**25.01.09 PEA Session 3 01-converted**

[Shiv Haria] (0:00 - 0:30)

2.5 minutes, two and a half minutes, and then we're going to be starting. Take your seats, we've got two and a half minutes left. Two minutes left guys, two minutes, please take your seats, we'll be starting in two minutes.

[Speaker 8] (0:36 - 1:11)

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

Give you one more night, one more night to get this. We've had a million, million nights just like this, so let's get down, let's get down to business. Back and forth, back and forth with the bullshit.

No sad before, I don't mean it.

[Shiv Haria] (1:12 - 1:20)

Property entrepreneurs, you've got one minute left. This is your one minute warning, you need to be seated with a drink in your hand.

[Speaker 11] (1:20 - 1:39)

The dreams we had don't ever fall away.

[Shiv Haria] (1:40 - 1:50)

Ladies and gentlemen, property entrepreneurs, 45 seconds left, we'll be starting very shortly. Please take your seats, please take your seats.

[Speaker 8] (1:52 - 2:07)

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

So let's get down, let's get down to business.

[Speaker 11] (2:08 - 2:11)

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

[Speaker 10] (2:12 - 2:45)

Give you one more night, one more night to get Ladies and gentlemen, property entrepreneurs, please clap your hands, give a huge round of applause, and welcome to the stage, Mr Shiv Haria!

[Shiv Haria] (2:49 - 4:11)

Here we go! Here we go, here we go, here we go! Right, who had the salad bar?

I was a decoy for you guys, I said you guys go to the salad bar, I went straight to the dessert bar, that's where I went. But you know what I say, I always say over and over again, life is to be enjoyed, and eat the cake, eat the cake. Okay, welcome back guys, we're going to start off with a couple of bits before we get straight into the bit that we're all waiting for.

How many of you before have attended a P.E. Blueprint event? A P.E. Blueprint event? Hands up, quite a few of you, fantastic.

We're going to be launching a VIP experience, and this is by invite only for people that you know who might want to come. So this is something that is not available on the market, it's only for people that you know, and next month we're going to have a no-brainer offer for you, that's going to be something that you can use to entice people that you know to come to the P.E. Blueprint event, 20th to 22nd of May, and it'll be a really great offer that you can benefit from, and they can benefit from as well. Before we get started, I want to talk to you a little bit about the 2025 charity initiative that we have this year, and to do that, what I'm going to do is welcome my good friend, Mr. Dan Norman, up to the stage. Mr. G.U.G.B., where is he, Dan? Mr. Dan Norman!

[Speaker 7] (4:20 - 13:21)

So first of all, a very, very happy new year to everyone, happy new year to everyone on virtual as well. So before we get into the strategy finals, very kindly, I've got just a few minutes to go over what we're doing in Get Up, Get Back this year. Now most of you guys I know are seasoned professionals at this, so you get it, you get why we do it, but in case you weren't quite aware, it is the sixth year, it is also, we're following the usual thing, it's there to provide better physical and mental health and wellbeing in property entrepreneurs, business owners, not just us, but our associates, our colleagues, our friends, our communities, people we want to bring on board as well. We're here to raise awareness of a cause, and we have a different cause each year, and raise funds and promote charities and organisations pertaining to that cause.

To say there's a legacy behind Get Up, Get Back now is an understatement. I just literally had a phone call today from the guys of the Tri-Services Veteran Support Centre. They've now acquired their building, and they're going to be, it's huge, but bigger and better than that, I will pass on your kindness, because each and every one of these photos is what you guys have done.

In March they're hoping to launch the Get Up, Give Back kitchen at the Tri-Services Veteran Support Centre, which is monumental. So as soon as we've had that through, I'll let you all know about that. Obviously, pretty heavy year last year, cardio versus cancer.

And I got some feedback from Dan and Adam and Josh, and they said, look, you need to lighten things up a little bit, because it was a big, heavy year. So what we're going to do is we're going to have a bit of a pop quiz, okay? And with a pop quiz comes prizes.

Yay! So we've got a few questions about what we're doing this year, and we're going to make it nice and light and fun. Is that okay?

So first question. After cancer, what causes the most fatalities in under-18s? Oh, I tell you what, full marks, you get the Maltesers.

It's accidents, ladies and gents. So keeping it nice and light and happy, the highest cause of fatalities after cancer in children is accidents. Isn't that incredible?

Any accidents. Any accidents. Terrifying.

Interestingly, one in 10 parents actually know what to do in the case of an accident. I wonder how many people, if you see your child there, would be able to actually act on that knowledge? Second question.

Yay! What, to the nearest 10%, is the, what's the correct way of phrasing this? What is the success rate of CPR on heart attack victims to the nearest 10% of untrained people?

We've all seen it on TV, we know what to do, don't we? Oh, hang on. Was that Mr. Bailey?

Who said 10%? Oh, all the way over the back. Ashley, you get the chocolate raisins, yay!

Almost to Ashley. Number three, we've all seen on TV, what are the four, it's F-A-S-T, fast, what should you do if you suspect someone has had a stroke? F-A-S-T?

Face? Arms? Who said time?

Chris Shadwick. You get the cherry chocolate orange. Hey, I'll give back, you can give prizes to other people, get them involved.

And finally, which UK industry, is it shark wrestling, is it deep sea diving, is it bear fighting, which UK industry has the highest cause of fatality and, oh, Pat, straight out the gate, pick a mix of you. 47.4% of slips, trips and falls causing fatalities are in the construction industry. You get all this.

You get what we're doing, get up, give back. We're the light that we want to see. We're the light, we're not the tunnel.

We lead, we don't follow. And one thing I'd appreciate you all doing, whether you've been involved in get up, give back before, you want to do it again, just let's get on board and do this thing, because the statistics are not good. Who here has done a first aid course, not including the board, and who has done it in the last decade?

So that's actually quite a good percentage. It's about 4% of the UK population who are actually trained in first aid. This year, ladies and gentlemen, I give you the get up, give back course, which is to save a life every second counts.

Our target this year is very simply to provide 1,000 first aid courses. That equates to roughly a £150,000 fundraise. And how are we going to do this?

Very, very simply. You know the scenario on get up, give back. It's a minimum of £600 fundraise.

So everyone who applies, whether it's you, whether it's your family, your friends, your community, your members of staff, minimum of £600 fundraise. The challenges, very, very similar to last year, but with a little tweak. We're obviously going to be doing the walking, whether you want to do 10k a day, whether you want to do 100,000 a week, whatever it is, whatever you can ratchet to, that's a good thing.

The hiking, we're going to be rerunning Snowdon, the Yorkshire Three Peaks, and the National Three Peaks. If you did one last year, do a different one, do a better one, push yourself. The running, oh my God, this is wonderful.

Park run, 10k, half marathon, and there's something called the ultra loop. How many times can you do a 400 metre loop in six or 12 hours? So you can do as many or as few of these as you like, but we're giving everyone the option to do whatever they wish to do.

And finally, you'll raise your pace. If circumstances, time, your availability dictate that you cannot do any one of those, you are very, very welcome to set your race at your pace. This is all about inclusivity.

We want to build on the success we've had, the legacy that we've had over the last five years, the wonderful work that's been done for the charities, the differences made to everyone's physicality, to their mental well-being, to their activity, and to the difference that property entrepreneurs have made. So we want to make this as available for everyone as we possibly can. Obviously, the challenges are charged at rates, so if you're doing the National Three Peaks, there's a cost to that separately.

If you're walking out and about, obviously it's free. £150 is a commitment fee, because we want the people who say they're going to take part to actively take part. But that £150 gets you all sorts of goodies.

Number one, you'll get up, get back, save a life, bright red training top. You're ready to get up, get back. Hoodie is included in the £150, and the celebration, which is going to be a summer party and barbecue this year.

