 1:06:11)

Good job. Okay. Next up is Jay Chowdhury.

Let's give Jay a big round of applause, please.

[Speaker 6] (1:06:21 - 1:07:43)

Right. Yeah. So this one presented to you today.

So this was sourced off market, direct to vendor. This was just as class MA was coming in. We always like to sort of be ahead of the curve.

And we thought, perfect, this is going to be a straight class MA opportunity that we'll do. Went through PD, found out half the building actually has got an article four restriction on it. So we had to get full planning on it.

So our initial plan was class MA to build it, convert to resi, sell it off. So those were the projected numbers look like there. It had part commercial element to it.

And one of the units needed letting out. So we put it on to, to let, we also had to do that as part of our application, just to show loss of employment. Those who've done development understand that metric we had to get through.

That's when we actually approached to buy the actual freehold. So we had interest to buy the whole lot, not another developer. It was an Islamic community that wanted to buy it.

So not bothered about end values. And that's where we ended up with the actual plans. We actually just sold this last month and managed to do it with not building anything, which is a great relief because anyone who's developed knows it's a ball ache and yeah, rather get through it and get through it within 15 months.

And yeah, little to no risk. So that's my deal of the year.

[Daniel Hill] (1:07:45 - 1:07:54)

Good stuff. And last, but by no means least, Fatboy Slim. Mr. Umesh Kaur, let's give him a big round of applause.

[Speaker 3] (1:07:58 - 1:10:41)

So I'm actually really, really glad I went last because I think there's been, there's been some really big deals that have just been displayed, but I think my deal is the best deal of the year. It literally is. I didn't say that, did I?

Yeah, okay. So Fatboy Slim is what I was called growing up. That is the DNA that has been created in me.

It's like you are Fatboy because I used to be slim as a six-year-old. I was very slim as a seven-year-old. You wouldn't recognize me.

My three objectives this year were to lose weight and build confidence, was to get known and to take control. And that's exactly what I've done. But my deal of the year is through my lessons learned and what they are is it's my race and it's going to be at my pace and I have speeded up and I've slowed down and I've done that all the way through the year based on the things that are going on in my life with the family, with work, with business, with all sorts.

And I've given everything I can. I think for me, another lesson learned has been the journey is as important as the destination. I'm very good at getting the outcome done.

And then that journey, I go through it and I reflect at the end. But this year I've spent a little bit of time and understanding and that journey is really important. A really big one for me is that it doesn't matter what other people think.

It's how I feel and how I think because that's the most important part. So I'll take you on to my biggest challenge, which has been a mindset shift and I've been able to overcome a lot of these mindsets and that's enabled me to be here right now. So you're still waiting for the deal of the year and my deal of the year is absolutely amazing because the value of my deal is a lifetime and that is myself.

That is myself. I literally am the deal of the year because I have gained the confidence that I can actually do. I have gained the confidence that I can actually do anything.

So there were projects I thought, oh, I'm not ready for that yet. I can't do that yet. Actually, I can do all of those projects and I've proved it this year where I've taken little challenges that I just didn't think I could do.

I found the time I have not missed a single day of walking. I have done that, but never had time before. I've been to the gym, but I never had time before.

I've eaten healthy foods. I've been away to Dorset with the family who've been eating ice cream every single day and I've just watched them. That's mindset and to me, I am the biggest deal of the year.

So thank you very much.

[Daniel Hill] (1:10:48 - 1:12:37)

Good job. Okay, well done Umesh. So ladies and gents, it is now over to you, over to you to cast your votes for deal of the year.

So check your notes, scan the QR code and please vote. All right, put your phones away please, ladies and gents. Good stuff.

Some very good deals. Let's give them all a round of applause. Very enjoyable.

Very enjoyable. Some profitable, some not so profitable, fat boy Slim, but love it. Very, very good.

Okay, ladies and gents, for our next section, before we go into lunch and before lunch, I will be announcing the finalists for property entrepreneur of the year. So don't forget, you're not off the hook yet. Ladies and gents, taking you through what you need to complete before Christmas.

Let's give another round of applause, Mr. Daniel Hill, ladies and gents.

