**PEP 105 Soul Purpose Edited v2\_Transcription**

[Daniel Hill] (0:05 - 3:31)

Welcome to the Official Property Entrepreneur Podcast with myself, Daniel Hill. We are now rated in the top 10 of all business entrepreneurship podcasts in the UK. Last year, we were rated the seventh most popular property podcast.

And every month by downloads, we are rated in the top 5% of most popular podcasts in the entire world. Thank you all for your support, for sharing and subscribing to these podcasts. This is literally my life's work broken down into simple blueprints for you to execute everything that you want, be it wealth, health, or life by design.

Success and failure are both very predictable. Let's get into it. In this session, I'm going to take you, so for programme, you know, this is going to be a long way away from what we'd normally give you on Property Entrepreneur.

For advanced, you've had tasters of this. We are going to really going to lift things up today. And we're going to take some of you to a space that you've maybe flirted with before, you've started to experience, and it's a journey you're already on.

For some of you, it's going to sound way out there. And it's that stuff, you know, you just too woo woo, don't believe it, don't get it. What I'd say is, we can train you on Property Entrepreneur using the blueprint to build your financial fortress, to establish the health in the physical world, and to create your life by design.

We can do these binary strategic things and look at the market and figure out what goes where. Mastering the market is easy. What we're going to do in this session is I'm going to try and take you to a level that you've never been to before.

The hardest thing to master is ourselves. And I want to try and take you on a journey through this session to understand you have far more control over this life than you believe. Also, you have far less control over this life than you can even acknowledge.

And I'm going to take you through this. Whether this is something you fall towards, like you gravitate towards naturally, or it's something that sounds a little bit too far out there, my suggestion is just trust me. Let me take you through the blueprint.

Let me take you through the stages and just take it on face value. And then go away in the weeks, the months, the years ahead and decide how much of it you actually practice. There's a time and place for everything.

So this is the journey of self-mastery and self-actualization. Self-mastery is more tangible. Self-mastery is about understanding who we are.

Like this sole purpose. I believe every single one of your souls has a purpose and a reason for being here. Self-mastery is starting to understand who am I?

Why am I here? What am I here to do? What's the mission?

Now, I've been put here as a foot soldier the same as all of you guys. What am I here to master? Why am I here?

Self-actualization is even harder. So self-actualization is about being completely content in who you are. It's about having the most connected relationships you could ever hope for.

And it's about understanding that we're all part of this bigger thing. And in the day-to-day life of social media and society, all these things that are restricting us, if we can break through all of that and get towards a point of self-actualization, I guarantee you not only will everything be easier, it'll be so much more enjoyable. I'm going to take you through this over the next 60 minutes.

I'm going to start off with a video to give you an insight into why in today's world this is such a difficult thing to approach.

[Speaker 2] (3:34 - 9:14)

For most of human existence, the meaning of life was very, very simple. Survival. The only thing that humans cared about was just surviving.

Because it was so damn difficult for the early years of human existence on this earth. If you look at ourselves as biological agents, everything about our body is set up for one mission, and that is survival. Every reflex we have, every element of our structure is just built up on the battle to survive.

And then humans did something remarkable. They elevated themselves through the use of technology and social structure to the top of the food chain, so that they went from extremely vulnerable. If you take a naked human being alone and put them in the Serengeti Plains in Africa, they're in some deep shit.

If you look at a human being as a survival organism, just by itself, naked, they are among the most feeble at that task in the entire animal kingdom. You compare us with predatory animals. We are weak and soft and easily killed.

But if you take that same human and put them in a group and you give them basic technology, steel, a spear, a knife, he goes from the bottom of the food chain to pretty much at the top. And so humanity found itself in a crisis that emerged out of its own success. For most of its history, their only interest was the battle to survive, and they did it.

I don't know how they did it, but they did it. They got through ice ages, droughts, famines, disease, everything. And they found a way to get to the top of the food chain.

And that's where it all got interesting. Because an organism whose only interest was in survival had, for the first time in their history, a more or less guaranteed survival. And so the big question now is, now what?

We survived. There's no more danger. The average human being finds himself in a world now where there's almost zero danger from predatory animals, where getting a meal is the easiest thing ever, where getting to and from work is not problematic at all, where the majority of infectious diseases, medical complaints can be resolved in a hospital fairly easily.

And so they start casting their mind around, okay, what do I do now? And so the minute mankind's existence became more or less guaranteed, the problems shift from survival to meaning. And we found ourselves grappling with a whole new issue that had never occurred to our ancient forefathers, but which now becomes one of the centerpieces of our modern lives.

The number of suicides per year, it's a shocking, shocking statistic. There's almost no recognition. And yes, uniquely human.

You don't, very, very few animals you see killing themselves because their whole thing is just survival. And that humans, paradoxically, when survival is more or less guaranteed, are killing themselves in vast numbers. It's usually linked back to the idea of meaning because it's so hard.

It was hard to win the battle for survival, but it's 10 times harder to win the battle for meaning. Nonetheless, I do believe that there is a great value in the idea of living for something bigger than yourself. The moment you see yourself as the be-all and end-all of your existence, you're in for a meaningless life and nothing will ever satisfy you.

You can have all the money in the world. You can have all the power in the world. You'll be empty inside.

I do believe that humans have a deep and abiding need to follow the interests of a group bigger than themselves as an individual. Is it ideal? No.

Is it an answer to the meaning of life? Nope, because eventually that group will itself die out. So there's a sense in which it just plays a kind of delaying game.

But I do believe that in order to live a happy life, meaning is a central part of that. And the deepest sense of meaning, not a fully complete answer, but a better answer than most people give is to find something which hopefully does very little harm to the people around you and mostly benefits them, which enables you to become part of a community and to live, as I said, for something larger than you as an individual.

[Daniel Hill] (9:21 - 1:19:19)

OK, so as we go into this, what they're talking about there is just sole purpose. So you have a soul and it has a purpose. You have a sole purpose.

And what we want to do is when you can start to understand what this is and not only understand it, but embrace it, not only embrace it, but practice it, I guarantee you this is the journey of a lifetime. I guarantee you it will take you from living a life down here or even enjoying a life up here to experiencing a life at a level you've never experienced. I'm going to take you through this.

And what you'll notice is some of it is academic, but some of it is very spiritual. And I suspect as we go through these layers, there's going to be points where you don't know where it crosses over. I'm going to take you through these once in turn.

So the aim of the game with the sole purpose is to understand who are you and why are you here? You'll notice we're moving a long way away from service accommodation and HMOs now. Who are you and why are you here?

And what I'm going to try to do over the next 54 minutes is try and take you through this, give you some tangible exercises and some clear understanding as to how to start moving through the levels. So the first one to the blueprint. Even the spirit has a blueprint, you'll be glad to know.

We've got six steps, Ikigai, Unique and Sigma. These are three tangible academic things you can take forward into the year ahead. And I guarantee you this will change the way you work personally, it'll change the way you work professionally, the way you feel personally, and the way that you actually enjoy and go about the things you go about.

After that, we're then going to look at the soul. And I'm going to tell you, I'm going to do a test with you and tell you exactly what sort of soul you've got. And this will put you into one of three categories and you can go away resting in comfort like Adam is now, that you are the way you are because you are the way you are, because that is your soul.

And it will give you huge clarity and confidence. Then what we're going to do is we're going to try and figure out how to untether your soul. Society tethers the soul.

Some of you have probably never tapped into your soul because society is there to restrict it, not to encourage it or let it go. I'm going to show you how to actually untether it. We want to start physically releasing it so we're not just walking around as these robotic functional beings.