It's because it's a Thursday, you all need your sleep. I'm getting old, so I can't go till three o'clock drinking brightly coloured shots like we did last year. But it's going to be the barbecue, and if you haven't yet done a fire walk, providing we get the insurance, walking over fire at an average temperature of 1,236 degrees Fahrenheit.

Who here has done a fire walk? Oh, quite a few of you. Who here would like one of your friends, colleagues, and so forth to do a fire walk?

100%, yes, absolutely. Wives, family, friends. It is genuinely very, very warm.

So whether you come to the summer party barbecue grand finale and take part in that, that's all included as part of the £150. We'd love you to also bring your family, friends, colleagues, associates. Let's make this a really, really, really big year.

I presented to the programme the other day, and we did them a little bit of a deal, so I'm going to do you the same deal. They unfortunately haven't picked up on it. We're going to do a limited offer for 125 quid.

So if you want to save yourself £25, I'm not going to tell you how many limited places there are at 25 quid, so it's fastest finger first. If you get them all and the programme get none, that's their tuft. Yeah, thank you.

So very, very simply, ladies and gents, your action from here, step up, sign up, show up. Let's lead the way. That's what we do.

We're property entrepreneurs. Your biggest gift this year is to save a life. Thank you very much.

And welcoming Shiv Helia back to stage.

[Shiv Haria] (13:29 - 15:30)

Mr. GUGB himself. This is going to be a great year for GUGB. Good.

So guys, we are all at the moment that we've been waiting for, the culmination of the last three months of effort that we put in. It is the Strategy Day finale. So I'm going to talk you through how this is going to work.

Basically, I want you to first of all turn to page 40 in your workbooks, and you'll see that for the next five or seven pages, there are space for notes. And also you see at the bottom, there is a criteria for scoring, how we're going to score these. And what you'll need to realise is that you guys are going to be scoring them.

So these guys are going to come up one by one, the finalists, each finalist, and they're going to get 10 minutes on stage to present their strategy. At the end of 10 minutes, they're going to be cut off, and that will be their turn done. Then we'll get the next person to come up and the next person to come up.

As they come up, you're going to use these pages in your book to write down any notes you want to write down, any takeaways for yourselves, because those are the important bits. And remember, if there's any actions from that, put down your actions list, and then ultimately you want to score them at the bottom. Now, here's one little bit just to mention.

Imagine for the sake of argument, you give someone a score of 22 and you give someone else a score of 27. It doesn't mean that at the end, when you come to vote, that you have to necessarily vote for the 27 person. You get to choose.

But this is just a guide to help you understand, a little bit of a criteria to help you understand how to vote for this. Does that make sense? Cool.

So, really, really important here, be really respectful, guys. I know that you guys have got your own strategies and there'll be things that are going round and round in your head, but give them your attention. Put your phones away, please.

This is nudge-your-neighbour territory. If you find your next-door neighbour, I think you can just nudge him. Be respectful, give them your attention that they deserve, and please, no talking.

So, with... Oh, sorry, you're going to put them on, aren't you? Yeah, perfect.

So, the first finalist we're going to have is, and we're going to get a round of applause for, Mr. Akash Desai.

[Speaker 9] (15:47 - 15:47)

Hi, everyone.

[Akash Desai] (15:48 - 16:21)

Right, time's just started, so I will crack on. So, this is my strategy day presentation. Want to take a look at that?

Okay. So, my wealth at the moment, based on borrowing by-teller assets on asylum-seeker contractors, currently at 56% of my expenses. My metabolic age, I took it, was 29.

I'm actually 44, so that's a difference of minus 15 years. Chris, I'm coming for you. But better than Chris I'm going for, is I'm actually going for this guy.

So, does anyone know who this is?

[Shiv Haria] (16:21 - 16:21)

Bruce Lee.

[Akash Desai] (16:22 - 24:12)

So, Bruce Lee died, unfortunately, at the age of 32. When the doctors did an autopsy, they said he had the perfectly healthy body of an 18-year-old. That's a 14-year difference.

So, I'm beating him by one year, so I'm a happy guy. Life by design is just not a focus for me, so I haven't done that this year. So, currently at 56% on my wealth.

At the end of the 2025, I want to be at 65%. I know exactly how I'm going to do that. It's a disposal of one asset.

My health last year was 27, which is actually a bigger increase. I've gone down slightly, but it's not a goal of mine. As long as I beat Bruce Lee consistently, I'm going to be happy.

So, this year is the year of money in the bank. Over previous years, I've had a bit of fluffy targets, and if you work back to the top of the mountain, you ask yourself, what are you trying to achieve? So, for me, it's money in the bank for all aspects, and I'll explain why.

Three years ago, my personal cash flow management wasn't quite where it needed to be. We're actually losing money every month. We turned that around last year, and we've increased that three times over, and this year, we want to increase that further by another 25%.

So, this is my five-year plan, and really, the reason we want money in the bank is we want to buy a house. We want to buy a new house, and everything needs to work back from that. So, that's why our own personal cash goals will be money in the bank, and the business will be money in the bank, and it all kind of starts for me from the black box, which I created here in PE, and it's just targets increasing each year to try and help that goal, and for me, a lot of my time, I've realised and finessed it is just training, spending time with my children, and I just want to progress that over the next five years. So, my three personal objectives. My first one is chaos to calm.

At the moment, I'm not going to achieve my goals. There's just too much chaos going on in my house. I've got a nine-year-old, I've got a five-year-old, my wife runs a business, and it's just chaotic, and I just don't have the brain space.

So, we've sat down, we said we need things to change, and yourself, Hema's been helping me a lot with this as well. So, we've been looking at getting a cleaner, looking at either getting ready meals and better calendar management. We've implemented this thing called Skylight, which is just a four-way calendar in one view, and my daughter uses that, and that's really, really helpful.

Over Christmas, I've been starting to implement it, and again, this whole thing, I've had a clear desk policy that just recently I implemented. Just a set of drawers has given me so much brain space. I used to have lots of stuff on my desk, just papers around it on the floor, and just getting that drawer and putting it away has just given me so much brain space.

So, all hands on deck this year for chaos to come. My second goal is, for many of you who don't know, I'm on my road to the black belt from Kung Fu that I've been doing for quite a while, and this year, I've got two ratings coming up, one in January, one a bit further on, and I'm hoping to get to my brown belt. My stretch target will, I will go for my black belt at the end of this year.

So, let's see. And the final one is time off is not a luxury. Last year, we had a goal of spending more time with my wife.

That failed miserably. So, this year, we want to spend four spa breaks. We want to book them in in January, and 12 date nights.

If they're booked in, then I can't run from it. So, that's a big one for me. In terms of professional objectives, Shiv helped me with this one, actually, is I was still doing my own finance.

On Saturday morning, I was seeing where my personal cash flow was. I was checking where the properties were, and no longer we've got a bookkeeper who's going to help do all of that. So, delegating the finance.

The second one is level up my estate planning knowledge. So, I'm either going to go on a course, or there are some other fantastic experts that I want to learn from, so I can add more value to my clients. And finally, I've been toying with this one for quite a number of years, is I used to wake up really early in the morning, and then people told me, you're crazy, why are you waking up so early in the morning?

And I stopped doing that. But as soon as I did that, I found myself really, really unproductive. I found myself on the back foot, I found myself chasing my tail, and I was like, what am I doing?

And over my time in PE, I've learned to understand what my red flags are, and what are the things that really get me performing at a high level. And for me, it was simply just wake up before the others, get some exercise done, and start on that high important tasks. So, for me, it's get back to those early morning starts, at least two times per week, get ahead of the day.

Win the morning, win the day is what they say. So, there's no surprise, the headline strategy for the business is also money in the bank, because I need that to then be able to buy the house. So, last year, the goal was actually 10K.

We actually ended up about 8K per month. So, simply, we need to hit that target this year. And we're going to do that by just adding value to the clients that we've got.