[Daniel Hill] (1:12:44 - 1:26:13)

Thank you very much. Right, so just want to start planting some seeds. You would have heard me talk about this previously, but we're in the market of doing deals.

Who would, if you found a really lucrative deal, who would be in a position to go out and do one right now? Probably about two thirds of the room. And if you think about the line that we say that we can use at this time of year, what's that one sentence that you can add to a deal in the next couple of weeks that's going to increase your chances of landing a good one?

Absolutely, we can complete before Christmas. The amount of, especially developers at the minute with a slow market, the amount of people that are doing everything they can to get the deals done before Christmas. I want you to get into this mindset.

And I'm preparing at the moment for October's super event, where I'll be doing the new updated economic model. So we've, you know, for the fourth time now, we've done a 12 to 24 month forecast. And give or take a little bit, we've been pretty much bang on what's going to happen.

I'll be honest, I'm really struggling with what's going to happen over the next six to 12 months. It's very different at the minute. The good thing is between now and Christmas, there's a window to do deals.

And I would say one or two things going to happen. Either the market is going to get confident, get warmed up, optimism is going to come in, you're going to have the pre-budget pitches, conversations, and the optimism comes in, rates have obviously started to go down, lenders are pricing that in, and actually the market gets quite active. So you've got stuff to sell, you've got stuff to refinance, fantastic.

If you've been stuck, that's your way out. Equally, I'm starting to see some stuff at the minute that's concerning me. So inflation looks like it's going to start ticking up rather than coming down.

That is not good for rate drops. And even just the vibe of the Bank of England, the Office of Budget Responsibility, saying things like, we think it's going to be a very slow recovery for the economy. We think that US rates aren't going to come down anytime soon.

We think that inflation this time next year is actually going to be 0.5% above where it is now. Even if it's not true, the problem is all those rate setters who are pricing in these longer finance products, they're going to get nervous. And you're going to see refinances at 4.5%, 5%, 5.5%, depending on what the stock is. So either that's going to happen, and it's not going to get priced in and dropped, or the market's going to recover. Either way, there's fantastic deals to do. And what I thought I'd do is share with you, for those of you that put your hand up, if you're in the market to do a deal before Christmas, to update you from my last presentation 12 weeks ago, where would I be looking at the deals?

And for some of you, you'll get a deal before Christmas, others, it'll plant the seed for your strategy for 2025. So cash flow, those of you that are level one, driving that cash flow part of the business, these are the strategies that I would look at to be the easy money. Want to be easy money, low risk, quick, predictable piece of cake, as far as that's realistic in property.

The first is it goes from strength to strength, back to back leasing. Who in the room now is doing back to back leasing or is doing something to do with back to back leasing? Nearly, but definitely a third, maybe even half of the room.

If you're in that cash flow space, this is the easy money. And I'm yet to see a deal, professional HMO, a service accommodation block, I'm yet to see any of those that work better as a noisy cash flow business than they do on a five or 10 or 20 year lease with charities, service accommodation, charities, private companies, social housing, et cetera, et cetera. No brainer, keep going at it.

It's not easy, but if it's easy, everyone will do it. There's barriers to entry, but when you do it, you only have to do it once and you'll learn forever. Taking it to the next level, one that I'm looking at, which is actually a good strategy for cash flow is blocks on leases.

So actually, single lets now, you may or may not have noticed, are very hard to make work at the minute because rents have gone up a bit, but not enough. Rates are starting to come down, but not enough. When you take in all the costs of voids, agency fees, et cetera, single lets are hard to make work in the current market.

Of course, they'll come back around. Law of logic always does. But deals like this allow you to really make that model work.

What you're looking at here is small blocks on leases. And actually, John won deal of the year yesterday for a block that he's done a lease on. He's now leased it on to the councils.

It's a back-to-back lease on a block of apartments and a bit of commercial that he's got a lease option on. And how much is that making you a month, John? It's making him nine and a half thousand pound a month on a building that he doesn't even own.