We're a spiritual soul, we're actually engaged with it and we're actually connected to what's going on around us. And then finally, I'm going to try and help you find, once you understand your soul, how you understand its purpose and how can we start to anchor to what are we actually here for? What things are we good at?

What things are we good at? What do we enjoy? How do we get more of this?

I'm going to give you some exercises to finish. So we're going to kick things off with Ikigai. Those of you that are on advanced have heard me talk about Ikigai for the last couple of years.

Those of you that are on the programme, this will be brand new for you and it's your book of the month. It's your book club for this month. So success and failure are both very predictable, not a new one.

Same applies to the soul, same applies to spirituality, same applies to the meaning of life. Who are we? What do we do?

Success and failure are very predictable. The first thing we're going to start off with is the Ikigai. So Ikigai is a Japanese term.

It's basically the Japanese practice of longevity. It's the Japanese practice this and it allows them to live into centurions, super centurions. They live a life based on who they are supposed to be and who their soul is.

And they live a life in line with who they're supposed to be. Ikigai, iki means a life or to live and gai means value or wealth. It's like, why is your life here?

What is the value of your life? You've been gifted 80, 90, 150 years on this planet. Why has your physical body been here?

This is the Ikigai. The Ikigai is an academic exercise. And what we want to do is we want you to find your Ikigai.

So you would have heard it talked about previously as flow. You're in that flow state, passion. You know, you're enjoying it.

You're connected. Minutes turn into months and you don't even realize. And you're living your mission.

You know, you're just constantly locked in. We want to find out what your Ikigai is. And there's four questions that we ask to figure out what your Ikigai is.

And this is obviously a cave time exercise for the autumn. The first question is, what do you love? On the back page in your homework, it says sole purpose.

When you get to that stage this month in the cave, these are some of the questions you'll be asking. So Ikigai is, what do you love? What does the world need?

You know, we've been put on this rock that's spinning 7,000 miles an hour through the middle of nowhere. We're here to do something. What does the world actually need?

For as long as we live in a capitalist developed society that requires social structure and infrastructure, we have to be semi-capitalists. The third is, what can you be paid for? And then the fifth is, what are you good at?

So we've done wealth dynamics before, things like that. We've done energies before. We've done dynamos, blazes, steels, and tempos.

This is another layer to that, to try and find what is that bullseye that we're trying to get to where all of this stuff comes together. If you can find something that ticks all of these boxes, you're good at something, you get paid for it, the world needs it, you love it, that's your Ikigai. And once you find your Ikigai, work turns into play.

Days turn into months, and the whole thing becomes a lot more enjoyable. This is the model for Ikigai. Ikigai is your book club for the month program, advanced if you've not read it, fantastic little book.

It's a printout, not an audio, and you can work your way through this model. If you love it and the world needs it, it's a mission. You're here to take on this mission, but perhaps you're not going to earn any money.

If the world needs it and you can be paid for it, it's just a job, it's a vocation. The world needs it, you get paid for it, it's a vocation. If you can be paid for it and you're good at it, this could actually become more than a job.

It could become a profession. You could go inch wide, mile deep, become amazing at it. And if you're good at it and you love it, it can be a passion.

Any of those two by two can come hand in hand. What we're looking for is your Ikigai though. It's one thing that meets all four of those boxes, and then this is our sole purpose.

This is the thing we want to spend our time on because we're good at it, we love it, we get paid for it, and the world needs it. You're currently operating in one of these circles or squares. That will define where you are and what you're doing.

The challenge through the next three months is how do we change that and find the Ikigai? Something that ticks all of those boxes. Play small games, win small prizes.

Play big games, win big prizes. Make drastic change. Have, sorry, make drastic decisions, have drastic change.

It may well be that these are the three months that you look at and figure out, do you know what? I'm a Dynamo profile, I love new exciting things, and I've spent 15 years in IT. Actually, it's time to shift gears.

The first exercise for sole purpose is your Ikigai, and this is going to be one of your pieces of homework. If you search online Ikigai test, again, add this to your action list, so add it to your notes, you can do a test. Some of them are 12 questions, some of them are 70 questions, some of them are free, some of them are paid for.

But what it will do is the same as Wealth Dynamics, which you're all familiar with, or the Genius U-Test, it will put you in a box and it will say, these are the things that you're good at, or this is where you should position yourself. So that's the first thing, Ikigai. What you do on a daily basis is defined by those four things.

We want to find that as soon as we can. The next is unique. Souls don't come in twos.

Every single soul in here is very, very different. Every single soul in here is a very different age. Every single soul in here has been on a very different journey.

Every single soul in here is completely unique. And what we want to do is we want to try and find, what are you unique at? You are unique at one thing.

You are better than every other person in the world at one thing. We need to find out what that is. So, Nabal Ravikant Advanced, you'll be familiar with this program, you'll get it later on in the year.

The book is The Almanac of Nabal Ravikant. In here, he talks about the fact that everybody has a unique skill. Everybody in the world is the best at something.

And it's completely different. I'm going to try and help you to figure this out. Because when you find this out, figure this out, not only is it Ikigai, not only is it Flow, not only is it more enjoyable, if you remember when we're talking about Nish and Crest of the Wave, it's both of those.

Because you're the only person on this planet that can actually do it. How do we figure out what that is? The first thing, what are you the best at in the world?

There is something you are the best at in the world. And we need to establish what that is. One way to think about it is your specific knowledge.

Nabal Ravikant talks about it as specific knowledge. What do you do that's effortless? What do you do when you sit there and you get into it, you get into that flow state?

And if you were to just follow my lead and you're in the spiritual space and you're connected to your source, religion, spirituality, and it's coming down, it's flowing through your body effortlessly. And it's like you're just a communication tool to get it out there, whether it's art or it's creativity or it's writing or it's problem solving or it's data. What is that thing you find effortless and it just flows out of you?

That's going to be part of it. The second thing, this is your sole purpose. It's not something you've learned.

Ask your friends, ask your family, ask your parents if they're still around. Ask them, what did you do as a kid that was just effortless? Even as a child or a young adult, you seem to be well ahead of your years at this thing.

You just knew how to do it. It just became natural to you and it was something you didn't have to work with. It's in your DNA, it's in your upbringing, it's in your family, the DNA element of your family tree.

What did you do as a youngster? Like for me, it's always been business. I've always been into business, problem solving, creativity, head in the clouds, seeing the big picture.

What is that for you? In order for it to be unique, one of the quickest ways to establish this or one of the most significant ways to establish it is where you find a bisection. This works in both professions, it works in economies, it works in products and services, but it also works in spirituality and the soul.

If you've got this unique purpose, it's probably where two things meet. Two things meet at this bisection and that's where you operate. If you think about seeing a bear, whether it's in captivity or out in the wild, if you saw a bear, you think, oh, that is a bear.

Might not be the first one you've seen, it's not absolutely groundbreaking, but it's a bear. That's interesting, it's a bear. There's an accountant, there's a solicitor.

Maybe you don't get that excited when you see an accountant or a solicitor. Maybe you run away from them though. You see the bear, okay, the bear's there, cool, get it.

Nice, cool, not seen one for a while, great to see it in person. If you went to the circus and you saw a woman or a man on a unicycle, you'd be like, oh, wow, look, someone on a unicycle, I've seen that in the films, I've seen it on telly, I've been to the circus, I've been to Soleil, wherever. I've seen somebody on a unicycle, it's nice, it's cool.