We've got some good-looking people in the room in this picture that you may know. So, that's what we're going to be doing. In terms of supporting objectives, what do we need to do to hit that 10K?

We need to level up marketing. So, Chris, I'll probably give you a call, and I want some sort of marketing manager. And again, Shiv has been helping me with that one as well.

The second is creating partnerships. So, me and Tej have started working quite closely together. I've worked with a solicitor who's a will writer quite close together.

And this year, we really want to expand that out and create better partnerships. Another great opportunity that's arisen from that is actually licensing the black box, which is offering it out to other mortgage brokers and protection brokers. There's no competition.

There's only partners and collaboration. So, I'm speaking to one person at the moment, and I'm also speaking to an IFA in the city. We've got 50 mortgage brokers that it could work.

If that works, that would be incredible. But also, if it doesn't work, I could spend a lot of time on it for not much remuneration. So, watch your space.

And the final one is listen to your mentors. Dan told me his one piece of advice for me this year was sell a 50k black box. Funnily enough, at the end of last year, I've got one in the pipeline that could be worth 36k at the moment, but we'll see.

So, I will be hanging around with my wife, who normally spends a lot of time in Mayfair, starting to mingle with the high net worth crowd. So, those are my supporting objectives. In terms of my time, again, it's very straightforward.

10k, just need to make that my focus. I ran a campaign end of last year. I've got the clients.

I need to service them and get that in. Black box licensing and the partnerships will be my 20, and then my 50k will be 10%. In terms of my wealth pyramid, cash flow will be property.

So, I've got a property that if I dispose of, it'll actually make me better off by £800 a month. So, that's a focus of mine. And then black box, oops.

And then profit will be money at the end of the year. And financial fortress, I'll convert another one of my properties that are on LHA to asylum seeker. And again, that will just knock up my financial fortress.

In terms of challenge, adventure experience, this year, I'm going to build on what I did last year. Last year, me and my daughter went to Malaysia, where we competed at international Kung Fu tournament. This year, we're going to China to train in Kung Fu, which for me, growing up in the 80s, watching Jackie Chan, I was like, I always wanted to go train in China.

So, that is a challenge. I'm training now, just so I'm able to keep up one week worth of training. They train three hours a day.

Three times a day. So, it's going to be a fantastic experience. I don't know if my daughter will continue Kung Fu after this or give up, but it's a challenge.

It's an adventure. It's an experience. It is also my reward.

So, that is my presentation. Thank you very much.

[Shiv Haria] (24:18 - 24:34)

Give it up, give it up, give it up for Mr. Akash Desai one more time. Fantastic. What a great presentation and to see what can be achieved once you put your mind to it.

Next presentation, guys, is going to be Steve Cowgill. Steve, let's give a round of applause for him.

[Speaker 9] (24:49 - 24:53)

Thanks, Shiv.

[Steve Cowgill] (24:53 - 35:12)

Well done, Akash. Well done to everyone who presented yesterday and got through here. I was genuinely stunned when I got up here.

So, thank you for everyone for voting there. Is that the end of mine? Thank you.

Did I just click it along? Okay. So, my name is Steve Cowgill.

This is my presentation for 2025. This is the second time around the circuit for me, first on advanced and no surprises when they did the scorecards. It's probably where I expect it to be.

If it was any higher than that second year on the track, I'm probably in the wrong place. So, 40% was my Financial Fortress scorecard and where we're trying to get it to is to 53%. What I've done is taken the scorecard, looked at the areas that make up that scorecard and focused on how we're going to move it from 40 to 53.

There's these four areas which, just in summary, is to diversify the portfolio, move into more social housing, supported living at that asset level, work hard to get the SaaS supporting wealth but also working with my accountant to make sure that I'm as efficient as possible as an expat and taking advantage of that position. Health, I'm due to do my Blue Crest next month so I can't really comment on that but the target will be to be lower than whatever score that comes out. And similar to the Financial Fortress scorecard, I took the areas of the Life by Design one and looked at the same areas.

So, moving from 63 to 71, again focusing on the areas and whether this is by look but it's probably more by design of the blueprint. If I achieve my year of and my headline strategy objectives then I will achieve this but in summary this is about being in better condition physically and mentally, having better relationships with my family and my peers and just being a calmer person in everything that I do. My long game, I had a real struggle with this.

I worked with the mastermind group, had a lot of cave time and I essentially ripped up my long game from last year. It was too arbitrary, it was too short-term focused and I've started again and really it's been a real light bulb period for me in terms of the long game. So, I've only got four areas which is health, relationships, work and wealth.

Similar to headline strategy in the template for the long game, I've got a north star which is that one title that sort of characterises the year. A big realisation when I did this, again looking over the five years which is what we should do, is realising that in year five my eldest daughter is a teenager. She's eight years old now and I only dread what she's going to be like when she's actually a teenager.

So, a big focus for me is for being that father that a teenager needs. So, everything in year five is about being financially independent and free, being in the best physical and mental space so that I can be that father, but also in terms of work, having more control over when I work, where I work and how much I work so I can slow down to be that father that a teenager needs. My year of is top of my game.

Last year everything I did was externally focused about other people. What I realised is in order to be the best version of myself for the people I hold dearest, I have to think about me and what I do to improve myself to be better for them. How am I going to do that?

Lean, clean and full of steam. Variation of last year's objective. The difference is last year it was very focused on body weight and with no real plan.

This year is body fat percentage with a plan that I will get to very shortly. Second one and this is the biggest one for me and probably the one I'm more excited about is monk mindset. I think most of us will agree that if you find a period of calm, either the day, the week, not only do you feel calmer but you become more productive, more focused, you're a better person to be around and I really want to find that calmness in what I do and focus in what I do.

I have a busy mind, I have a busy life and I want to find a technique. I have found a technique which I'll talk about earlier and in the first week I'm already finding that I'm just so much more productive and such a better person to be around as a result. The third one is marriage matters.

Again last year we were focusing on being good parents, being good mummy, being good daddy and we weren't really thinking about being good husband, being good wife so we're actually going to do monthly date nights. We tried this last year and really chickened out and when we'd go out for a bike ride or we'd go out for a coffee we called it a date night. It was crap, it wasn't a date night so this year we're actually going to go out and book the date nights.

Professional objectives, I did the financial fortress training with Josh last year and I did absolutely nothing with it which is a waste of my money, waste of my time but more importantly it's not getting me anywhere further forward with my wealth creation so I'm going to pick the three highest value metrics within the financial fortress model, capture them, measure them and report on them to myself and to my family every month.

Second one is master my message. For those that know what expat property people is about, I'm going to do a lot more hosting of networking events, a lot more hosting and launching of the podcast. It's not that I'm not confident about speaking but I think it could be more professional.

I sometimes speak too quickly, I erm and ah rather than pause and I use 20 words when sometimes one will do so I want to be more professional in the way I deliver my speaking so I'm going to enroll in a public speaking course and then within expat property people to be the expat of influence or the key expat of influence within that community and make sure that I'm raising my profile so I'm targeting at least four podcast appearances on other people's podcasts.

Headline strategy is expat property people. This is going to be 90% of my focus this year. Expat property people is a relatively new concept and with any new business any new concept takes a lot of effort and a lot of energy to get that thing moving so this is about building momentum, consistently delivering the monthly targets and getting that flywheel moving.

How are we going to do that? We're going to do next level networking so we're going to deliver nine networking events throughout the year. Similar to those that recognise with PIN we're not going to do December and August and depending on where we are in July we may not do July but so it's going to be a minimum of nine and not only deliver them but deliver them to a world-class service.

We're going to measure through MPS at least an 80% feedback score in each of those. Podcast Pro influenced by Josh and inspired by what Natalie's doing with Dementia Dialogues. We're going to launch the podcast, we're going to do that at the end of this month so we're going to be a bit earlier than the February one and that is an expat focused podcast about expat investing and we're going to release weekly episodes.