And he's got a lease option, and then he's going to exercise that, develop it, and make himself, I forget what it was, half a million, million pounds, maybe even more. So blocks, this is one that I've looked at recently. This is a single let, four single let flats, bringing in two and a half thousand pound a month.

It doesn't really make sense as a single let deal. However, put it on a lease to an operator. If you can get the rate, this is basically a model that I'll talk about in a bit when we talk about assets.

You can either lease it and do a back-to-back lease, or you can actually acquire it. And if you can get that lease into double digits, which is very realistic with operators, if you can get a lease at, say, 10% gross, and you can get 75% of the finance at, say, 5%, 6%, when you take that arbitrage of 75% of the building is at, say, 6%, but 25% of it gets all the rest of that yield that's at 10%, 11%, 12%, and you add it up, you can very easily start to get to 10%, 12%, on this one for me, 14% return on investment.

And for me, who's got investors that are getting 2% in the bank, are screaming to try and get 5% or 6%, they can come in on this. They buy it with me. It's got a five-year lease.

They own the building. We'll probably get a bit of a discount. And they're getting 7% net return on their money.

They're happy. I'm getting 50% of the money for doing the deal, essentially. Absolute no-brainer.

And then finally, I haven't tabled this since the pandemic, is student accommodation. Who's seen any stats, reports coming out saying student accommodation is on its way back up? Anyone?

Cool. This is the first time you'll hear it. I guarantee now you'll see it over the next 12 months.

The macroeconomics for the student market, for loads of reasons which I won't bore you with, but I will in October, the student market is going again. HMOs and PBSA is basically fundamentally in most, well, in a lot of the cities, undersupplied. If you're in that market, or you've got HMOs in those locations, just tune into that, because I think it's going to be a big market for next year.

There's a lot of things happening post-pandemic, where the world's coming back to normal. People going and working in offices again, people spending money on the high street and in shopping centres. And I think student accommodation, especially with international students, is about to boom.

So just bear that in mind. Second is profit. So those of you that need those lumps of capital and want to make lumps of money, you might be looking at these deals that I've shown you today and said, yeah, I'm not in the market to do deals.

But if I was going to pack this up, this will make somebody £18,000 net a year. And if I was going to package that up, I would be charging between £15,000 and £30,000 for that deal as a fee. So if you're not in the market to do deals, but you'd like to make £30,000 before Christmas, that's going to pay for the turkey and stuffing.

Planning gain. So this new labour movement, without a doubt, is all about affordable housing, and it's about new build. Doesn't matter which way they cut it, which way you read it.

Some of it is going to be fantastic. A lot of it just doesn't make any sense, but they'll figure that out. Anything you can do with planning gain, £1 option, put the planning on the land and then flip it.

In my opinion, from the work I've done over the last three months or so exploring this space, I would say the money is in the flip, is in that planning gain, is in getting it. Of course, you could do build and sell to make lumps of cash. But I don't think it's the easy money.

Actually, the more time I spend on it, I actually think it's the hard money. So this is a site that I've secured at the moment. This plot of land here, 4.55 acres. I've just had a scheme drawn up to put 56 houses on it. I'll probably get it up to about 65, 80 by removing these and actually putting an apartment block there. But honestly, when I'm looking at it and I'm looking at the work and just the stuff that goes into actually developing and getting the planning, I don't know if actually building this out is where the money is.

You could do it and you can even forward fund it and you can de-risk it. The more work I do in it, I don't know if this is where the money is. But if that's your game, I would say the bottom end of the market is the place to be.

Affordable housing, start homes, single units, anything that you can sell off plan and forward fund to a legal in general or a secondary tier fund, any of that stuff, there's definitely activity there. I actually, the more time I spend on it, I think the money is in the flip, is in the planning game on the land, not necessarily doing the build. So I think that I just look at it and I just think it's tough.

And then finally is assets. If you want to go out there and do assets, here's a few new things for you to consider. Shared this earlier, basically anything you can put a lease on, ideally blocks.

At our level, you want to be looking at blocks rather than units. If you're going to buy apartments, it makes no sense to buy leaseholds. You might as well buy a whole block and buy on freehold.

