**PEP 136 Edited\_Transcription**

[Speaker 4] (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.

[Daniel Hill] (0:47 - 1:34)

Okay, ladies and gentlemen, welcome to the Property Entrepreneur Hall of Fame podcast. It gives me huge pleasure to welcome to the Property Entrepreneur Hall of Fame two of our Property Entrepreneur Board members, Mr. Roberto Scandian and Mr. Rohit Sansa. Congratulations, guys, on being welcome to the Hall of Fame.

Thank you. Absolutely. So I'm really looking forward to getting into the detail about why you're in the Hall of Fame and everything else and the journey that it took to get there.

But just for our listeners, could you just briefly introduce yourselves, who you are, where you're from, and the businesses that you've got at the moment, please? And how long you've been on Property Entrepreneur as well? Sure.

[Roberto Scandian] (1:34 - 1:54)

Yeah, so I'll go first. Roberto Scandian, I was born in Brazil, moved to the UK 15 years ago. Part of the Alliance Group, Rohit and I created Alliance Group four years ago.

Been on Property Entrepreneur three years, that's our third year. And I have another business, which is my wife's dental practice that I'll talk about that as well.

[Rohit Sansa] (1:54 - 2:14)

Fantastic. Hi. So Rohit Sansa, the other half of Alliance Group.

Having been in the corporate sector and been in property for many years, we set up Alliance Group as property investors and developers and really helping other businesses to start systemize and scale in addition to that.

[Daniel Hill] (2:15 - 3:22)

Fantastic, lads. Well, the reason why these two gentlemen are in the Property Entrepreneur Hall of Fame is because we talk about creating your financial fortress. Everyone who's in property is interested in this financial fortress, this passive income from a boring asset.

And these two chaps have managed to create a financial fortress in one deal. So they've got an incredibly lucrative deal. And not only that, they're now working on a second deal, which is almost an exact replica.

So we talk about creating a financial fortress, giving you the passive income to have freedom to retire. And these chaps have done it in a very short time, and they're going to do two. So it's an incredibly impressive feat.

What I'd like to know, what everyone listening would like to know is, where were you when you joined Property Entrepreneur? Because you obviously both been in business before. So where were you at that stage?

And now that you've got this fully let, fully finished deal, this isn't based on plans. I've seen photos. I believe it's called Santa House.

Is that right, Rohit?

[Rohit Sansa] (3:22 - 3:26)

It is, yeah. We'll come on to that story a bit later about how that came about.

[Daniel Hill] (3:26 - 3:49)

Hopefully, you'll tell us about the name. So we've got this deal. It's done.

And there's another one happening. And there's other stuff happening as well, which I want to hear about. There's been this great journey over the last three years.

So where were you? And yeah, where were you when you started? And then what challenges have you had along the way?

And how have you gone about solving them so that people can get maximum value from this conversation?

[Rohit Sansa] (3:50 - 5:00)

Sure. So yeah, I'll start with sort of where we were. So we had formed Alliance Group about four years ago.

And we were going straight into developments. We said, we're going to go into developments. We met at having done a weekend course with Whitebox at the time.

But we got together. We spent some time together. And we started looking at deals and making offers as a group.

And it was later that year that I started realizing that, OK, whilst it's great, we're making offers and doing these deals. Where is the foundations of this? Yes, we've had some training.

But how can we systemize things a little bit better? How can we actually build a business rather than just doing a deal? And I wanted to really get the right structure set up.

So I've met Dan before. He's on another mentorship group with myself. And I'm really a big fan of what sort of Dan does and the whole property entrepreneur methodology.

And I remember it was that summer where I saw the big flashing lights come up on my social media. And I thought, OK, what's this? Let's have a look.

You'll know what I'm talking about there.

[Daniel Hill] (5:01 - 5:02)

Yeah, I do. The flash sale.

[Rohit Sansa] (5:02 - 5:41)

Yeah, absolutely. There was a flash sale. And it was a bit of a no-brainer.

And Dan talks about this. If you're going to do a deal, make it a no-brainer. And this was the no-brainer.

I said to Roberto, look, both of us buy one, get one free. Let's stay at the Belfry. Let's go there.

But what really caught me about that was the messaging about actually having systems and assets. And I felt that whilst we were trying to make offers, we never had the systems to fall back on and never had the assets that we can use as an asset to the business outside of just Roberto and us. And that's why we started to really started on the journey.

We wanted to go on the weekend and see what it's all about.

[Roberto Scandian] (5:41 - 6:20)

When we started as well, we had no employees. It was only me and myself trying to do several deals looking for several items at the same time. And we realized very quickly that wasn't achievable.

We wouldn't be able to succeed that way unless you had the right team, the right process, the right... We were lacking help. So that's why we came to Property Enterprise as well.

How can we get where we want to be? Kind of introducing the systems, introducing the process. And that helped us to get where we are today as well.

That was great insight.

[Daniel Hill] (6:20 - 6:39)

I mean, this is literally what the difference between having a job and having a business is. And you were right to obviously invest in the business. So where are you now in terms of the business?

Gone from just you to a little bit of training, making offers, three years later, where are you at now?

