**PEP 130 Edited\_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 - 1:59)

Rosanna Meyer, winner, property entrepreneur of the year advanced 2022. It gives me great pleasure to announce that Ros was the winner of our advanced program this year. And it's also a huge pleasure to share with you her unedited presentation, which she delivered in front of the whole of the advanced program.

Advanced is what you do with us on Property Entrepreneur once you've been around the track for the first time with me on the program. And so there's some very experienced entrepreneurs in the room, totalling near 100. Ros was voted for by her peers as having the most successful year from the whole peer group.

And it gives me great pleasure to share with you her unedited presentation so that you can hear the journey, learn from her experience. And as you'll see from the presentation, she has not had it her own way. So congratulations, Ros, once again, a very worthy winner.

And I look forward to sharing the journey with you even more. And I look forward to sharing this recording with you now. Enjoy.

[Rosanna Meyer] (2:03 - 7:05)

My year of was a line in the sand BCAC. So that was trying to get out of being stuck in this. Yes, I was ill.

I got cancer. And you kind of think every niggle is something or is that when's my next scan? When's my next appointment?

Just trying to put that behind me and kind of moving on with everything. So my personal objectives were where the mind goes, the body follows. And so it was getting authentic affirmations and to drop a dress size for that one, trying to get myself in a good headspace, then cut the cortisol.

So everything I did was trying to get excessive stress out of my system. Obviously, from a biological point of view, having too much cortisol is not great, but also just trying to take everything down a little bit. Then so that was taking my meds, daily meditation and getting a three-day weekend in.

Methodical morning mode. So nailing 300 handful of habits and zental tens for that one and just winning the morning was a priority. Authentic affirmations.

I'm in a much better place mentally, mainly because I don't have time to panic anymore. So yeah, it's not, if I happen to be going to the hospital, it's because it just pops up in my calendar. I'm like, oh my god, I need to go to hospital.

So yeah, it's not like planning everything the way it was and dropping a dress size obviously didn't work so well. My medication got changed and so it was being really tricky, but I tried to pivot that a little bit and make it more about being fit rather than getting thin. So I'm pleased that I'm still in the fourth in for the year for stepping.

I make sure every single day I do my stepping. And once, if not twice a week, I'll go and swim 2000 meters to make sure that I'm nice and fit. And also obviously every day I do yoga as well.

Take my meds. Yeah. So in the morning, the meditation is absolutely key to getting me started in the right mindset and not walking into the office and tearing everyone a new one just for the sake of it.

So yeah, it's really, really helped. And three day weekend as well, I've actually dropped my yoga class on a Friday night. So you won't see me and Dan pegging it out of here at one minute past four every single time trying to get across Birmingham to go and teach a five o'clock class.

And that in itself has dropped my cortisol incredibly. And also working from home on a Friday, trying to do a half day, that kind of stuff has been absolutely key. The handful of habits, the mornings are going really well.

The zental tens are about zental 845 at the moment. And the cave time has really eluded me. So that's something for me to work on for next year.

Professional objectives, only if it feeds me. So end exposure, not doing stuff just for free, just to get your name out there, particularly in the yoga world. It's always like, Oh, do you fancy coming to do some exposure?

And it's just a waste of time. And company acquisition, which obviously Dan alluded to, but I'll come back to base of boring bankers. So get something bubbling in the background by to let that sort of stuff and passion into profit.

So create the cancer kit. And so that I can guide people through their journey a little bit and also educate to elevate. So learn more in these kind of areas.

And exposure. Yep. I don't do anything for free anymore.

And also I've turned down a lot of yoga work, mainly because by the time I sat there and I looked at travel time, prep time, just the interruption of the day of doing it. I've probably turned down six or seven, like regular yoga classes, just because it's just not worth it right now. And that's not where I'm at the moment.

Company acquisition. Yep. Bumble UK.

Amazing. I've got a whole slide on it. So don't worry.

And by to let haven't done that. But the boring bankers is a little bit more that discussing with a few people about more the investment side of stuff, rather than just getting a bite to let and more kind of investing money into stuff and having that as the boring banker, cancer creation kit and educate to elevate. Basically, when I bought bubble, everything else stopped.

So again, that's something to consider for next year. And the headline strategy for bubble, if everyone can remember, was get the fuckers in. So the supporting objectives were simple stats.