But for assets, anything that you can buy or put a lease option on and then stick it on a lease, without a doubt, it's the number one commercial resi blocks, whatever it is, it's the number one strategy. This is a very advanced strategy, which I think is a real sweet spot, one that I've been looking at just to leave you with before we go for lunch, is this is what I would call a yield to rent arbitrage. And this will only happen for the next sort of three to six months.

And what it is, is a sweet spot where looking at things, so these are two blocks that I've been looking at at the moment, two office blocks, financial fortress stock, basically, I think it's not really in my interest to do little blocks of four flats anymore. But how can I do financial fortress stocks in the millions or 10s of millions rather than the hundreds of thousands. So these are two office blocks, one at 4 million, another one at 3.3, already fully let. And what this is, is about six months ago, Guillaume did a presentation for us about how to use property filter. And I said, what you've got to do is you've got to beat the price curve, which is like we all know the price is going to come down, it's overpriced or the markets turning, don't wait until it's reduced and then offer, buy on the way down. And this is the same.

This takes three things that exist in the investment market and creates the perfect storm. So what you've got is you've got a downward trend of asset value. So the minute retail offices at a macro level, they're going down in value.

But what you're also seeing, if you read the reports, is rents now are actually starting to go up for lots of reasons, people coming back to work, the economy growing, lots of A grade stock has been developed now into student accommodation and resi. And actually, it's a demand and supply piece. But the asset value is coming down.

The rents are actually going up. But rates are also coming down. And if you put those three things together, you get a fantastic arbitrage.

On assets like this, we can get a five or 20 year lease with a big solicitors firm in one of these cases, or a big PLC, you can go to a lender with a 10 or 20 year lease and actually get that rate right down. So let's say the yield is 12%, which is very realistic in office space, because asset down, rent up, that's why yields are high, because demand is low. Finance now that we've had the first rate drop is actually coming down.

So if you can get the finance at three, four, five, even 6%, but it's 75% geared. Let's say for our numbers, the finance is five and the yield is 15. The 75% that goes to the bank is paid at five, but the yield is 15.

On 75%, you're saving 10%. So on the 25% equity you're getting in, not only are you getting the gross yield of 15%, you're also getting the rest of the yield from the other 75% that's not going to the bank. Whose maths is better than mine?

What does that work out as? Yeah, exactly. Yeah, it's like, confused myself.

But just trust me, you'll be getting a net return of between 12 and 20%. You think where else you normally go for 12 to 20% net ROI, it's service accommodation, it's HMOs, it's noisy cashflow stock. But if you can play this game of yield to rate to value arbitrage, it won't last more than about six months, you can get in there and basically play all three pillars off each other.

These are the sort of deals I'll be looking at if you want to go out and complete before Christmas. And in October, I'll give you the new model. And I'll be honest, I am struggling with it in a minute.

But this will keep you busy for the next five weeks while I try and figure out what's going to happen next. So onto the most important part of the year. Oh, sorry, any questions?

Any questions on deals? One for Richie and get a mic at the front. Oh, sorry, I've got it here.

I've got both mics actually. Congratulations on your deal, Richie.

[Speaker 5] (1:26:16 - 1:26:37)

I don't know how, whether it's going to come true or not. They're talking about getting rid of leaseholds and just sort of fading them out because they're not working. Everyone will just get freeholds.

How does that impact if you've got leases for big things like that? And buying them? Is it worth buying now a leasehold?

Expect you're going to get turned into a freehold for free when the government change the rules?

[Daniel Hill] (1:26:38 - 1:27:51)

Yeah, so there's probably two parts to the question where leaseholds are used to split buildings up like on apartments. I just don't understand how you would make that a freehold. It just doesn't.

Who's going to do the groundwork? Who looks after the roof? Do you have to have a committee for a block of four flats?

It's like, Labour say great things, or anyway, politicians say great things. I haven't read enough into it to understand how that bit will work in practice. And my general rule of thumb is I just don't buy leasehold.

Even in Nottingham, the most expensive area in Nottingham, or one of them, is the park. And it's owned by Cambridge University. So you've got 10 million pound houses that are leasehold.

