**PEP 121 Edited\_Transcription**

[Daniel Hill] (0:05 - 21:44)

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. Hello, and welcome to the next episode of the official Property Entrepreneur podcast. It is the 3rd of January, 2023, and we are all celebrating the turn of the new year.

I just want to take a moment to wish you a happy new year. I'm sure Christmas and overeating, overdrinking is out of your system, and it's now time to look towards the new year and the new you. In this podcast, I'm going to take you through the top 10 tips that I would recommend I've seen to be the biggest game changers to those that have actioned them, to enable you to make 2023 your best year on record.

So happy new year, best year every year is what we want to aim for, and the only way we can do this is by having a life by design, rather than a life by default. And this can be our personal lives, it can be in our businesses, but we need to do it intentionally and deliberately, otherwise we just fall into the default of either following what everyone else is doing, or even worse, doing nothing, not feeling good, and another 12 months disappears, and life's too short for us to do that. So I'm going to take you through the top 10 game changers that I've seen people execute over the last 12 months, in a bid to enable you to do the same, and make 2023 your best year on record.

So the first is what I'd encourage you to do is start to think big. Now you've heard people say this before, but I want to break it down for you, and what I mean here is you have a number of glass ceilings in your mindset that are stopping you from going to the next level. Now these could be your hourly rate, they could be what you're capable of achieving, your strengths, and your actual ability to go out and have success in whatever field you choose, but that's capped at a certain level.

What I want you to do is think big, break through that mental ceiling, and think of a target mentally, physically, financially, in business, in your personal life, that is out of sight, but is, sorry, is in sight, but is out of reach. Now what I mean by that is you can see it, so you know it's physically possible, but it's out of reach. In your current experience, expertise, actions, capacity on a daily basis, if you did what you've always done, there's no way you would get there.

So it's in sight, you know it's possible, but it's out of reach. Have a think about that, and then what I want you to do is break it down and start to see how could you actually achieve it. What you'll find is this will take your mindset to a whole nother level, because the level of thinking that's required to achieve that think big target, that's in sight but out of reach, is completely different to where you're currently operating now.

What it'll do is it'll break the glass ceiling, allow you to think at a whole new level, and then you can work it back from there and see where it may or may not fit into your plans for the year ahead. So number one is think big. Number two is the task triangle.

Now if you listen to our podcast, we recommend this every single year, because it's the single highest value exercise that will increase the value you can add on an hour by hour basis. This podcast is a fantastic example. This podcast is currently being recorded by me, it'll then be edited by my copy editor, it'll go off to the production team, and it'll go into national magazines, it'll go onto the podcast, it'll go across various social media platforms, because I know how to use the task triangle.

What I want you to do is focus more time this year on the top end of the task triangle, which is the high value task only. What you then want to do is delegate all of the medium value tasks that support that high value task to a team of high performers and vital team members around you who are focused and skilled to execute that for you. And then have them delegate the low value task to your functional workers, your VAs, your third parties who go out and do the low value element of that.

The more time you can spend in the high value element of the task triangle, the quicker you will progress through the levels, become highly leveraged and highly valuable, and do nothing and delegate everything. If you've not listened to the task triangle episode, it's episode 49, and it'll explain that to you in detail. It'll increase your capacity, reduce your workload, and increase your hourly rate.

Number three is play the long game. What we want to do here is change your mindset from scarcity and fear and take in to love and abundance and give in. Essentially, you want to give more and you want to take less.

Life and business is all about playing the long game. And what I want you to do is stop focusing on getting everything you can out of the deal at hand and instead start to focus on your relationships and developing those long-term relationships over short-term transactions. If you focus on relationships over transactions, you will get into that top 5% who own the industry, run the market, lead their space, because they've dominated over the long term, where everyone else disappears in the short and the medium term.

If you've not already listened to episode 104, this is karma credits. And what I talk about there is how to give more, take less, and over the long game, you will, by default, 100% get everything you're trying to achieve. Most people think that the secret to success is about negotiation, is about sales.