So birthdays, bookings, bank, make sure that we track everything really black and white, very simply. It's all there for us. Customer clarity, make sure the clarity that we've got inside the business is the same outside the business.

So people can see exactly what they're buying or where they're going. And just do it done in a day. Any decisions do within 24 hours.

It's a hell yes or hell no, rather than mulling it over and that opportunity is passed.

[Daniel Hill] (7:08 - 7:42)

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.

[Rosanna Meyer] (7:45 - 12:53)

Stats Yeah, there's not a single bit of wall space in the office anymore that doesn't have a tracker or a whiteboard on it. So yeah, that's working well. They done in a day, we're absolutely belligerent with it 24 hours interested or not.

customer clarity is a little bit worse, mainly because we have, you'll have teams, you'll have societies, you'll have the universities, you've got individuals, they've all got a little something else that speaks to them that they need to do. So it's the mechanics are a little bit difficult to merge into one. So it still needs work.

And yeah, get the fuckers in. We have got the fuckers in. Then the three significant successes, something that I've not actually shared on PE before is for four years, I've been dealing with is a nice way to say the NHS and the medical negligence that I've I had, and it was basically they missed my cancer five times.

And if they'd have caught it the fourth time, I still wouldn't have needed the chemo, the radiation, all the therapy, and all the side effects from that. So yeah, they actually admitted liability this year. So that's good.

And I'm not really one for suing the NHS and stuff like that. A, they've got insurance. And B, it's just really highlighting that the system's broken.

So yeah, that was a key thing for me. And then turning Volvo from a 30 week business into a 52 week business, because we have like peaks and troughs. And it's some is a little bit of trying to cross a desert with a massive freshers budget that you've got to find from somewhere.

So so running really strongly over the third term and over summer is is being an absolute game changer for us. It's really steady. And I think our message you've done is like trying to steady the ship is like the priority at the moment.

And yeah, bought my first company. The biggest challenge is, and it was actually something that I discussed with Dan when we talked about it, was not working 100 hours. And I, I'm quite a workhorse at the best of times, even when I'm working with someone else, like when I was working at Gatecrusher, I was doing like 80 to 100 hours a week just to get the job done.

And now it's the buck stops with me. There's even more of that to try and try and do all the hours. So looking at my health, making sure that I'm not overdoing it, I think is the hardest thing and trying to Okay, today, I'm not going to open my emails.

I'm not going to open my laptop. And it's that that's been the trickiest thing. So yeah, biggest lesson learn is trust your gut.

Something we were talking in the meeting back before Christmas in the AGM of what do we do? It's the figures were scary. And the industry was scary.

Hospitality, everyone was ditching it left, right and setting centre and getting out. And I went and bought a business in hospitality in probably the worst period in history in hospitality. And I just felt there was something there it was it wasn't done people, particularly students are always going to go out, it might take a little bit of time, it's batting down the hatches, try and get through the next few months.

But yeah, it was I felt like we could get there. And I think I think hopefully so far, I've proved myself right. So deal of the year was obviously the bubble UK purchase.

And in the short period of time that I've had football, so since the first of April, I never really thought about the first of April thing, maybe Dan's gonna turn around and go haha joke. Oh god, but yeah, it's given me the financial freedom to book LVA surgery. So if you're not aware, I've got lymphedema from all my treatment in my legs.

And I hadn't even thought that I could book the scan to see how bad my lymphedema was because it's not considered a life limiting illness by the NHS. So I managed to book the scan. That's my legs.

That's my lymphedema. And I've actually booked the surgery as well. So on the 22nd of November, I'm having all my lymph veins in my legs reconstructed, which is just something that I never even thought was a possibility.

So booking that in itself is amazing. I then also use part of my savings to buy bubble, but I also got a five year startup loan, and I've managed to pay off the five year startup loan in five months. So that's off, which is another good one.

And then finally, it's having Dan Norman as like the FD mentorship has been absolutely invaluable, because I know how to run the business, but all the other bits and bobs, it's just really tricky. And having somebody that can also kind of bounce ideas off, I think has been really, really good. So not only is this the deal of the year, it's also, I've got to say, it's the deal of my life for sure.

[Daniel Hill] (12:53 - 14:00)

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 property entrepreneur 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.