It just makes me nervous. I don't like leasehold. I like to own the whole block.

And buying leasehold apartments doesn't make sense in my experience. With the leasehold to freeholders in that scenario, where they're going to ban it, potentially, because it could, it would make it more, the finance more accessible, could increase the value. These office blocks are basically the freeholders, the asset holder, and the leaseholders, the tenant, that wouldn't really change.

I don't think they'll convert. You can't really change, as far as I'm aware, I don't think they'll change leaseholders who are tenants into freeholders. I think it's more leasehold ownership.

Does that answer your question? The bar on the block is exactly where you want to be. Chelsea?

I didn't have a question.

[Speaker 8] (1:27:52 - 1:29:03)

But I just wanted to say, just with reference to the buying the block and leasing out a provider, just people who are doing that, I guess, just to be aware before you kind of go gung ho into that method. With blocks like that, a lot of providers will want one space that is a communal space or one space that is not to be used as accommodation for this person who's being supported necessarily. Obviously, it depends on your tenant type.

But they probably will want one flat that is not, is to be used by the staff member if they need 24-7 care, that kind of thing. So just to be aware of that, and actually, the providers often won't pay for that one. So you have to really negotiate to increase the rate for the other three flats, if it was this four, for example, because you wouldn't be getting a rate for that one, if that obviously averages out, but don't want someone to be like, Oh, 1000 pound a month for each one, when actually, you need to try and push them to get 1500 for three, and you wouldn't get anything.

Does that make sense? All together. And just the second thing is anything bigger than five, a lot of providers are really wary about, obviously, tenant type dependent, but that becomes a bigger problem.

So four or five is like a good spot for those kind of buildings, just thought I'd share that.

[Daniel Hill] (1:29:03 - 1:29:38)

Yeah, absolutely. And that's, that's completely valid. So Wycliffe Mill is 20 apartments, but one of them is an office, but we negotiated that they paid for that, because it's still an office, it's a cost of doing business.

So they paid for that. And we've just actually offered on a block of 19 apartments. And the operator that we're with just happened to email the day after and said, Have you got any more blocks?

I said, Oh, I've actually just offered on this 19. And he said, Has it got a communal office space that we can use? And I was like, Well, no, it hasn't.

So absolutely valid point to consider. Cool. So can we welcome to the stage, Bianca O'Connell, ladies and gentlemen.

[Daniel Hill] (1:29:46 - 1:29:49)

May the best man win. Yes. Maybe you win.

[Bianca O’Connell] (1:29:55 - 1:30:17)

I'm very excited to announce this year's winners of the PE awards 2024 head to head between Dan Hill and Adam Goff. We actually had a draw on Wednesday between Adam and Josh for the first time ever, exactly the same amount of votes. But today, we do have a winner.

And the winner is Drumroll. Dan.

[Event Moderator / MC] (1:30:22 - 1:30:25)

Well done. Thank you.

[Daniel Hill] (1:30:28 - 1:31:41)

Thank you very much. Genuinely, I appreciate the votes, of course, it's always nice to be Adam. And he has had a dress rehearsal on Wednesday.

So to beat him when he's done it twice even better. One of the things I didn't say at the end of my presentation, which I wanted to share now is when you think about the biggest lesson, so this was the biggest reflection piece when I said about Les coming around for dinner, we walked up the garden, he said, you know, you got time and money, and that's all you need. Now, you know, life's for living, go and live it.

What I didn't say was, this year has the back end of this year and where I've arrived at the end of this year, without a doubt, is the happiest I've been the most content I've been the most satisfied. It really has been life changing. And it's been my best year yet.

And one thing I noticed when I went back through my presentation yesterday was when I looked at everything that I did, and this has been my best year on record. Not one part of it was about money. All of it was about time.

And I think for those of you that are in that privileged position to choose when you get into next year, remember, you can have your cake and eat it. And yeah, life's short. Go out and enjoy yourselves.

And yeah, we'll go again next year and see you beats Adam. So thank you guys. Thank you very much.

[Daniel Hill] (1:31:48 - 1:32:36)

Amazing, a very worthy winner. He's had a fantastic year. Bianca, I'm just looking for my list.