Then the final one which is really where all of this year is going to, we are creating a community this year within expat property people but that's not the objective, the long-term objective, that's just a vehicle. What we're trying to do is really understand what are the common expat problems that expat investors have and how can we help solve them next year so we're going to collect as much data as possible through scorecards, through surveys, through interviews, just through chatting and by the end of it we're going to come up with a real world-class data set that allow us to say these are the top items, these are the top services, top problems that we can solve and go into 2026 with a lot of energy and a lot of data that will help us achieve that. In terms of the wealth hierarchy so we've already redone our PCM.

I spend a lot of my surplus salary in reinvesting in myself and reinvesting in the businesses. We're going to increase that again this year so that everything from my salary surplus as I've called it and everything from my portfolio business which is Horizon Property Solutions gets reinvested into personal development and reinvested into expat property people to grow that business. So at the profit level expat property people will take referrals from the service providers we have or any mentoring we provide and again reinvest that this year into expat property people just to create that real world-class community for expats and then at an asset level as I said earlier we're going to redeploy the sass finally it's took about 18 months to get this to this point with the sass and any future properties we're going to buy are going to be at that asset criteria boring vanilla buy to lets or long-term HMO leases for the bigger assets and any investors we manage to attract from expat property people will also go into finding those asset-based properties. Big realisation is a bit of a theme here a lot of cave time a lot of cloud time for those that know what cloud time is is that last year I did too much so this year we're doing fewer but better so we're going to just focus 90% of our efforts on expat property people and 10% on Horizon there's a few but critical items we're going to do with Horizon it is more of a set and forget strategy which will allow me to do the 90% on expat property people. Challenges and adventures so again last year I said to you about the lean clean and full of steam I'm the type of person that needs regular motivation like regular stimulation so I'm going to do monthly physical challenges as I said on the open mic 140k ride this month half marathon February sounds like I'm doing a marathon in Valencia in December now so we're going to put those in place for these challenges.

We took our girls on a hike on New Year's Day and 10 minutes they moaned for the rest of the time they absolutely loved it. Oman's a beautiful country and I've been there 12 years and I've not even touched even the tip of the iceberg of what it's got to offer so we're going to explore more of what Oman has to offer and an experience as I said I'm going to embrace meditation this year the Zeva technique which came from Chris and Grant has just been an absolute game changer for me this idea of managing mindfulness meditation and manifestation in just two 15 minute sessions a day is for as I said a busy mind and a busy busy life is just it's just that sweet spot so that's what we're going to focus on this year. Reward I'm going to buy myself an ice bath and hopefully enjoy it more than that guys and we're going to take the kids to Lapland in December we've not booked this year I'm going to book it next week because that was one mistake I made last year we said we'd do it and we didn't

[Shiv Haria] (35:12 - 35:44)

do it that's my presentation thank you everyone what a guy what a guy another round of applause for Steve fantastic remember guys remember to take those nuggets for yourself yes he's here and he's giving you his strategy which is really useful for him but what can you take from his strategy that will help you in yours our next finalists a round of applause please for Anita

[Anita Calra] (36:08 - 45:46)

good afternoon everyone thank you for everybody that voted for me I'm standing here feeling really nervous and thanks thanks all um so those of that don't know me my name is Anita Calra and I run a law firm so it's coming up to 10 years this year um running the law firm this is my third year around the track uh second year on advance and um and yeah so let's get started okay so I have two beautiful young children uh primary school age at seven and eleven and I'm married to a mesh which is where he is now he's walked out but um uh doesn't want to hear it so but my year this year is of fun freedom fulfillment living with purpose so um yesterday morning before I did my presentation one of my clients called me and he said to me my mom has just been told that she's got four weeks to live and we've got a deal going on with him at the moment and he's like can we try and wrap it up in the next four weeks and it made me think actually we need to live our life um on our grounds so and actually this is the importance of this course is making sure that you live your life the way you want to so this year it's living with purpose and by the end of the year I want to feel like actually I did everything I wanted to set out to achieve so how am I going to do that let's go through it um so actually so this slide wasn't in yesterday I didn't realize that this was in the new presentation so I'm going to go through it with you guys uh wealth was 42 um health 52 so I haven't actually done the Blue Crest again I've got it in for the end of the month I couldn't bring myself to do it in December because I'd eaten way too much so I'm doing it at the end of this month um but actually it was 52 I'm actually only 38 so I really got to bring this down and life by design was actually quite high I thought it was going to be a lot less than that so I was quite pleased with that score okay so my personal objective so last year it was back to basics um and this year it's strong mom mindful movement so what did I do last year I joined the gym and I started doing reformer pilates I realized my back had started hurting so this year it's all about improving my skeleton structure with reformer and I'm going to dedicate going three times a week to reduce my weight so I need to reduce by 12 kg initially I put two stone and I thought actually that's just not going to happen so I put 12 kg um so I need to reduce weight my second one is align mind and sink goals so we're quite a busy family we run multiple businesses and there are times where um we could be working on the same goals me my husband Imash and we don't sit down and actually align them so how am I going to do that so I've set out that we're going to do 24 date nights that might seem like a lot and they're not going to be all fancy dinners I'm saying this now I might regret saying that but they're not all going to be fancy dinners but it's all about um sinking our goals and we're on the same page but it's making sure that we sink them and go through them monthly whether it's about our children it's about school whatever it might be so that we're on the journey together so it's a line mind sink goals um and the next one is educate empower educate and elevate uh so last year I had quite a difficult year um a couple of realizations with my children's schools I think a couple people in this room know about it and it was really difficult and during that journey I realized that my daughter was about academically maybe a year and a half behind um she was quite unwell so really to help her this year I've got her a tutor but I'm going to dedicate um five sessions a week for 30 minutes so they're like three sessions with her just doing math and English so that she can she can go on that journey but also feel a lot more confident at the end of the year um so empower educate and elevate is my last one okay so professional objectives um so in 2023 I started um a YouTube channel and I did a couple TikTok videos and I was actually doing really well and then I got busy last year and only recorded two um so this year it's uh raise your profile and be a person of influence so what I'm gonna do is I'm gonna go on 10 be a guest for 10 podcasts uh so how am I gonna do that I'm gonna apply to go on 100 and hopefully get accepted to go on 10 um I thought about this quite a lot because actually I wanted my own podcast but I realized actually I would like to be a guest instead because there's quite a lot I can share and knowledge I can share in the process so that's my first one my second one is opportunity is now so I started a TikTok channel I was actually doing really well and then I stopped so the opportunity is now I've got to take it I can't sit back so I'm going to be back on TikTok so watch out you might see my face everywhere um but how am I going to do that to make it a bit easier I'm just going to record four videos every month and just get them done uh change the blazer in all four videos but just make it easy get it done and get them up um and then the last one is drive by the dashboard so one of the things I find most difficult is sometimes I can't make a decision um so actually to help me is I'm gonna have my own dashboard for everything that's my PCM that's my marketing that's my monthly spend in the business just have one dashboard and have a look at it I have like number of excel spreadsheets I just want one dashboard that I look at at the end of the month so I can make clear decisions whether that's increasing a marketing spend or I need a new uh hire I just want to look at that dashboard and make that decision at the end of the month okay so they're my professional objectives how am I doing for time okay okay so headline strategy is think big uh last year it was level up and we definitely leveled up as a team but this year we need to think big so there's a lot of things that we could be doing and um to achieve those I just need to think big and smash it okay so supporting objectives is easy money so this really resonated with me when Dan mentioned this uh before Christmas and actually I just need to focus on easy money so how am I going to do that we do a couple of things we do no inner fee where we take to 30 and most probably not the most risk averse person being a solicitor so actually uh take on more no inner fees referral agreements I think Akash mentioned this um partners who have 10 referral agreements with other solicitors and accountants and um yeah and focus a little bit more on easy money marketing machine so actually this aligns to my professional objectives so I've taken on somebody that's going to do my marketing for Monday and actually a lot of my time goes on marketing my own time so I've taken on somebody from marketing and we're going to be driving by that dashboard and then lastly eye on the tiger so smash the target for turnover the year and success and failure is very predictable so review it monthly so I do this really quite well consistently in the year and then for a couple of months I won't look at it um so actually this this year it's got to be that I look at it every single month go by the dashboard figures and make decisions based on that dashboard only okay so they're my supporting objectives uh so cash flow so everything uh I run law firms we do assessment agreements retainer clients b2b litigation cases the profits more no inner fee which I don't take enough on because it's 30 percent that we take and then social channels so actually my youtube was was doing really well we were getting about four to five grand worth of um converted inquiries a month so it's tried and tested I just need to be doing more of it so um blueprint and we're going to be launching a new service this year so time management so actually this was what it was supposed to be last year and slowly I started slipping back to being more 20 I would say 40 percent solicitor so I enjoy being a solicitor so it's quite difficult to be in the 20 percent but I'm going to really try a little bit harder and delegate a lot more often so 50 percent on the business uh with me not doing so much more marketing um that should I should be able to stay on track 30 percent as a manager and 20 percent as a solicitor this might be hard but I'm committing to it on stage now so here we go um challenge adventure so just go back so um I am committing that I'm gonna do the get up give back and I'm gonna do the walk so uh when I did Snowden in 2023 those that were on it know I struggled I really struggled so um I have to do it again if I don't do it again then there's no way I'm going to improve so that's my challenge adventure I'd like to take my children away in the summer to two weeks and this picture of Croatia and lastly I'd like to go on a reform of Pilates retreat for two or three days so that's my gift to myself and reward um we love going away for Christmas and this is these are my kids so that would be the reward hopefully at the end of