Earn a living being a unicyclist, you earn a living being a bear, get fed. Two okay things, okay, they're okay, they're good, they're nothing special. If you saw a bear on a unicycle, how cool would that be, right?

We're looking for these two things, the unicyclist and the bear, and putting them together to find your unique space. There's two things that you have, some people have got that, some people have got that, but you pull them together, and that's your unique space. We need to drill down, find what it is, it's where you'll be, you'll have much more fun, you'll be much more in flow, and capitalists, you'll be much better paid if you can identify what that thing is.

In marketing terms, we call it the purple cow. If you've read Seth Godin's Purple Cow, it's the fact that there's loads of cows out there, but it's something remarkable, something different, something you've never, ever seen before. You are that, you've got to figure out what it is for you, what is actually unique about you.

The next thing is more of a malleable thing. So, sole purpose, we're looking for self-mastery, we're looking for self-actualization, but the reality is, in practice, when you have these things, you'll be far more effective in your day-to-day business and going about what you, oh, sorry, the final point was own your space. You want to find that space and own it.

You want to be the one person in the world that is known for that thing, and you're the only person in the world that can actually do it. It's just a case of identifying it and then strapping a rocket to it. This is about living the good life, and it's about being connected as a soul, and it's about enjoying this experience on planet Earth for however many years we're blessed with.

It's about enjoying it, but also, when you learn these things, you'll be far more effective in your business. This one's more of a malleable thing, and it's about learning about how your soul can engage in society. Now, you're already conditioned.

I won't put you under any false perception. You're already conditioned. You're conditioned by your parents.

You're conditioned by your upbringing. You're conditioned by your schooling. You're conditioned by your friends, your family.

You're conditioned. You've got a script running through your head, and we're in this place where we are now. We want to start breaking away all of that.

That said, there's certain things in practice that work really, really well as a human being. There's also things that work really, really badly. The good thing is we can pick up the things we want, and we can drop the things we don't.

There's one huge shift coming in that I want you to tune into, and this is specifically about being a leader and an entrepreneur. If you want to be a leader for your family, a leader for your team, a leader for your industry and sector, you want to start tuning into what traits work well for leadership, and sigma is a crest of the wave. This is going to see a fundamental shift changing 50 to 100 years of society's following on how people work with leaders.

It's called the sigma, and I'm going to take you through it now because this is something you can work into. When we're looking at the soul and the things that we've got, there's the other things we pick up. This is one of the things you want to tune into and decide which bits of it you want to pick up because if you want to elevate to the top of that triangle, the top of the pile, the top of the economy, the top of the sector, you want to have the traits that govern those people.

What we're looking at here is observing the masses and doing the opposite. Leadership for the last 50 to 100 years in the main has been driven by old A-type, alphas, dominance, get to the top of the pile, bang the drum, and a tribe then follow. This is fundamentally changing.

When you're doing this deep work on yourself, you want to tune into which bits of this are going to serve you well and which bits are really not going to serve you well. What you'll find is the ego, which governs all of you, myself included, generates a lot of success, but also causes you a lot of problems, is going to get in your way here. This is where we need to crack the ego, dissolve it, and just break away from it when we're looking at character traits.

What you're starting to see here is a huge change in power and leadership. This is a century's worth of power and leadership now starting to change. We're coming to the spring of the leadership cycle, and this will last another 20, 30, 50, 100 years.

What you're seeing is the powerful alpha women, alpha males, bang, bang, shout loud, bang your chest, stand there, do your thing. We're starting to see these fall from power now. These characters that have got us to where we are, they've led, they've been strong, they've been brave, they've put the armor on, they've led us into battle.

That's worked well. As the world and the economy and the society started to change, we're starting to see an emergence now of a more powerful leader come through. This is the sigma, so the traditional ego-driven alpha male women, and A-types are starting to now move away from power because we've got, for the first time ever, another choice.

And this is the Elon Musks of the world. Look at how Elon Musk's standing. Look at how he's holding his glass.

Look at how he's composed. Those of you that listen to him talk, see how he speaks, he thinks. You'd appreciate the two very different characters.

And what we're moving is from traditional leadership into more crest of the wave, contemporary and modern leadership. What we're looking at, what we're starting to move from is the loud warrior to the lone wolf. For some of you, this is going to be a relief to hear.

For some of you, it's going to be hard work to hear. As we start tuning into who we are, why we're here, how we get to what we want to get to, the shift now is moving more towards the powerful lone wolf than it is the loud warrior that's beating the chest. What you're starting to see is emergence now of this new sigma type of leader who are successful, very popular, very desirable, very likable.

But they're also very, they're highly withdrawn and they're very independent. The Elon Musks of this world, very introverted. You know, they're not blasting fireworks and banging their chest.

They're quietly grafting and working away. They've earned their stripes. You know they're worth following, but they're just a very, very different demeanor.

What you're starting to see with these is you get the best of both worlds. So previously we followed these bold alphas because they had the confidence to lead us forward. With these sigmas now, what you're getting is you're getting the benefit of the alpha.

So the benefit and the dominance of the alpha, the confidence, the ability, the competence to get shit done. But it's now starting to come without this validation cycle. You know, they don't need constant validation from the audience, constant validation from their tribe, constant validation from their community.

You're starting to get this real deep, mysterious undercurrent come through. These, the women and men that are coming through in this, and you've seen it a lot with the younger generations now as well. These are the leaders of the future.

They're people that are being followed, but they're being followed by people who want to follow them. Previously, we didn't have a choice. You know, the Trumps, the dominant males and females of the world, you didn't have a choice.

Follow these loud people. You've got this new understated, calm, cool, calm, collected profile coming through, which is the sigma. And this is where you want to be.

I would encourage you to start adopting these traits. Shouting and screaming is off the menu. It's about two ears, one mouth.

Cool, calm, and collected. Competent and understated. Warrior, but withdrawn.

Starting to find this balance because they are the tiniest. They are currently the tiniest element of society at the moment. Understated, introverted, but equally still completely nonconformist.

You know, they're not here to flow with the stream. They're outliers. They're the outsiders.

This is the leaders of the future. Sigma females are the rarest on the planet. Less than 1% of females are sigmas.

When you run that over to emerging leadership, it's more like 30% plus. Run that test again in like five, 10 years, it's going to be more like 60, 70, 80%. These are the people people follow, but they also want to follow them.

Same with men. Less than zero, even less for men, actually. 0.1% of men are sigma males. What I would encourage you to do is start tuning into who these people are. Start looking at what they do and start picking out some of those traits and using them for yourself. You'll find as a leader, a partner, a parent, a child, you will get far more value from your relationships and from the people you spend your time with if you can start to adopt this sigma approach.

Advanced, I'll be doing more work with you on this when we start talking about advanced negotiations, about some basic NLP, non-linguistic and body language, whether we're looking at negotiation or communication with our teams. You're going to see this sigma shift. What I'd recommend is start watching some of these videos on YouTube, about five minutes each, 10 minutes each, and just start to learn what the sigmas are.

Sigma as a term was first coined in 2017, which is four years ago. It was coined by a psychologist who did a study of 500 people, managers and leaders, and identified the new emerging people at the top of their game. Ridiculous percentage of them were sigmas.

That was in 2017. A journal was then released by the Wall Street Journal, I think it was, or Entrepreneur Magazine in January 2021, this year, and it went mental. So when I say crest of the wave, this is 100 years worth of management and leadership turning on a penny.

