**PEP 117 Edited2\_Transcription**

[Daniel Hill] (0:05 - 0:44)

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.

[Speaker 3] (0:47 - 0:53)

Next up, year of bringing the balance. Mr. Mark Shaw, let's give him a big hand, please.

[Mark Shaw] (1:04 - 4:46)

All right, best of luck. Okay, hello, everybody. Thanks for the votes.

So yeah, this my year has all been about bringing balance. My personal objectives are all based around my personal values. I can't see that, so I'm going to keep turning at this.

Heart and home is all about family life for me and our home. Health is wealth, is about having a sort of a lifestyle, healthy, sustainable life. And my time, any time was really about getting control of my time and really just focusing all my time on high value areas.

For the professional objectives, automate and accumulate was all about the financial fortress. Partnerships and collaborations were about generally working with others to add value. I'm generally not a team player, so this was a real move for me forward.

And teach and grow, I was looking to start a coaching program in property investment for quite a long time. So this is where I thought I'm going to actually focus on getting this up and running. So the successes I'm going to cover are three of the personal values.

And it's going to start with teach and grow. So this actually was a logo that Dan helped me with in 2015 that I've never actually got around to setting that business up. So I just thought I'd use that on this slide, make it look a little bit more professional.

So last April, I started an online Zoom mastermind. It was completely by chance. And what it is, it's basically teaching people to invest in the properties the way that I do.

It's something I'm quite active in. I've acquired 61 properties in two years. So what I thought is if I could actually teach somebody, if I started again now, knowing what I know now in today's market, how would I invest?

So what I do is I teach lease options, assisted sales, working through agents, joint ventures, private finance, tax efficient strategies. And what I'm doing is I'm just teaching people to replicate what I do. So we're on our third intake now.

Each time following the campaign template, it's oversubscribed. So this went on my Facebook stories back in August. And in two days, I've already got double the applications that I need.

So I'm not a big social media person, but that works for me. What I like about it, though, is that the profit margin is over 99%. My total annual cost for operating this, I know, I know, I'm going to try and reduce my banking fees.

So my total fees, my total cost is basically Zoom and bank fees. There's no other cost that needs to go through that business. So that's part of the reason why I like, obviously, the 99%.

But what this also allows me to do is to keep under the threshold. So that makes it more affordable for other people to join the business. But most importantly, for me, that gets easily distracted and keeps chasing opportunities.

I've set a limit. I can't make more than £85,000 on this business, well, £84,300 on this business. And that's how I'm going to keep it.

So it's a nice bit of income to come in, but it takes eight hours of my time up. So I'm very happy with that. Top tips I would give anybody that's looking at entering into this space is understand your superpower.

Everybody's got one. Run a small beta test group to see whether it's of interest. I did mine through Facebook.

And add value and develop the content. Don't wait until you've got a program. I was literally writing the slides of the day that I had the Zoom course booked.

So you just learn and you just move forward of what's that in value.

[Daniel Hill] (4:48 - 5:22)

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.boomorbus.co.uk to understand the five things that I'm doing as we head into this next phase of recession. Back to the podcast.

[Mark Shaw] (5:25 - 11:28)

The second one where I've had the success in is I've sold all my businesses, all my trading businesses. In October last year on the property entrepreneur session, something was said and on the way home, I decided I was going to sell my business. So on the Friday night, I emailed somebody that had previously approached me and shortly after that, we agreed the sale.

So those businesses were all sold 1st of April, I think, which is ironic to tell the staff because they didn't believe me. So from that point, I had no staff, I deregistered all the other businesses that were associated companies and I've got no complex bookkeeping, which was the tax efficient part. And I now have got eight hours that I commit to the Zoom, which is the online mastermind.

So that's really my only time that's committed to other things. So technically, I'm retired. So I spend my time now, Dan got me into meditation two years ago on this program.

And this is my main meditation spot. This is where I read. This is where I do a lot of my property deals by laptop.