It really isn't. My secret to success and wealth, health, and happiness has absolutely been karma credits. And if you haven't downloaded our best-selling book, go to Amazon now and you can buy karma credits.

And it'll explain to you in... It's only a small book. You can read it in less than a couple of hours.

It'll explain to you how to play the long game, give more, and take less. 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 release 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.

Number four is leaning on what we talked about in the task triangle is raise your rate. What I mean by this is if you have a growth mindset and you want to progress every year, you want to be increasing the rate that you either charge or make by using the exercise of raising your rate. In the same way that we talked about thinking big and the fact that you've got glass ceilings, that are stopping you from taking on the challenges and achieving what you can, raising your rate is the same.

You will have a perception as to what your hourly rate is, and we want to break through that glass ceiling of what you actually charge. The mindset here is we want to constantly push for the next new highest paying client and then adopt the mindset that every new highest paying client is now your new lowest hourly rate. And what we do here is adopt the one in one out strategy.

The way you do this is calculate what you earned last year, the amount of hours roughly you worked, and that will tell you hourly rate for 2022. We then recalculate the same for this year. How much do you want to make this year?

How many hours are you prepared to work? And then that will give you your target rate for this year. This concept will fundamentally define those who move forward in their wealth creation and those who get stuck in the mud.

And if you haven't listened to episode 51 on the Official Property Entrepreneur podcast, go back and listen to that now, raise your rate, and it will explain to you how to do this step by step. Number five, and this is one that the masses believe, but the minority actually execute is health is wealth. From personal experience doing this for 20 years, I can tell you that prevention in health is much better than the cure.

And what we want to do is build out a set of habits that enable you to live a full, healthy, energised life and understand that working out is winning and that mental and physical wellbeing are both two sides of the same coin. There's five steps to the health blueprint that we teach on Property Entrepreneur. And using the RNT Fitness blueprint, we build out our steps, our sleep, our diet, our water, and our workout habits.

And if you nail those five basic habits, your health will be in the position it needs to be of your AAA game to enable you to go and achieve the wealth that you aspire to achieve in the short, medium, and long-term. Games should be fun, and we're going to talk about this in a minute. And the best way to achieve this is to set yourself a challenge.

Find a health challenge this year. Maybe it's going to the gym twice a week. Maybe it's running a half marathon.

Maybe it's walking 10,000 or 12,000 steps every day for 365 days. Set yourself a health challenge. Execute it relentlessly.

And I guarantee you this will, over the medium and long-term, have a very high impact on the quality of life and the wealth and progress you're actually able to achieve. If you've not read the... Sorry, if you've not listened to the podcast, episode 44, The Letdown Effect, that will show you the damage that's caused from a lack of investment in health.

And if you want the blueprint that we use that we get from RNT Fitness, episode 26 is called Your Health. And that'll take you through how to put that into practice. Number six is, as we talked about in health, choose your challenges.

What we want you to do this year is raise the stakes, up the ante, and choose your challenge. Because if you choose, you can either choose your challenge for you in life, or you can have your challenges chosen for you. This year, have a think about in wealth, in health, and in life by design, what challenges can you set yourself to push you up to the next level?

When you have these, you will get more momentum. You will have more commitment. You will make more progress.

You'll have a reason to actually go and achieve it. So wealth might be, for example, saving your 20,000 pounds to go into your director's ISA this year for the first time. That'd be a huge achievement.

The second might be for health, running a half marathon or a marathon, and every day focusing on that bigger target and defining your habits and your decisions by that challenge. Or the third for life by design might be to build your business into a way where it enables you to go part-time. Choose your challenges.

I think this is episode number 116 on the podcast. Have a listen to that. And if you want to have this new year, new you, and take it to the next level, choose a set of challenges which you can focus your energy and effort on, and they will take you to that next level.

Number seven is plan your time. So how we live our days is literally how we live our life. And if you want this to be your best year on record, you need to actually define what is your life by design going to look like.

If you want to achieve it, have the perfect day, what does that actually look like? And if you don't choose a life by design that's intentional, you'll experience a life by default, which is just painful, panicked, rushed, and unenjoyable. The two things I'd recommend here, which are fundamental game changers, would be Sunday sanity to schedule your calendar every week, and then seasonal schedules in line with the four quarters.