You're going to see this happen, and I would encourage you to make the most of it. Start to watch some of these videos on YouTube, sigma females, sigma males. And when you're tuning into the things of the soul you want to keep and the things that you want to drop, start tuning into this because a manager, a leader, there's a lot of value in being a sigma.

Next, we're going to look at the soul. So we're going to go back to the spiritual side of things now. And if you're being introduced to the concept of your soul, you would have heard it before, you know, you've heard it before, maybe you've lit a couple of joe sticks and gone, and you start to think, oh, you know, that might be something going on there.

I'm not going to tell you what it is and what it isn't. That's up for you to decide. I can just tell you what I practice and what I believe and what I'm exploring at my stage in my journey.

Your soul is what's going to give you the most value and the most enjoyment from this life to understand your soul and to connect with it. The reality is the majority of us are not connected with that. I'm going to show you how to break that down, connect with the soul and then be able to connect with just the things.

When I say to you, the people you want to connect with in your life, some people are going to come into your head now. Friends, family, work colleagues. People you want a better connection with, a better relationship, a more relaxed relationship, a more entwined relationship, just to enjoy that more.

And this is where we go with the soul. Your soul has been here for a long time. I said to you at the beginning, you have significantly more control over this life than you appreciate.

Equally, you have significantly less control over this life than you can acknowledge. So what do I mean by this? You significantly more control over this life than you think.

Thoughts become things, choose the good ones. Everything I've ever wanted in my life has come true. Anything I've ever thought about, obsessed on, viewed, visioned, affirmations has come true.

If you think good things, good things will happen. If you think bad things, bad things will happen. If you think you're going to be well, you'll be well.

If you think you're going to be ill, you'll be ill. You have complete, you have a lot more. It's not so complete.

You have a lot more control over this life than you think. Just trust me. And you'll never understand why that is.

Just trust me. If you bring these things into reality, you can control all of it. Success and failure are very predictable.

Equally, you have far less control over this life than you can acknowledge. Your soul is here to do something. Your soul has a purpose.

Your soul has a mission. Your soul is here to do various things. Your soul is an age.

Your soul is a profile. Your soul has strengths. Your soul has weaknesses.

Your soul is here and you have no control over it. I'm going to show you, bless you, I'm going to show you some exercises to start to understand your soul. And you'll read it and you'll be like, that sounds like you've interviewed me and now it makes complete sense.

But how does that even exist? I don't know. But just trust me that it does.

You were put here for a reason. And the things that you experience, you have no control over. You have more control than you think of making things happen.

You have less control than you think of who you actually are. It was defined long before you even arrived here. So the definition of a soul.

The soul is whatever you want it to be. It's intangible as far as I'm aware. No one's yet to take a photo of it.

Anyone got one? It can be whatever you want it to be. I believe it's the intangible energy element inside you that lives far beyond the physical being.

The physical being is a vehicle. It's as Akash says of R&T, the physical is the vehicle. It's the machine we've been gifted to walk around this life on this planet for as long as we're gifted.

The soul is the thing that came into it at the beginning. And it's the thing that will leave at the end. And then it, I believe, comes back and it goes on.

The soul is endless. The soul is connected. The soul is part of the universe.

We're all part of this big thing together. It's not the tangible body. It's the however you want to describe it inside.

It's you. It's what your, it's your non-human being. What I want to show to you is how to start to understand the soul because you don't have a chance in hell in normal society and life of cracking what the soul is.

Because you're just not, you're never conditioned to. You're not taught it at school. Society is created to distract you from this.

Everything is put there to block you from getting to the soul. We're basically just robots trying to make money, keep the society going, and X, Y, Z. We're going above that today.

We're like, what is the actual purpose? Layers of self-mastery with the soul is about peeling back the onion and starting to understand what are the layers of who we are. And there's four of these.

All of you view life through a different lens. And what I'm going to take you through is the theater of life. You're all observing, enjoying, engaging, or even controlling the life that you're living at a different level.

And the best way to explain this is through the theater of life. Your life is happening on this screen. This is what's going on on a daily basis.

And you're seeing it. When you start to get into the soul and advanced, you've got the untethered soul as your book club for this month. It'll talk about the fact we're seeing through the eyes as a machine.

The eye is just a machine. It's a function. It's part of the human body.

It's nothing to do with the soul. It's just a thing that's there. And that's what you're viewing on this screen.

Depending how developed you are in self-mastery and self-actualization, depending how young or how old your soul is, depending how much time you commit to this and how many times you've been here before, you'll be viewing life at a completely different level. What I want to do is, for the first time ever, educate you in what these four levels are and then encourage you just to start exploring viewing life at a deeper level. So if you're sitting in the front seats of the theater of life, watching this life go by, this is your body.

It's purely functional. It's the physical. This is literally the functional thing you'll hear.

You can turn up, do your job for 60, 70 years, and then call it a day whenever the time comes. This is just the person. It's nothing else.

It's a body. It's a name. It's Dan.

It's this body thing that walks around. It's just the person. If you're living in the front row, that's it.

You're just going through life, functional, do my job, eat my lunch, go home, watch Coronation Street or Hollyoaks, whichever you prefer, and you're just this functional being, just that's it. It's the first level of enjoying this life. The second level, if you've developed past that and actually you've been able to sit a bit further back and see it a little bit wider, slightly bigger screen, slightly well-rounded, maybe it's seeing things from a different perspective.

This is the mind. And you're not just a functional thing walking around. You've got a brain now and you're a computer and you're thinking about things.

Oh, I work for you. You work with me. You were rude to me at the Christmas party.

You're doing this. I'm doing that. I should say this.

I should say that. This is the psyche. And this is that voice in your head that's going on.

You know, everyone's like, oh, I haven't got a voice in my head. It's that one. This is the actor.

You're turning up and you're just acting. You're not living your good. You're not good.

This is what most of us are doing. Most of us are actors. I'm Dan.

I work at PPN UK. I start work at 8.30. I leave at 5.30. I am nice to these people, but I'm not nice to these people. I'm going to get my way.

I'm going to get ahead of these people over here by doing this. And all of a sudden, this body's now got a brain and it's starting to think about things. We're overthinking tasks.

Now we've got this script running and we're, all of a sudden, we're like, we're confused. And then we're questioning it. Now we're overthinking it.

And we've gone down this route over here thinking about this. And now we've confused ourselves. Now we're starting to get frustrated.

And we're starting to get anxious. And we're getting nervous. All of these things are the psyche.

This is the second layer of the theater of life where your brain rules your life. The brain and the mind has nothing to do with the soul. It's the computer that you've been given to control the body.

But most people in today's society with social media, politics, all the stuff that comes with just living on this planet in this time, it just completely overrides you. And you just don't have control over it. That's where most of us will be right now.

What I want to do is start encouraging you to move wider still and get out of this mental trap of what's good and what's bad and who likes us and who doesn't like us. And am I doing it right? Am I doing it wrong?

I'm good. I'm shit. I'm useless.

I'm amazing. We want to get out of this mind and psyche because your mind has nothing to do with your soul. Come back another layer.

We're looking at the spirit. And this is your energy. What we look at here is how in tune you are with your emotions.

So Jen brought me a great quote, which is on my desk in my office. And it says, your energy introduces you before you even speak. Energy is invisible.

Nobody can see it. Everybody can feel it. Are you the sort of person who lights up the room when you walk in?

Or are you the sort of person that lights up the room when you walk out? You have an energy in you. And the good thing here is you have control over this.

And this is your spirit. If you were to choose a religion or a source or the universe or spirituality to connect to, your spirit is this. It's starting to feel that I'm not Dan.