[Shiv Haria] (45:47 - 46:15)

that's all for me thank you guys thanks fantastic fantastic another round of applause for Anita perfect and next uh that was uh again another fantastic presentation let's just uh go oh wow okay perfect and next we're gonna have uh Rosanna Rosanna let's have a round of applause for Rosanna from stage

[Rosanna] (46:27 - 57:13)

thank you everyone um yeah I was not expecting to be up here at all there was some really great people in my group so yeah let's see how this goes um if you've not met me before my name's Rosanna and I am the owner of vauble uk a student events company I work on get up give back and I'm also a yoga teacher so quite a dramatic photo in the background which I will explain a little bit more about what went on in 2024 so trigger warning as the kids would say um in March we found out that my mother-in-law's breast cancer was back in April I wasn't very well and ended up um taking some time off work in June we found out that she was um terminal and in September we lost a dear friend of ours um of 20 years he was the same age as us um in his sleep randomly so um and then in October unfortunately um I had to have some surgery because of the illness that I had back in April in November my mother-in-law passed away after caring for her extensively at her home for about two months and in December we buried her so yeah a shit show shall we say so as you can imagine the whole plan for the whole year went out the window um and when I was actually researching my year of and what I was looking to achieve something that kept coming back up is the a group of plants that are actually only exist after a forest fire so it's the heat of the fire or it's the chemicals of the fire depending on which kind of plant you're looking at that germinate because of the so my year of is the year of the fire lily success is so this is something that I always go back to each and every year I try and figure out if I'm still on the right track and they normally look pretty similar to one another stability a home support group um legacy not being able to have children what I'm leaving on this earth and a long life well obviously seeing what I saw in the last year it kind of all goes out the window you get the opportunity to do a lot of deep work and actually figure out what you really want and all those things are nice but the biggest thing is joy do I enjoy what I'm doing does it does it make me happy so my personal objectives this year is premonition proud when you're watching somebody die of something that you've also had it's really it's like looking in a mirror and you're very much that of the my thought process of this could be me and I'm absolutely determined that that's not going to be me so this is um the oldest yoga teacher in the world she's actually sadly passed away but she was teaching right up till the age of 101 years old she lived in New York so that's the aim um featherweight is how I'm going to do it so one thing that we've noticed from my mother-in-law passing is how much stuff people have and how it doesn't actually mean a lot of things to everyone that's left behind so why keep it now 20% of what I've got I'm going to get rid of and that includes 20 pounds of my weight um motion is lotion all this went out the window last year um so going back to 15k steps a day daily yoga and I wasn't well enough to do a challenge on get up give back I was more in the background last year so this year I'm going to do one of the challenges as well and then nurture from nature six out of seven days no UPS so no ultra-processed foods it's not good for me it's not good for anyone but it's particularly not good for me so cut that out um one day I might treat myself to a little bit of cake last thing I need is any more guilt in my life so it's very much a case of enjoy one of the days and then eat during daylight hours circadian setting so look at the circadian rhythm try and go with the dawn and dusk of the day and actually work with my body rather than against it so master my morning a set wake up time six out of seven days journaling and meditation no phone 90 so 90 minutes um no phone on waking and 90 minutes no phone before going to bed and then sleep tight I um I was lucky enough to get a whoop at Christmas and oh my god um yeah so need to work on a lot of those scores the first one is my sleep score sleep tight my sleep score is absolutely terrible so the aim this year is to do 75 percent and then soul food going back to actually stuff that I enjoy a big thing for me is I teach yoga I stopped doing a lot of yoga last year because it wasn't going to make me rich and actually I really enjoy it um so I'm going back to teaching double the amount of classes that I did last year and focusing on that and it's been a running theme everywhere is actually being more present with my partner we've been through quite a lot 16 years together and there's been one drama after the next so actually taking the time to enjoy one another and then enjoy the process get up give back can be all-consuming and a little bit intense at times trying to manage all of you lot um so yeah it's actually enjoy the process it's something really good that we do enjoy it and schedule a time to do it and do it properly so yeah professional objectives are delegate to distance number one get a work phone turn it off um working in nightclubs and working in the office my phone pretty much pings from about 8am to about 4am six days a week so it is a case of being able to turn that off you me you time and me time so three days at the office three days work from home and when I work from home they need to leave me alone so they can contact me if absolutely need to but work on what they're doing and then ask the asset the big thing for me is if I had more bulletproof processes in place they could ask that before they could ask me so it's very much a case of give them everything they need to be able to work autonomously and then winning workflow super sunday sanity so supersize my sunday sanity and actually time block for the following week on a friday so tasks that I'm trying to achieve I'm actually going to put into the diary to make sure that I know when they're happening I don't have any other meetings that pop up along the way and get 90 sunday sanity app scrap or outsource so move or remove a third of my processes so it might be for example using many chat for a lot of the stuff that we do on social media it might be getting rid of a load of stuff or actually if it's something that needs to happen but I don't need to do it get them to get someone else to do it and then more than a month work more than a month ahead a lot of what I can do I can actually schedule in artwork events djs staffing I can get that all set up stuff will come up but because I'm doing the daily stuff it's really tricky to kind of get on top of the things that happen in the background and then pay it forwards again coming back to why am I doing it what am I actually trying to achieve and it's what would future me need so it's making sure that a quarter of my income actually goes into the financial fortress and the sass and boring bankers add a couple of assets into the financial fortress and the biggest thing for me is what's it worth it might be putting a load of money into the bank but if it's causing me loads of stress and loads of aggro and my phone going off constantly it's probably not worth it so again track my stress score in app in in whoop which again is ridiculous at the moment lovely so then my vobble uk headline strategy we're back to the pretty grim picture picture it's no surprise that hospitality is struggling at the moment luckily we're still doing well compared to the rest of the market we've still got a really good event but it's time to look at scorched earth so that we can actually weather this storm in theory at some point people will want to go back to nightclubs but not if you read the paper so we'll see so the supporting objectives are back to basics review and renew look at everything we do all the systems all the assets all the contracts our payment clients everything like that and make sure that the contracts work for us the payments work for us and renegotiate where we can feedback loop people's habits are changing and we're because we've been running for 26 years we think we know it all better and we actually don't so actually going back to the customers and seeing what they're looking for how they're looking to spend their their free time and actually working with them on that and then bleed orange we've worked very well from having a team something that's kind of dropped off in the past couple of years because like people's habits again are changing so working back and getting the team on board with termly team perks and then party pivot yes that's ross from friends at the bottom if anyone knows that scene you know what i'm on about um concept creation so quarterly pilots do within the hospitality industry but a little bit different it might be a daytime party it might be um a different kind of event a different kind of activity but within hospitality and then what if what if the uh the papers are correct in the fact that nightclubs will be shut in the next few years i don't think they are but i don't know if i'm just being deluded but yeah what if what will bob will look like without nightclubs so twice a year have dipping our toe in the water of another sector to see if there's a way we can pivot there and then embrace the change so we know that 25 plus are actually spending a lot of the money these days and the younger age groups aren't so doing more events for them and non-alcoholic is really important for people so making sure we've got a non-alcoholic offering on all our events and then cut the crap is another one um so with minimum wage going up in april you start to look at people you think are you worth that to me um and yeah pretty much about a quarter of them pretty much about a quarter of them are not so yeah um we'll be moving them on and what does it add cost analysis per event and cut the spending so are we doing it because we've always done it or are we doing it because it actually adds something to the event and then step up progress the management team to allow them to do take the next step so that i can concentrate on the more deep work bits and then my reward is some sort of formula one so it might be silverstone it might be uh the dutch grand prix it might be Abu Dhabi it might be on sky depending on how this year goes thank you