If you've not listened to the podcast that we did on this, New Season, New Schedule, follow the blueprint in there. It's episode 108, and it will show you how to plan your week, your month, your quarter, and your year to live a life by design, not a life by default. Number eight is level up.

This year, we've taken every single, we are taking every single one of our property entrepreneurs on a level up year to celebrate our 10-year anniversary of property entrepreneur. The three steps that we've taught them of how to level up include number one, know your place, like where are you in the journey? Number two is to know your destination.

You know, where are you actually heading? Where do you actually want to go? And what does that destination look like?

And then the third is there's no new problems. There's no new challenges. What are the steps?

What is the blueprint that you need to actually get you there? And then all you have to do is execute. When you know your place, you can own your space and you can build a plan and a blueprint which will enable you to step change to the next level.

All of these blueprints are out there. I've done this for the last 20 years. We teach these on Property Entrepreneur.

We give you them for free in podcasts like this. Know your place is episode 94 and it will tell you where you are, where you want to get to and what you need to do to get there. Number nine is self-awareness.

Self-awareness is one of the biggest things that are holding most people back because they just wander through life in a zombie-like state and have no awareness of what's actually going on around them. This year, if you want to have your best year on record, really start to tune in to increasing your self-awareness. Understand and be receptive to what's happening around you, how you engage with others and then take that to the next level.

When you have self-awareness and you're aware of the impact your actions and communication are both having and being received by others, you can then develop that to be more intentional, more strategic and take everything to the next level. If you've not listened to the Speak My Language podcast, I talk about the fact that I speak 10 different languages and they're all English and this is taking self-awareness, which is episode 79, and the ability for advanced communication to talk everyone's language, which is episode 59, to the next level. I guarantee whether that's in your personal life or in your businesses, it will fundamentally take your life and your business in 2023 to that next level.

And then finally, number 10 is play the game. This is all a game and the more I develop, the further I go in my life, in this journey of personal development, self-exploration, achievement, success, growth, whatever you want to call it, the more I realise that this is all a game and in a world where nothing actually matters, you get to choose what matters. And if this is all a game, games should be fun.

And this is all about the blueprint that I've built over the last 20 years. I've been teaching for 10 years and this is the Property Entrepreneur Blueprint. There's three levels, there's four seasons and there's only five problems.

This year, focus your energy and effort on playing the game. Build the game out, set the rules and then play the game better than anyone else. And I guarantee whatever the reward is that you want, it will be there waiting for you on the other side.

So smile like this is literally it. If you're going to play the game, why not do it to reach your full potential? And really having any of you that have achieved success, recognition, awards, financial gains, whatever it is you want to achieve, you'll realise that actually the end of the rain, the pot of gold at the end of the rainbow and crossing the line is somewhat of an anti-climax.

Enjoy the journey. It's all that there is and unfortunately it'll be over before you know it. So if you want this year to be your best year on record, play the game, set the rules, break down the blueprint and then go out there and have some fun with it.

And episode 87 is the full blueprint that we use and you can now go and put into practice for 2023, new year and a new you. So new year, new you. Let's make this your best year on record.

Tune into these free podcasts every Tuesday and step-by-step I'll take you through everything that I've learned, everything I've mastered, everything I've put into practice which has enabled me to get the things that I set out to achieve. And heading into 2023, you can do exactly the same. All you need is two things, the blueprint plus the execution.

The blueprint is on us, the execution is on you but drastic change requires drastic action. Don't let another year just float you by. All of these 10 steps I've given you have been fundamental step changes for everybody who's applied them and you've now got 10 or 12 blueprints there to go and put into practice.

Don't let another 12 months just float on by. I'm behind you every step of the way. I'm literally walking the talk and going through this blueprint and this journey with you every year.

I look forward to seeing you on the Official Property Entrepreneur Podcast every Tuesday and until then, let's make 2023 your best year on record. New year, new you. I will see you on the next episode.

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 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'll 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.