I'm not worried about what Kevin and Craig and John are saying. I'm like, I'm this spirit. I'm this energy.

Is your energy a positive energy? Do you live your life trying to add value to others? Do people come into contact with you and think, do you know what?

I want to spend more time with that person because they make me feel good. Do you send people messages? And there's three types of messages we send in this world or that we receive.

We receive treats. If you send treats to people, compliments, nice things, love hearts. I really enjoyed seeing you.

Really can't wait to see their treats. We send people tweets, little memes, little funny bits of information. You got your treaters.

You got your tweeters. And then you got your twats. And they send loaded text messages, you know, constantly some sort of like jab.

You know, are you sending messages to be rude? Are you trying to be rude? Are you trying to make someone feel like shit?

Are you, is your one objective with sending this message to, you know, the message is we're all right. Sit there for 25 minutes. I'm fucking having this.

Fucking hell. He's getting an angry face for this one. No, fuck it, I'll delete it.

No, I've done it. I'm deleting that. I'm not sending it.

These are the things. I want to tune into your energy. You have complete control over your energy.

You have complete control over your spirit. Are you connecting? Are your friends and family wanting more of you?

Or are they wanting less of you? This is the energy we put out into the world. Are you a positive energy?

Are you making people feel good? Or are you a negative energy? And are you making people feel bad?

We want to start tuning into this and understanding we have complete control. And remember, this is level three. This is starting to watch the theater from a deeper level.

The thing that's impacting your energy at the moment is your psyche because you're overanalyzing stuff. You're thinking, they don't like me. He doesn't like me.

I've done this wrong. I'm shit. I'm good.

We're getting in touch with the spirit. It doesn't matter if you're in a good mood or a bad mood. If you've got a good spirit and good energy, naturally things will just start to come well for you.

Put out good energy, get good things. Put out bad energy, get bad things. Success and failure are very predictable.

Mike Dooley says, thoughts become things. Choose the good ones. When you're engaging with your friends, your work colleagues, your family, just be with abundance and energy to try and connect them.

When you start to understand this better, you'll understand we're all part of this same thing. This energy, this universe, this soul, it's all part of the same thing. And you have complete control over it if you can get to level three.

At the moment, you don't. At the moment, your mind is controlling the messages you send. It's controlling the things you say.

It's controlling the relationships you have with people. You can't lose if you're positive. You can't lose if you've got good energy.

This is the spirit. What sort of spirited person are you? Once we tune into this, we start to have control over it.

And the spirit is more of a natural thing. It's more free-flowing. It's more about connection.

It's more about relationship. Just jumping in quickly with two things. So the first is if you're enjoying these podcasts and you haven't already ordered a copy of my brand new first ever released book Karma Credits, please go to Amazon now and order yourself a copy of Karma Credits by Daniel Hill.

And it'll explain to you the universal law of wealth, health, and happiness. And the second, if you want a free report that you can read straight away, go to www.boomorbust.co.uk to understand the five things that I'm doing as we head into this next phase of recession. Back to the podcast.

The final level is the soul. This is the self. The soul is who you actually are.

And whilst the spirit is very intangible and it flows and it comes and it goes, the soul is more deliberate. Your soul can have an ego. Your soul can make decisions.

Your soul can tune into things. Next to none of us will be at this level just yet. If you think about the actor being the psyche where most of you are at the minute, you turn up and you're acting.

You're on stage. You're playing a game. This is the director.

This is when you start to understand that you can achieve, and you've heard me say this before, you can achieve anything you want in this life. The relationships you've got with your friends and your family, you have complete control over. You are the director of what happens to you in this life.

And this is the soul. When you start to understand, you have control over everything that happens to you, everything that happens to your relationship, relationships, everything that happens to the business. We want to take control.

Is that a spirit? Take control. Engage with it.

Embrace it. And just start to understand that we have control over the soul and we share it with the spirit. I would encourage you all of you to start opening up and just engaging with this world in a much bigger way.

Here's a little tip for you as you go on to this next stage of your journey. The secret to the soul is not learning the layers. The aim of the game is not, right, I'm moving up to level two.

I've got this crack. I'm moving up to level three. I've got that crack.

I'm moving up to level four. It is not learning the layers, but losing them. And what I mean by this is the body.

The fundamental thing you've got to do with your body is look after it. It's the vehicle. You look after it, it'll do you a hundred years.

You don't look after it, it might last you 60, 70. Your body is the physical. Above that is the psyche.

We're not going to master the mind. You are never going to master the mind. It's a computer that's out of control.

What we're looking to do is drop it. We're not looking to say, right, how do I... I've thought about that.

Now I'm going to think about that. What I'm talking about is dropping it. How can you just drop the script, drop the computer, just stop all that stuff that's happening on a daily basis.

It's pulling you away from your spirit and it's pulling you away from your soul. Drop that dialogue that's in your head and clear it down. And then you'll start to get to the spirit, master the spirit.

And once you can start to engage with that as your energy levels, then we start to embrace the soul. The way you move up to the spirit and the soul is by dropping the psyche. It's not by mastering it.

You'll never master the mind and you'll never master the external. This is about moving through the gears. Your soul has an age.

Your soul has an age and you are either a young soul. So when I say about your soul, I'm not talking about this lifetime. So Garrett and I were having a chat at the retreat and we were talking about some of his friends and family.

And we're saying, oh, they're young souls. They're old souls. Or they're on this stage of their journey.

As a human being, you're born as a baby and then you grow up to be an adult and that's your life and your journey, young to old. As a soul, imagine condensing that down and one lifetime is now the tiniest little bit here. And you've lived, some souls have lived 10 lifetimes.

Some have lived a hundred. Some have lived thousands and thousands of lifetimes. Your soul has an age.

It's either a young soul. This is a sign that you're a young soul. Probably easier to take a picture of it because I'm going to rattle through it.

You love fun. Everything feels new. You're competitive.

You define success as power, fame and wealth. You prefer to be in a pack, a group or a tribe. It's not about what you know, but who you know.

Basic motivation is materialism. You act without thinking and look after number one. You crave excitement and attention and you're here to have a good time.

These are 10 signs that you're a young soul. Some people are sitting there going, oh, fuck it. Adam's under no illusion what he is.

You're fun loving. You're in it for the moment. You know, you're thinking short-term, short-term things to short-term people, playing the small game, looking at these sort of things.

You're here to have a really good time. Everything's new, exciting. Let's make the most of it.

Or you might be an old soul. You've been here before. It's not your first time.

It's not your first rodeo. And your mindset is a little bit different. So here's 10 signs that you're an old soul.

You're a big thinker. You don't sweat the small stuff. You're not interested in Louis Vuitton handbags.

You're more about the meaning of life. Mature, even at a young age. You enjoy self-actualization.

You seek wisdom over money. You value alone time. You're quite happy on your own.

You may well be introverted. You have a growth mindset. You want to know more.

You want to go quicker. You want to go faster. You're genuine.

But you might feel like an outsider or an outlier. You're sensitive to suffering. You don't like to see people having it hard.

You appreciate the small things in life. And you're very spiritual and you're seeking or you're searching. These are 10 signs that you're an old soul.

Want to know how old your soul is? Want to know how old your soul is? I'm going to do a little test.

Grab a pen and your pad. I'm going to ask you seven questions. This is going to tell you how old your soul is by age.

When you go back to your life partner, your business partner, your kids tonight and they say, what did you learn today? You say, well, my soul's actually 32 years old. They'll be like, that was a property course.