[Shiv Haria] (57:16 - 57:31)

fantastic huge round of applause for Rosanna sounds like it was a tough year but a comeback is on the cards and uh last but not least we have our final finalist from uh room five which was finn can we get a round of applause

[Finn Moore] (57:47 - 1:07:33)

right so hello everyone um for those of you who don't know me uh my name's finn i'm 21 years old i'm based up in leeds uh in yorkshire and uh yeah this is my strategy presentation for today so the past couple years i haven't really um the strategy presentation has been more of an afterthought for me it's been a thing i do the night before just so i've got something done got some targets that look good and hopefully they'll come true um but this year i knew that wasn't going to work so i took a completely different approach and i started all the back in september when we're in barley with muskmine group i've worked on it since and i was up until 4am the night before the uh presentations on wednesday still making changes and so i feel pretty happy with it now and it feels all stuff that's very meaningful to me so to start off with wealth health life by design right now well through the 20 percent of my six properties that i got my portfolio which is great for 21 um but i do want to improve this again property's taking a bit of a back seat but i'm going to apply what i already know use those skills and hopefully get that to 40 percent um metabolic age i thought when i took my blue crest test this would be lower um actually higher than my age this year because i haven't taken care of my health really um but it's 20 so one year younger younger than me um and this year i hope to get that down as of the teens and then quality of life this one's a bit of a weird one for me because in theory last year i lived my life by design pretty well um i had 33 flights all over the world last year and i traveled and had fun and i did all sorts of stuff but i didn't really work that much or as hard as i could have and i didn't feel happy i felt very disappointed in myself and i couldn't have so much pressure on myself i couldn't enjoy all the great things i was doing so i knew something needed to change so this year with the changes i'm hoping to get back to 75 so when i come out of my year of i knew that this year in 2024 i did a lot of traveling had a really good time um but i needed to work more so i need i knew that my year of needs to have something to do with working really hard and doing the hard grinds get some cash flow because that was really bad last year that made things stressful um but i also had in the back of my head that i'm still 21 and i still want to be having some fun and i want to be doing the stuff that i've learned that i really love and enjoy and so i was going back and forth and whether i should just strap it all and go traveling disappear again or whether i should just not do anything any traveling and work really hard and i couldn't decide so i thought why not do both this year is the year of work hard play hard and the whole theme is going to be if i can work hard if i can get the hard grind done then i'm going to play hard and have a good time as well so i'm going to continue doing all the great stuff i've been doing to uh continue my businesses and do really well and the things i love doing as well as stuff i don't like love doing and at the same time i'm going to go i'm going to travel i'm going to take cheap ryanair flights to random european cities and have a really good time at the same time so personal objectives first one is dopamine detox um i've got a massive problem with my phone i've grown up in a generation kind of controlled by our phones i've had an ipad when i was 10 i've been stuck in those algorithms all my life and it's a massive problem these days and so this year that really really needs to change so i can get more work done a maximum of 30 minutes of entertainment apps every day and i've got an example up here of if i have a really bad day if i'm feeling anxious or i'm stressing out or procrastinating i spend a lot of time on my phone this is the worst example i could find 16 hours on my phone in one day it's really really bad and so if i've done what i've done so far with all this time spent on my phone imagine what i could do if i wasn't spending all my time on my phone so that is going to change healthy life happy life um you know i always thought i'm young i'm 21 i don't really need to take care of my health just yet but in the past few months i felt really lethargic i know that i need to take a better care of my health so i've created a very basic health plan nothing special nothing's going to challenge you too much but some small changes that i know are going to make a big impact and i'm going to follow that to at least 90 accuracy with some of these objectives i know that i'm a perfectionist and i always tell myself i need to do 100 and if i don't then it all falls apart i don't think about it again because i don't want to so it's only 90 so i've got a bit of wiggle room to fail but i'm going to keep going and then the biggest one of the year really is grateful heart joyful mind i need to enjoy myself more i need to enjoy what i'm doing i'm an amazing position i'm so lucky i need to so i'm going part of that is journaling but i'm also going to practice grassroots try and enjoy the journey and not be so disappointed in myself professional objectives cash flow massive issue last year as some of you may have seen i put a post in the facebook group in december looking for some work i'm going to make 25 000 pounds for freelancing somehow using the skills that i've got this year and that's already starting to show some fruits so that's really really great i really think that social media could be great for me so i'm going to try to own for 10 social media growth per month to get investors and coaching clients and as many of you in the room know and have experienced i'm rubbish with answering my phone i'm rubbish with answering messages and that needs to change it's just not honest i'm professional and so emergency response every call and every message even if there's one liner to say i'm going to get back to you tomorrow it's going to get answers every single day and all of you can hold me about that so property company kind of taking a back seat this year a bit be more tortoise um i'm going to keep the ball rolling though i'm going to try and make four offers per month just so that i've got something in the pipeline and nothing special nothing fancy just keep going to do that i'm going to need to raise some funds so i'm going to try and raise a hundred thousand pounds in investor finance this year and i'm not good at that i don't like kind of the sales stuff so being a steel i need to create a system for that i'm going to create a really smooth system so that i know what i'm doing and i can go out and offer this to other people building reputation um for my coaching coaching company um i've not it's not a big thing this year but i'm going to carry on again ball rolling frameworks for success i'm going to have three blueprints of coaching offers that i can offer take it or leave it no sales pitch because i know there are clients out there for the leader i want five excellent testimonials i know i can do coaching i need to show other people who i can do the coaching and then again content machine same goal my professional goal but i need to get on the social media grind just start posting grow that following um so yeah this year definitely focus on cash flow need to pay down some uh dirty credit cards and that kind of stuff um but the property and the coaching is also going to continue uh that's reflected in my 72010 i'm feeling much more confident about this year last year i had massive goals of property and i was going to raise x amount of money i was going to make x amount of money for my properties uh that just didn't work it was too arbitrary so this year i just need to get myself on a level playing field and focus on the right things challenge venture experience now this um in previous years has always been stuff like i did a big australia trip last year it was uh going skiing or it was uh doing all these fun things actual kind of experiences um but that should be the focus this year i know what i'll enjoy doing already um and so my challenge adventure experience a bit different my challenge is going to be self-belief like i said um especially past last few months when i've looked back at what i've been doing i no matter how much i achieved i felt so disappointed in myself and i really really struggled to shake that and um i've got people always surrounding me saying you're doing so well you don't need to worry you're ahead of everyone your age um but i've not felt that at all and that really needs to change i need to learn to enjoy the journey like i said and so self-belief is going to be a big challenge this year i'm going to try and get up and do the open mic more often i'm going to try and do things that actually mean something to me and reward myself for the work that i do so that i know that i'm making progress and heading the right direction the adventure has got to be moving out this is on my list for a few years now um i love my parents but i'm sick of being at home as you can as you can see this is one picture of my bedroom it's directly connected to my office it's got soap balls i'm six foot two it's just a metaphor for how trapped i feel in there right now and it really affects my mental health so i need to get out and i can't wait to move into my own flat and then the experience is going to be finding joy i can't wait to actually enjoy what i'm doing again and do the meaningful things that are going to move me forward and enjoy the journey and not just be so focused on the destination which is always ahead it's always ahead i'm never going to reach that i need to find some joy in my life and you know like i said i did so much traveling this last year but it was always in the back of my head that i wasn't doing enough and i couldn't enjoy it properly so i need to learn to enjoy it and learn to find that joy and so my reward is going to be a bit different um into previous years it's not one big reward at the end but what i'm going to do is i'm going to set myself goals every single month whether it's based on game changers or my sunday sanity or anything like that and if i can meet those goals then i'm going to book my trip for next month i love booking short trips very last minutes and so i'm going to carry on the i'm going to go to amazing places i'm going to meet people stay in cheap hostels go everywhere in the world that i can and i'm going to do that once i've put in the hard work this time and that's my goal and that's my year thank you very much