So I'm just kind of working in nature with most of my time at the minute. Again, top tips. The eye opener for me was to slow down to speed up.

When we went into COVID, what I realized is that my passion is property investment. But things that I wouldn't pay attention to when I was working in the business, I now had the time to pay attention to rather than thinking that I'll get back to it later, which I never did. You've got to know your cash flow, profit and asset.

I want to sell my businesses if I didn't have all these areas covered. So, you know, it's covered in a podcast. You've got to have your cash flow in order before you can start playing with the profit and direct your profit to the assets.

So you've got that long term plan. And yeah, build a plan. The three months at the beginning of the property entrepreneur year, we didn't do it back in 2015, that I can remember.

But two years ago, that was a game changer for me. My life was designed in those first three months. And it's just continued the process up until now.

So health, that's my back. That's the first time I saw my back, actually, because you don't normally look at it in the mirrors. So health as well.

So again, you know, I went back to Dan at the beginning of the programme and I said, you know, can he recommend a coach? He recommended RNT Fitness. So I signed up with them in May last year.

That definitely gave me the structure and strategy and systems. I'm not one for following a set routine, but I really sort of took this on board. And this kind of kept me straight.

I'm 51 or 52 now. I'm not sure which one. I'm a creator.

But I am in the best shape of my life for 30 years. Since, you know, university, I can't remember being in this good of shape. So overall, the figures, there's five and a half stone I lost, 35 kilos.

13 inches off my waist. So, you know, this is why I'm really in these baggy trousers. And the machine told me I was 5.3% body fat. It's a machine, they don't lie. Thank you. So, top tips.

I would definitely go to this book. You can get it on Audible. It's the RNT, Akashi's book.

It is a beautiful book to read. It smells nice. Yeah, the writing is big.

They've got some pictures. But yeah, I think I'm on this. I'm reading it now for about the seventh time.

So I'll definitely get that book. I can send you a link. And follow the five-stage process, which ironically works in business in most parts of your life.

And for me, it was just remember health equals energy. And energy is where you get your productivity from. So the way you do one thing actually impacts everything else.

So this was me last year. This was me last month. Obviously, tanned up a little bit.

And for three-dimensional, those that are more visual, that's another shot. And then that's there. So my biggest challenge, apart from presentations and using a mic, is prioritizing and focusing on what matters the most.

Now, yeah, I did the transformation. I sold the businesses and retired. And I've got a nice little online program going.

But they were all about me. What I should perhaps have been focusing on is the heart and ear mass spec. Because that impacts the family.

We've got a self-build that we started building on the original Property Entrepreneur without plans. You can build a house without plans. And we're still finishing it.

So we've got stairs. So we've got stairs without spindles. We've got a swimming pool without water.

We've got a patio without any bricks, that kind of thing. So I really need to focus my time on that now. So that's the biggest challenge.

What do you focus on? And the biggest lesson learned is life needs to be designed with intention. And what I found is it's got to be based around your personal values.

Because if you've not got it based on your personal values, you just won't stick at it. And your values determine your vision. So even though if you don't necessarily know what your vision is, you've got to know the kind of direction that you're moving towards.

And I found that, I realized that when I slowed down to speed up and as I say that, that really came clear to me October, two years ago, when we did that first three months on Property Entrepreneur. So to summarize, in the last two years, this has been life by design, but this wouldn't have happened without this last two years. The first three years of Property Entrepreneur was about business.

It was about scaling and systemizing, which I kind of did it in sort of a way. But these last two years is ultimately resorted in me being retired, transformed. And yeah, I'm happy at the minute.

Okay. So thank you.

[Daniel Hill] (11:29 - 12:35)

I hope you enjoyed this episode of the official Property Entrepreneur podcast. If you are not already subscribed, click subscribe now to make sure you never miss an episode again. If you're not already following me on social media, Instagram is propertyentrepreneur underscore.

Facebook is Dan Hill. And if you're not already in the official Property Entrepreneur community on Facebook, there's over eight and a half thousand 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.