Seven questions. First one. When you look a newborn baby in the eyes, what do you see?

A new baby? A person? You look into the baby's eyes to see if they look into yours or stare into space.

Write down question one, A, B, or C. Don't worry about taking the photos. I'll stick, there's a link for this.

I'll stick it on the Facebook group. Just enjoy the test. Question two.

Your partner cheated on you. A, you knew this was the wrong person but stayed because you felt obligated. B, had a feeling you couldn't trust them but things weren't going well so you're not surprised.

C, you can't believe that it happened. Top tip, do not do this test with your partner. Learn more from my failures than my successes, people.

Got it? Question three. You lose your job and all of your income.

A, you worry you will never find another job or how you're going to pay your bills. B, trust it was for the best and maybe you're supposed to be doing something different. Or C, believe it's part of life.

It sucks but you start looking for a new job. Question four. When someone you love dies, A, you know they're in a better place.

B, think and worry about dying. C, grieve and think how sad it is for their family. Cool?

Five. When you see someone suffering, you A, feel bad for them. B, want to show them how they can fix it and do it right or better.

C, feel empathy but know they need to figure it out. Cool? Question six.

The purpose of life is, A, who wants to be a millionaire or not? Who wants to be a purposeful soul? The purpose of life is, A, we want to create what we want to create and make of it.

B, I've no idea, just to get through. C, to do the best we can and live right. Okay?

And question seven. God is, A, Adam Goth. A, something greater than us that created everything and we have to answer to.

B, is everywhere and everything, God is love and not separate from me. Or C, I'm not sure. Not quite what you expected from a Friday on Property Entrepreneur, is it?

Got it? Cool. So what we're gonna do is we're gonna add the scores up.

Are you a young or an old soul? So just a couple of things. I'm gonna post the group, post the link in the group, so you can do it again independently.

You can share with your friends, family, things like that. One thing I'd encourage you to do is really do it in a cave time session. Park the ego, because it's really easiest thing to do, is put the answers you think you want to put or what you want to get and you'll get them.

Run it again if you don't get the answer you're hoping for. The other thing is, without even doing the test, when you read the answers, you are the one you want to be. That's the thing.

When you, like wealth dynamics, when you find, oh, you know, that's got to be the best profile, it's because that's who you are. You are the one you think, oh, that's, you know, that's the best one. You know, that's because it's you.

Here's the scores. So question one, if you answered A, you score one. If you answer B, you score two.

If you answer C, you score four. Run through those answers and just run your score up and then add up how many points you got. So question one, two, three, et cetera.

And then the scores you get for each of those answers. The total is actually your category. It's not your age.

Because our souls can be hundreds of thousands of years old. Anyone else need a minute? Good.

Cool. So who scored zero to 13? Cool.

You are our young souls. You're a new vibration of energy recently manifested. Everything is new, being a physical being, riding a bike to aches and pains.

Relationships, the earth, it's all very new. Everything is interesting, fun at first. A new experience is challenging.

You're like a child in all aspects of life. Everything feels new, is felt fully from pain to happiness. You are usually the life and soul of the party and want to have fun.

You often wonder why can't people just be happy? You feel through every single emotion that you see and you need help and attention with pain, suffering, trying something new or issues that you come across. Things often feel difficult and others seem to be able to do it just so much easier.

When someone tells you something new or you learn something, it's like hearing it for the first time. School and learning was a challenge and you often need help or seek guidance. Things are not easy and life often feels overwhelming, but you have fun, you're genuinely happy and you're here to enjoy yourself.

Young souls, you feel better for hearing that? Of course we do. Zero to 13, young souls.

Travellers, travelled soul. You've maybe been here 50 times or 100 times. You've started to go on your journey.

You're a more deeper, dense side of vibration. You've been here more times. You've been in many manifestations.

Everything to you feels normal. You have very few catastrophes. You navigate through experiences fairly easily and you deal with whatever comes your way on your own.

You're generally content and accept life for what it is. You rarely need help, but you like to share with another who understands and is at your level. Pain and happiness are part of life and you go through the motions easily.

You've got this haunting feelings that things should and could be better and you often struggle to accept life the way that it is. When someone tells you something or you learn something new, it comes easily and you understand it, often as if you've done this before. You have a passion to help others who are not as experienced as you or understand things who are not as experienced or don't understand things as well as you do.

Life is what it is and you just enjoy the ride as best you can, making the best of whatever comes your way. 14 to 21, who's our travelled souls? Majority of the room.

Very good. Experience under your belt and you've got a lot of life ahead of you, lots of new opportunities to experience and challenges to take on. And then finally, the pensioners.

22s to 28s. You're a very, very dense vibration of energy. Having collected and being part of most manifestations in life and experienced much of what happens in life, experienced much of what happens in life before.

You know how things should be and can be better and you try to help and raise the vibration of those around you, carrying a real deep empathy for others. Life comes easily to you and you know how to create abundance. You always have what you want and you always have what you need.

You're always giving advice or helping others. People are just naturally drawn to you. You don't always enjoy having to do the things you do, but you know they are just part of life and they are your responsibility.

You understand the gamut of emotions and feelings that you have are intuitive and compassionate. You often feel ignorance is bliss. How can others not know what you know and not see what you see, especially how things could be so much better for everyone?

You have a deep inner peace, you know truth and that we are all responsible for everything we create and everything we have ever created. Who's the pensioners? Cool.

Hopefully from reading that, you're starting to get an insight into why you are how you are. And young souls, you'll love the fact that you're a young soul because you can start to relax and think, it's okay to be here to enjoy myself. I've not been here many times before.

I'm not going to be here many times again as a young soul. I'm here to get the Louis Vuitton handbags. I'm here to drink the Bacardi Breezers.

I'm here to have a good time and go on spring break. Yeah, I'm an old soul. I've been here thousands.

This is not my first rodeo. I've been here thousands of times before. I scored 26 out of 28.

So I'm about as old and boring as they come. Guess what Adam scored? I say no more.

Hopefully this starts to tune you into who you are Here's an interesting thing as well to benchmark. My soul's been here a long time. I just know things.

I see things. I don't understand why you guys see them. I know things.

I don't understand why you don't know them. I try my best to boil them down and communicate them to you because I know everything can be so much better for you when you understand them. But equally, my soul has been here a hundred times and this or thousands of times.

I've been here more than a thousand times. I believe I've lived more than a thousand lives. Your soul can be older than your parents.

My granddad is a young soul. I've never tested him. I just know he's a young soul.

So my soul is older than my granddad. So we start to calibrate against things like this. And what we want to do through this, when you understand the soul, you start to tune into it.

You understand the psyche, the body, the physical, the psyche, the spirit, and the soul. It's become the director. Start to take control over the theatre.

You don't need to turn up and be an actor. Tune into, drop the actor, drop the psyche. Be the spirit, connect with the soul.

This is the aim of the game. From today leaving here, just tune into the facts. If your mind is making your decisions and forming your communications and defining your relationships, time to work on it.

Get to the emotion, get to the spirit, get to the soul, and just start to connect with everybody. We want to untether your soul. Your soul has been tethered.

Society tethers the soul. Society is stopping you from everything that you want to achieve. We need to untether it.

We need to unconnect you. You're not living your spirit and you're not living your soul. After today, I want you to start tuning into it.

When we're born as babies, we have no awareness. We have no rules. We have no lines.

We have no conditioning. We have no script. We're a soul in the rawest form.