[Shiv Haria] (1:07:42 - 1:09:51)

finn moore ladies and gentlemen what a great presentation how many of you want to be on that wall over there going all over the world traveling around yeah we're all in for it so remember guys the point of these presentations was so that you could be surrounded by inspiration so you could take something from it so make sure that you've written something down about how you can move your own strategy forward with the things that you've heard today right the next thing now is are we back on my slide that day i can't see anything no um oh perfect um so the next thing guys is we're going to vote for the finalists what i want you to do is find it in your workbooks you'll in fact the the qr code is at the top of the workbooks of those speaker pages and you can scan that qr code right now and you can vote for your finalist remember that you've been doing this criteria at the bottom to say you know what what do you vote for each person and now you have the opportunity to to look through that criteria understand who you want to vote for as um the finalist here for property entrepreneur of the year for pea in 2025 um can we put some music on just a couple of minutes and what we're looking for is who's got the clearest vision who has the best presentation which of these resonated most with you yeah and once you're done put your phones down please so i can see that you're done it is a hard decision i know

[Speaker 13] (1:09:52 - 1:09:58)

it's a hard decision take your time no bribery allowed

[Shiv Haria] (1:10:00 - 1:12:45)

okay a little bit of bribery allowed let's we're done you guys done on those tables done done thumbs up if you're done thumbs up thumbs up thumbs up yeah you guys perfect that table chris is not done chris is the only oh oh he's done now fantastic another minute yeah yeah and for those of you whilst we're waiting look at these beautiful awards that we've got there we go okay perfect so guys ladies and gentlemen to uh give out the awards i'd like to welcome to the stage mr round of applause please adam thank you very much fantastic adam gets to stand next to the awards look pretty over there adam's new job so guys ladies and gents in front of me can i go there right in front of me i have uh the the awards here place number three place number two and place number one but before we get onto this i want to just go through i just want to go through another award that we have this is a new award it's the fountain of youth award so i know it does sound like the person that looks the youngest adam would probably win that that award uh but this is what we're trying to do is compare the um the the circles that we have for health wealth and life by design compared to last year so how are you last year how are you this year who's the most improved does that make sense so that's what we're trying to do and uh for those of you who did your health wealth and life by design last year you'll be um taking part in this for those of you who've only done it this year only then obviously we'll repeat this again next year and you'll be uh taking part in those so um without further ado then this is the biggest drop in metabolic age this is the biggest drop in metabolic age just metabolic age no other age you're not allowed to drop in age otherwise biggest drop in metabolic age guys ladies and gents i'd like to little drum roll to tell you the biggest drop of metabolic age it goes to martin rafferty we are

[Speaker 12] (1:13:07 - 1:13:17)

can i just add that martin i think dropped from 64 last year to 41 this year which is massive

[Shiv Haria] (1:13:23 - 1:14:41)

wow and just to give you some context martin dropped from 64 last year to 40 fantastic the next award we have is for strategy day award winner for virtual so there's a number of people that took part in this uh they're all presented there you can see them on the screens can we have a wave virtual uh guys i want you to go crazy for our virtual guys when i announced the winner the winner of the 2025 strategy day awards for virtual goes to rachel davis i think we'll collect your award for you rachel a little bit later fantastic now the moment that we have been waiting for are you ready for this guys are you ready in third place the awards for strategy day award winner 2025 for property entrepreneur advance goes to drum roll again steven cowgill

[Speaker 9] (1:14:46 - 1:15:09)

come on guys we are

[Shiv Haria] (1:15:15 - 1:16:49)

and if spot number three was not something to be envied then spot number two in second place ladies and gents strategy day award winner 2025 for property entrepreneur advance second place goes to finn mower we are so that's it we're done so now the time that we've been waiting for guys we've been literally working three months to get to this place every single month oh right we're on what's it called who wants to be a millionaire this is right we've been working for three months tirelessly in october november december working through the christmas period to get the strategy presentations done we then arrived yesterday did the strategy presentations today did them again here we are at the final the strategy day award winner for 2025 the winner is

[Speaker 9] (1:16:49 - 1:17:11)

we are we are

[Shiv Haria] (1:17:31 - 1:20:24)

thank you thank you thank you so congratulations to all of our winners but also congratulations to all of you who have worked tirelessly over the last three months to craft your presentations and you've got here today i want to urge you if you can the winners and obviously anyone else that wants to we've got a photo wall over here a round of applause for our photo wall whoo and adam is going to be sat there in his uh nice looking tuxedo to take pictures with anyone that wants to james bond i think it is uh adam and me too okay i get uh summoned once in a while um but we've come up with a strategy but now we need to execute right we've come up with strategies taking us three months and for the next three months we're going to be planning out what exactly we're going to be doing and then we're going to go and execute so we're going to start that by creating our business plans this can take a long time and like i said from personal experience i just kind of do it by myself and then i keep it on my desktop and then it never really gets finished and then sometimes i print it out but i don't really show it to anyone because it's just on a piece of paper we're offering you this opportunity to join this workshop and get them done in the room all you have to do to guarantee your success is turn up because by definition if you've booked on to do that workshop you're going to do all the work beforehand to make sure that at that workshop you can print it because we're not going to let you leave until you print it does that make sense yeah so this is going to be property entrepreneur program property entrepreneur advance and the board there's going to be lots of people there it's going to be the best 24 hours that you're going to spend working on your business so definitely get on and book it now so to finish off then we've got a couple of bits here um the we've got the homework from session one and session two did we enjoy the sessions today yeah but we also have some more homework for you if you go to the back of your books you'll find some more homework um which is the winter hit list uh and some other bits about your personal finances and we also have some prep for the next workshop because we're no longer messing around we've done our strategy we've done all the thinking time cave time is now done primetime now begins this is about now getting down and dirty rolling up our sleeves and getting stuff done so we've got to do some prep for the next workshop this is all on page 50 of your workbooks if you have not found it already we're going to have book club book club is um we've got a podcast the first one which is diary over ceo who is interested in diary over ceo podcast i think honestly probably the best podcast i ever listened to uh over and over again uh this one is with rory sutherland anyone know rory sutherland yeah rory sutherland honestly marketing genius when you look at him i don't know where he's come from he's just come from nowhere and the things that he thinks about are crazy he says there is one overlooked item in when you build a kitchen that when i tell you this you'll go that's a complete no-brainer but no one thinks to do it is to put two dishwashers in the kitchen because then you can take dirty plates clean plates out of one put it straight in the other one put that one on save you loads and loads of cupboard space it makes so much sense i think everyone should do it