I've got it. Here it is. You won't find it because it's in my pocket.

Yeah, he did really well. And I genuinely on a personal level, I'm very, very happy for that. Because he's broken through and that's what it's all about.

So I'm delighted for him. Right. It's the moment we've all been waiting for.

Sorry, I have got it here. I do apologize. Oh, yes.

Yes. Are we announcing that now? Okay.

So she's the boss. So it's the moment we've been waiting for. All right.

It's the creme de la creme. It's for property entrepreneur of the year 2024 and advanced. And the finalists are five finalists.

First finalists. Chris Dornan.

[Event Moderator / MC] (1:32:39 - 1:32:41)

Finalist number two.

[Speaker 12] (1:32:43 - 1:32:44)

Where is he?

[Event Moderator / MC] (1:32:45 - 1:33:06)

Matt Dolman. There he is. Finalist number three.

Rupert Patel. Finalist number four. Steve Hammond, the community champion.

Where is he? There he is.

[Daniel Hill] (1:33:09 - 1:34:09)

And last but by no means least, the final finalist is Valerie Heighton. No one has ever been more unhappy to be in the final Valerie than you. I love it.

Good. Excellent. Well done, our finalists.

If you want to give your decks to deck, that'd be fantastic at lunch. Please, ladies and gents. Right.

So yes, they are the finalists. And should we announce the winner of Deal of the Year now? Should we?

What do you think? No? Yes?

All right. Okay. Okay.

All right. Okay. So ladies and gents, Deal of the Year for property entrepreneur advanced 2024 goes to Chris and Richie.

[Event Moderator / MC] (1:34:10 - 1:34:21)

Well done, guys. Up you come. Dan, do you want to?

Dan? Well done. Again.

Is that again? You've done it twice. Twice, you bastards.

[Daniel Hill] (1:34:22 - 1:34:26)

Leave some for the rest of us. There you go. Congratulations.

[Speaker 20] (1:34:27 - 1:34:27)

Thank you.

[Daniel Hill] (1:34:28 - 1:34:33)

Let's wait for Dan. Well done.

[Event Moderator / MC] (1:34:37 - 1:34:42)

Big hands. You want to say a few words? You want to say a few words?

[Speaker 20] (1:34:45 - 1:35:22)

Second time. I don't talk. This is why Richie's here.

But thank you. It was an amazing competition. I would have voted for someone, but I did.

But vote for somebody else. But no, without bragging, it's the second time we've done it. The second time we've won this.

But we worked really hard. We're driven, but we wouldn't have had a chance if it wasn't not only for the people who do the course, but people on the course. It elevates us to a space that we wouldn't naturally have been in anywhere near.

So whilst I'm going to take this home because Richie had the last one, thank you to everybody who's helped us. Thank you.

[Event Moderator / MC] (1:35:22 - 1:35:22)

Yeah.

[Daniel Hill] (1:35:22 - 1:36:28)

Thanks, guys. Well done. Very well done.

Chaps, you're very worthy winners. It's the second time. You're doing some big juicy deals.

I know it's crazy, crazy storm mode. But genuinely, it's a pleasure to watch your journey. You know, you do show up every single month.

You graft and you both had different stages of your journey, but you both keep breaking through. So yeah, congratulations to you both. And you're both very nice folks as well.

Most of the time. So good stuff. Ladies and gents, that is the end of session two.

And we've got session three to come. So if you're not a finalist, enjoy your lunch. If you're a finalist, I wish you the best of luck.

And we're doing private dining. One second. So we do have a private dining, the last private dining of...

Forgive me, I'm getting too excited. Where is it? Bianca, I need my private dining list.

Yeah, probably. Yeah. My top left pocket.

Just one second, ladies and gents.

[Event Moderator / MC] (1:36:30 - 1:36:31)

One job.

[Daniel Hill] (1:36:38 - 1:36:45)

It's okay. We'll find it. We'll come find you.

Don't worry about that. Ladies and gents, enjoy your lunch. We're back here at 2.30. Big round of applause.