As we start to grow up, we start to be told rules and we learn that's yes and that's no. That's correct and that's wrong. And we start to create these little rules and these little walls.

As we get older, these little walls that we start to build turn into little rooms. And all of a sudden, this is now the definition of what is right for you. And this is now the definition of what's wrong for you.

And this is the definition of how you should treat other people. And this is the definition of how other people treat you. You create these rooms.

And before you know it, just through general society, you end up stuck in this box. And this is where you are. Between your body and your psyche, between your physical and your mind, you've created a set of rules in your head.

And you're constantly thinking about all these things. If we're going to untether your soul, we need to connect you to all of us. We need to get in tune with the intangible.

We need to park all of that conditioning that's slowing us down and get through it. And this is where I'm going to take you. One of my biggest lessons learned, so three things for you.

One of my biggest lessons learned last year, challenge your perceptions and challenge your assumptions. You believe something to be true. The way that somebody, the way that your friends treat you, the way that you've got a relationship with somebody in your family.

You have beliefs about that. The way that you communicate with others, the way that people treat you, you have beliefs. Challenge your perceptions and challenge your assumptions because I can assure you, many of them are incorrect.

Last year, two of my biggest challenges and perceptions that I challenged that I've shared with you. One was property entrepreneur can never run without me. The blueprints are now run by Adam and Josh, and it's sold out at the highest price and the quickest time for the most amount of people ever.

That was completely wrong. And then the second was when I had my hypnosis. I was like, why am I so, why have I got such a high work ethic?

Went back to my childhood, went through my journey and realized it was because of my parents' expectations. I had this huge opportunity to develop and it gave me everything I needed for 10 or 15 years. But then it became my conditioning and my script.

And I believed I had to be up at four. I had to be working until six. And it wasn't until I started challenging these things that actually they're not their perceptions anymore.

They're my perceptions. And that allowed me to decide I don't, my ego doesn't need multilet anymore. I don't need to have a big business and I don't need to be busy and it allowed me to actually sell the business, step down and retire.

Because I challenged those perceptions and challenged those assumptions. This weekend, listen to the things that are going through your head that you believe are facts and challenge them. The way your parents treat you, the way you read a message that's sent from somebody.

Guarantee you, many of them are incorrect. The second, to untether your soul. You want to be able to, you want to be able to develop the ability to observe your emotions, but not absorb them.

Your emotions are controlling you. They're your psyche. You believe these things.

They're upsetting you. They're frustrating you. They cause you pain.

When you get irritable, observe your emotions, but do not absorb them. Just watch them. Just watch them go, acknowledge them, float like a swan and then allow logic to prevail.

Observe them. Don't absorb them. That is the body and the mind.

We want to get into the spirit and the soul. And the next one, this will change your life. Don't feel pain.

Feel pity. If you think this world is an external game, you're wrong. It's an internal game.

It's a one player game, this life. You can never control the external world. We need to get internal.

Don't carry, those of you who read the Bible or other religions talk about, don't carry the coal. You're failed relationships. You're failed careers.

You're divorces. You're broken relationships. You're broken families.

You're carrying this coal around and it's burning you every single day. When somebody causes you pain and upset, don't allow that pain to get into you. Don't feel pain for yourself.

Feel pity for them. I wish you could see that behaving that is not going to get you where you want to. I wish you could see that this is not the way to enjoy a good life.

I wish you could see there's another way to behaving with your thing, whatever it is, business, life, relationships. Don't feel pain, feel pity. Don't carry that coal around because it's not hurting anybody else but yourself.

Few things. We want to untether you and release you. The first thing is the thorn in your life.

We've all had thorns in the past in your foot, in your hand. You've got two options with a thorn. You remove it.

It's painful. It bleeds. You might have to cut the skin, but you deal with it.

You get rid of it. And for the rest of your life, you don't have to worry about the thorn or you live with it. You carry it around in your foot.

You carry it around in your side. You carry it around in your hand. And you might forget it's there.

It heals. You're just about over it. And you go to a party, a work do.

Someone shakes your hand. Ah, they catch the thorn. They've upset you.

They've annoyed you. You've remembered about a past thing you're carrying around. You've got these thorns in your life.

You can either just live with them. And every time it happens, you get upset. You get frustrated.

Every time your boss talks to you or your business partner in a certain way, you allow it to get to you. That's a thorn. That's your responsibility.

Live with it. And get that pain every time it hits you. Or deal with it.

Carve it out. Realize it's not to do with you. It's to do with them.

Carve it out and get rid of it. Starting into what are the thorns? What are the things that are causing you upset?

What are these things you're walking around with? And when someone bumps into it, it's agony. Let's start thinking about carving some of them out.

Let's start with easy things like traffic. If you're still at that very entry level where everything annoys you. Ah!

That's not the soul. That's the body. That's the mind.

That's the psyche. That's a very... Play small games.

Win small prizes. Start dealing with that. Realize that's not a good thing.

Observe your emotions. Don't absorb them. Start letting people out in traffic rather than getting annoyed with them.

Start tuning into the little things and work on those first. Where do you get irritable? Where do you get frustrated?

Where do you get upset? Deal with those little things. Then move on to some bigger things.

So... Went... Flew back from...

Mallorca last week. What... Just watching in the airport all of the bodies and the minds walking around.

Any opportunity to moan. Stand in the bags. Rrrrrrrr!

Like, oh! It's hot in here. It's cold in here.

And I just stood there. My palms open. Deep breaths.

I'm like, we've all got to wait for our bags. Let's like, chill out. Like, trying to put my beads on them.

I'm like, come on. Come to my house. I look after you.

Let's give you a bath. Or I don't know where that come from. Start tuning into these.

Play small games, win small prizes. If this is the definition of being in the moment to you, you're going to get a very small return. Start tuning into those things, get rid of them.

You're going to start kicking yourself. This is a very British thing, the negative positive. How was your holiday?

Do you know why? It was fantastic. A bit rainy on Tuesday though.

Did you have a great day at Property to Entrepreneur? It was amazing. Traffic though.

In Britain, every time we say something positive, we have to follow it up with a negative. Stop that. They're the thorns, that's the mind, that's the psyche.

Just park that. There is no value in it at all. And then start to work on the deeper stuff, the trauma, the scripts, the childhood, whatever it is, the broken relationships, the divorces, the trauma you've experienced.

Then we go into the deeper stuff and start to work on these thorns. It can take months or years to get rid of, but just be on this constant journey of self-awareness and pulling ourselves into it. Next thing is the energy centre.

Your heart is your energy centre. You might think energy comes from Nespresso and Red Bull, but it doesn't. It comes from your heart.

Your heart is your energy centre. You can have a closed heart or an open heart. Most of you have closed hearts.

You've grown up, you've had bad relationships at work, you've had relationships, blah, blah, blah, you've had loads of bad shit happen to you, and we've turned into these closed hearts where we're curled up and we're arms crossed and we're just in this sort of moment. You may have seen these become popular during the last couple of years. These are basically lampshades that you can have the light on, but it's pitch black, and you pull it and the light comes out.

This is your heart. Your heart is your light. It's your energy.

Everything's in here, but if you're curled up all the time and you're like, oh, negative, just scrutinising over the world is against you, I'm shit, blah, blah, blah, you're going to be constantly closed, but all that light is still in there. We all have the same amount of light. You just need to pull the cable and open it up.

A flower is exactly the same. Imagine how much beauty there is in a flower. This is the light and the energy and the beauty that's in your heart, but it's closed.