[Speaker 9] (1:20:24 - 1:20:31)

i think uh i agree with rupert the happy days

[Shiv Haria] (1:20:33 - 1:33:04)

uh rupert i think say again if you have one dishwasher you've got unload it you can put it in the plates back into the um into the cupboards and stuff and then you've got to use them you gotta take them all out again but you can't use them at the same time what this is saying is when your plates are dirty you put them in the dirty you put that one on and then you've got your clean ones and you can use the clean ones and then that one's empty now so the dirty ones can go into sometimes you've got to explain things so much i don't know everyone else got it so rory southern and the marketing secrets that apple and tesla use if you want your business to be like apple or tesla some of you may know our vision for our company for lifestyle property group is to be the apple of the property industry so we are definitely gonna be listening to that video the first video is resetting uh the aging clock which is by professor david sinclair really really great video there we've got two books for you one is the one uh getting things done by david allen we always talk about getting things done that's what we're trying to do getting stuff done uh and the second book is the one that i recommended earlier which is drive by dan pink uh really great read as well if especially if you're looking to do your pdps and things like that and then of course if you are looking to pdps then the property entrepreneur blueprint podcast which is episode 219 on building out your personal development plan so your professional development plans fantastic and of course as part of that we've got our 28 day challenge we know already we've already said this you've been through this track multiple times if at the end of january you're not 33 of the way through your winter hit list you're going to fall behind if you fall behind you're not going to get this done by the end of march which means that you're going to go into april if you go into april you can't have new year's eve you can't set your team up and your whole year is going to be delayed how many of you when you get to september go i'm not ready yet to do my end of year presentation i'm not ready yet it's because you weren't ready because you didn't finish your winter hit list okay so we need to get these things done when they're when they need to be uh get done um and we've got to build momentum from the first day so this is gonna be the winter hit list um that you need to get done the 28 day challenge is to get 33 complete you should all have the scorecards that show you and that will show you whether you're 33 complete so at the end of this month we're going to ask you to post those on the facebook group so we can see and check that you're 33 percent complete um we know that there is um the midweek mentoring so where we got on the 15th of january we've got the winter hit list uh follow up with um q a with greg where's greg hands up perfect um and on 22nd of uh of the month we've got mid month mentoring with chris because chris has covered a huge amount of subjects today and it was really really insightful but there was just obviously not a huge amount of time to do all of that you and i both know chris it takes us months to get through this if you've got any questions when you get started to do these things then chris is your man 22nd of january and 29th of january we then have time tracking with richie miller richie hands up there we go time tracking if you want to make yourself more money then time tracking is by far the best way to do it so we need to get onto that these are things that we learned at property program we've probably forgotten how many of you are still time tracking three or four yeah the reality is that we all stop i stopped as well and when you get back into it you start to realize how much time you're actually wasting so richie's going to cover a session on that um so this is chris put it in your diaries wednesday 22nd of january uh and like i said if you nail this now this bit that he's taught you then your business will explode it's the same as my business whoops my business 2019 we nailed that and our businesses exploded from then onwards um a reminder as well that we have the vault so the property entrepreneur program covers the blueprint here in this room we do the implementation but sometimes we need a refresher on the blueprint so you can go back on the vault and cover the pep sessions on there um and also they've got the pep strategy sessions i mentioned to you earlier that we had some amazing strategy sessions on pep so if you want to go back and listen to those as well are they going to be on the vault the encore they're gonna be on facebook do we know the pep strategy sessions the anchor will find out and then let us know um and uh and and also there's a whole um section on there this is what i covered about uh on the pep on tuesday secret weapons of winter how do you make yourself more productive that's what we're going to be covering on the vault we also have the uh black book everyone remember the black book yeah we've covered this out i was at property for their program on tuesday and people were saying to me ship do you know what would be really really useful i know you keep saying there's loads of like opportunity in this room there's lots of connections in this room what would be really useful is if we had like some way of collecting all the information together and then being able to search for it and i said to them wait till next year they don't have access to it they don't have access but you guys will have access to it you can go into this and there'll be people right now that go oh i really want to get into like back-to-back leasing but i don't know how do i do it who do i talk to honestly there will be someone in this room that can tell you all the information that you need to know and they can probably help you to go and do that there'll be other people in this room that say i need more deals there'll be someone in this room there'll be people that say i have got money and i need the deals and people that say i've got the deals and i need the money this is where it all comes together so check out the new members only black book on the vault and whatever you need as i always say to you is in this room okay perfect um and you know the drill as well with buddy up as well you this has been posted on the whatsapp group so you should all know your buddies by now uh please before you leave today swap numbers and agree the scs uh times before you leave today it's really important the whole point of this is that you get to know people and that they hold you to account we provide this buddy system so that you can be held to account on these things and remember that if you don't want to be part of this buddy system because you're going to be on holiday whatever you need to opt out before the month otherwise you will be automatically allocated okay final couple of things before we finish off uh how do we do uh please rate us this is every single time we ask you for this we are amazed by how much great feedback you give us this is not just a score out of 10 this is qualitative feedback that means that we want to know exactly what you liked and exactly what you didn't like and um you guys don't know this but at the end of these sessions when we collect all this information and we read through every single uh bit of every single sentence that you guys write in there so what could be done better help us improve let's keep improving this so that we can keep providing a great service uh for you um can you do that now is it in the workbook advanced whatsapp groups you'll have the link can you get onto that now can we play a bit of music now that adam's got out the groom guys when it comes to how did shiv do oh is he still there no he's gone i want you to take a second to look over at your neighbor's phone and if they're on whatsapp or facebook then give him a nudge nudge a neighbor uh okay if you're done please put your phones down so i can see that you're done in fact the light is really bright so put your phones down and put your hands in the air so i can see that you're done still a few people going guys whilst we're finishing that off just if i can have your attention just have your attention for a second this feedback is really really important to us and this feedback comes back guys sorry can i have your attention this feedback is really important to us but it also comes down to like how can we improve this for you next year when we do this same thing again should we do it the way that we did it today should we have it again in person in the tables should we have more space in the room more space yeah more space than anything tiny that you have to put on there if you put it on there i guarantee you you'll see it change maybe not next month but the month after you'll see a change okay so please put everything you can everyone done fantastic okay perfect i better bring the ice cream you'll see the ice cream van next next month you better buy enough ice creams for all these people when i get the ice cream van outside he's gonna be chuffed he's gonna be like oh 66 ice creams fantastic in february yeah in the in the cold harsh of winter uh perfect guys just before we finish off remember that as i say all the time your network is your network and we do this all the time on popdog for their program and they get it and the people on here some of you get it but some of you don't get it because it's you know it's light now we don't need to go home but on the program people stay everyone stays until five o'clock because they realize this is the value the program's there it teaches you stuff the workshops are there but the stuff outside of that is where you're going to get the value it's where you get to meet people it's where that black book comes in handy because now you can actually get to uh get to know people so before you go um yeah make sure you find somebody in this group that you want to talk to at least just find at least one or two people before you go right if you do that every single time we're going to build our network and that is a wrap guys thank you very much who enjoyed today and let's give all of our speakers today a massive round of applause and on that note i'll see you next time

[Speaker 9] (1:33:15 - 1:33:15)

yeah