You walk through life tense and just restricted. It's not until that flower opens up that you can start to actually feel like I can be myself. I am here to add value.

I am like a beautiful plant or a flower, and I'm going to be a beautiful human being and a good soul, and you just open up and start connecting. You think about the chrysalis. You grew up as a caterpillar.

You learn all these things. You go and do all this hard work to try and be the best person you can, and the outcome is you're locked up in this chrysalis, and this is where most of you are now, and you feel tight. You feel nervous.

You feel defensive, and that's how you engage with your family. It's how you engage with your friends. It's how you behave at work, and it's all very, very militant.

If we're going to crack this sole purpose, we need to just start opening it up, and it can be even as basic as when you're sitting on the train. Just don't sit there with your arms crossed. Don't sit there with your arms crossed.

Sit your arms open and start to breathe in and think about when you're like this, you can't even really take a good breath. Just start to open up and just look at things with a much more open view. Open your palms.

Open your chest. Open the way you engage with the world, and just start to walk around. We're not here to be better than each other.

We're not here to shaft each other. We're not here to be negative. We're all part of this universe, and these souls are all together.

All of us are on the same journey. If you can really open up and start to connect and just appreciate we're all here together, show the love, show the light, show the connection, and allow the spirit to come out. Allow the soul to come out.

Trust me, not only will your businesses thrive, your days will be so much more enjoyable, and your relationships with yourself and others will be so much more rich. This weekend as we go into it, start to think about even physically when you're walking around. Breathe deep, and just imagine your heart is open.

Your chest is open. You're bringing in this light, and you're sharing light with everybody else. Start to connect it, and this is where your soul will start to come through.

You'll start to see how beautiful a person you could be. You'll start to see how beautiful your life could be, and you'll start to connect with people on a level most people will never experience. A couple of quick bits to finish.

The first with untethering is internal versus external. Life is an internal game, not an external game. You have control over everything — your business, your market, your deals, your relationships.

You have control over everything. If you think the world is against you, or your friends are against you, or your family against you, that's your problem. It's not theirs.

That's how you view it. Life is an internal game, not an external game. You have control over your emotions.

You have control over your mind. You have control over all of the good things, and all of the bad things that happen to you. life is an internal game, not an external one.

Second is your inner roommate. You've got this voice in your head and these assumptions and these perceptions about what other people think of you, the way they behave, the decisions they make. Challenge them.

They're wrong. They've been built up over years or decades of incorrect viewpoints, or a trauma that happened to you five years ago, ten years ago, and you're carrying it around with you in your heart. We need to flush that out.

Life is an internal game, not an external one. You need to crack the internal. And then finally, and you'll read this in Book of the Month, Untethered Soul, is death is a gift.

When you realise that life has an expiration date, and it might be in six months, it might be in 60 years, it's going to come at some point. Your soul is going to live on. We're going to say goodbye to each other in this world, but hopefully at some point we'll cross again with our souls.

When you understand life has an expiration date and it ends, it allows you to make the most of every single moment. Tune into this every day. This is the only day you're going to get of this.

You can't relive today. That's it. Make the most of it.

Death is a gift, and start tuning into that. Finally, a quote I'm going to leave you with, and then five things you can work on. This quote will change your life.

I am the sky. Everything else is just the weather. You are the sky.

You are the big blue sky. It's consistent. It's all-seeing.

It's ginormous. It's above everything else. Underneath that, it's just the weather.

You have a great day. Look, some sunshine. Great.

Play on the beach. Oh, there's a rain cloud coming in. Oh, one of your family's upset.

Oh, there it goes. Oh, blimey, it's happening over there. Team member's having a meltdown.

Shit, fuck, it's lightning. I am the sky. Everything else is just the weather.

You are the sky. Everything else is just happening underneath you. Just let it pass.

It'll come. It'll go. Just roll with the punches.

You are the sky. Everything else is just the weather. So the aim of the game with this asset is who am I, and why am I here?

If you want to crack the self-mastery bit about what jobs you need to do, how are you going to be most in your flow, how are you going to most enjoy this, Ikigai and Wealth Dynamics, the academic parts. Next one, and this is where the academics start to meet the spiritual, self-actualisation, the soul test, we've just done that, and human design. If you've not done human design already, a programme will have a speaker for you later in the year.

With your date of birth and your place of birth, they will tell you exactly who you are, the way you behave, the things you do. They've never met you, they don't know your name. They will tell you everything you need to know about yourself.

You will read it and be like, wow, that's like my best friend or my partner wrote it. Human design. They're the academics of it, although human design is spiritual.

If you didn't believe me that, like, how does this stuff even happen? The secret language of birthdays. This is a book that I would recommend you get, or one of you get and share it with the others, and it's got one page, or sorry, three pages for every birthday in the calendar.

You read what day you were born, and for three pages, it will be like reading your autobiography. Don't ask me how, don't ask me why, just trust me that this stuff is already out there. You want to go and make the most of it.

And then finally is meditation. Advanced, we've done this before, programme will be having a session with you later in the year. We want to master the mind through the art of meditation.

Get tuned in, focus on your breathing, relax, calm the mind, get rid of the noisy roommate, get rid of all that stuff. Let's drop the body, let's drop the psyche, let's get into the spirit, let's get into the soul, and let's try and connect on a much, much higher level. A few top tips.

Set yourself up for success. Who are you? Find out what you're good at, find out what you know, what you like, what you get paid for, what society needs, that's what you want to do.

You are everything. Just trust me. I am you and you are me.

We are all connected on a spiritual basis when we're talking about the soul and the universe. You are everything. Open up to it.

When we leave here today, when you're out at the weekend, open your chest, open your hands, palms to the sky, breathe in, and just be connected with everyone. Just think, wow, of all of the things we could be at all of the times, we're a human being on planet Earth living this life. It is an absolute miracle, and you might have to wait another thousand years to get this opportunity again.

Open up, soak it up, and forget about the small things in life. Life is an internal game, not an external one. The soul leaves clues.

I believe I'm on this spiritual journey now looking for clues. I believe that all of the souls, including myself before me, have left clues, they've left books, they've left religious and spiritual scriptures, they've left these clues. I've finally retired now, and I've got my space back.

My job is to go and hoover up all these clues as quick as I can, and then see what the next part of the journey looks like. Go and find those clues that are out there, and then finally, life is for living. Enjoy it.

Be positive. Be connected. Have good relationships with your friends, your family, your parents, your kids.

There's nothing else to life apart from relationship, and if you want to go into the soft thing, this is just like love. It's all about connecting and getting all of that through. In order to do that, you've got to pull the thorns out.

Deal with the shit. Get rid of it. Don't carry it around with you, because every time it gets hit, it's going to ruin your weekend or ruin your week.

And then finally, don't carry the cold. Feel pity, not pain. When somebody does something to upset you, that's their shame on them, not shame on you.

Life's an internal game, not on an external one. Enjoy that, ladies and gents? I hope you enjoyed this episode of the official Property Entrepreneur podcast.

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And if you're not already in the official Property Entrepreneur community on Facebook, there's over 8,500 of us in there now. Join that group, and if you're not in one of the private WhatsApp groups, maximum of 20 people in each group, in the show notes, type VIP podcast and send it to the number that's in the show notes on WhatsApp, and we'll get you added to one of the private VIP WhatsApp groups where you can request your own podcast. It will be dedicated to you and your business.

And every Tuesday, I'm in there answering questions, giving you one-to-one direct support, and we don't know how long we're going to keep these open for. Success and failure are both very predictable. I will see you on the next episode.