[Rohit Sansa] (6:40 - 7:12)

So we're obviously part of the board. We've got multiple deals going on. We've built the business to have five employees.

We've got a lettings addition as well as a service business. And we have a couple of other businesses outside of Alliance Group, which Roberta and I are both involved in too. So it's really kind of helped us put foot to the pedal.

But at the same time, making sure that everything else is going along with us. And that's our team, the systems and everything else that we're building. Yeah.

[Roberto Scandian] (7:14 - 8:19)

Even for a blaze, did you say? Yeah, even for a blaze. And being a blaze, right?

I'm all about set up and scale up. That's one of my favorite phrases, right? I help people to set up and scale up their businesses.

And as part of the journey, my wife being a dentist for more than 20 years, while she had the desire, she was not happy on where she was as well on her career. I said, why don't I help her set up her own dental practice for her to be able to be the owner of her own destiny as well. So last year, we opened her dental practice in July last year.

And during one year, we had more than 1,500 patients. And we achieved kind of a revenue of more than 350K in one year. So that's to show the power of applying what we learned here as well in terms of putting the right people in place, the right process, the right systems to help us to get there.

It's not only Julian and myself running the business, it's also having people in the systems helping us to run the business as well.

[Daniel Hill] (8:20 - 8:39)

That's incredible. It just goes to show that once you know how to run a business, it doesn't matter if you're being a dentist or being a property developer, the blueprint, the secret sauce still applies and you can apply it multiple times, which gives you, I think anyway, I don't know if you guys agree, like a new confidence in business because you now know how to do it.

[Rohit Sansa] (8:39 - 8:41)

Definitely, yeah.

[Daniel Hill] (8:41 - 8:42)

No matter what comes down the pipe.

[Rohit Sansa] (8:43 - 10:01)

Yeah, and Adam, I'll just add to that. I mean, property entrepreneur has been, it's labeled as someone who's in property and wants to get into business. But really, property is only a short part of it.

The entrepreneurship and the blueprint, you can apply to almost any business because it talks about the people, the systems, the assets, and everything else. The marketing, the sales, it covers all facets of business. And that's actually quite unique because a lot of the courses that you see are only geared to a specific niche, whether it be how to do flips or how to source deals or everything else.

But the parts of building a business is often overlooked. And yeah, it's very easy to fall into the trap of, I call it a developer's trap. We are speaking with Dan about this earlier.

A developer's trap is when you first become a developer and you do that from zero and you fall into the trap of not having the cashflow to sustain and build a business. This helps you to actually get back in place and say, have we got the cashflow before we start looking at profit deals? And it's very much that hierarchy is you look after the cashflow, you build your profit deals and you make your journey into building the financial fortress.

[Daniel Hill] (10:02 - 10:21)

Well, that leads us really nicely on to, you've obviously now created a business, whereas before you sort of had an idea and the both of you, what have the challenges been along the way? Because it wasn't easy getting to where you've got to. There's been challenges.

Was cashflow one of those, it's a typical developer's challenge. Was that one of the challenges? And how did you overcome it?

[Roberto Scandian] (10:24 - 10:58)

If one of the biggest, if not the biggest challenge that we had is having cashflow, is the developers, the biggest reward is at the end, is when we refinance or sell your deal. But how do you sustain your business running? How do you get it running without cashflow in place, without having proper working capital?

And that's one of the biggest issues that we had. Because we had to be creative in getting our team to help on the development, to making sure that we could also get paid by the development to run the team as well.

[Rohit Sansa] (10:59 - 11:48)

Yeah. It's, yeah. And it's been said that, yeah, you can use the development to pay your cashflow because you can charge yourself a project management fee.

I've heard these things before. And whilst they sound great in fantasy, you'll almost majority of the time run out or go really low on some of the cash because delays have come up. And because of the delays coming up, it's costing you more, it's taking you longer.

And each time it's taking you longer, you're paying more on interest. So all of these things start, are always moving parts of the development journey. And if you then try to start extracting cashflow from it, you're actually penalizing yourself a little bit because when you're gonna need it towards the end of the development, you won't have that in place.

So it's very crucial to manage that before you sort of go into it.

[Daniel Hill] (11:49 - 12:43)

That's very interesting insight. Okay, that is fantastic insight, really is. So specifically, if you don't mind sharing, and by the way, if people wanna know the specifics of this deal, this financial fortress, which these guys have nailed in one deal, we're not gonna necessarily go into the specifics now, but we talk about the financial fortress being close to seven figures and producing enough income for someone to live off.

And this deal basically is that. So if you wanna know more about that, there is a episode with Mark Barrett on our Deals, Deals, Deals episode, just about this deal. So I suggest you definitely tune into that one to listen more about it.

So specifically, if you don't mind sharing, how did you deal with it? Did you have to take some funding? Did you get financial help?

Did you build out cashflow models? Just so, yeah, if you can share anything, that'd be great.

[Rohit Sansa] (12:43 - 13:42)

Yeah, for the first part of it, we were investing our own cash because we had been building businesses outside of it. We were fortunate enough to use some of our own cash to help fund it. But if you go in cold into this sort of development, it's very easy to be in a position where you run out of cash.

So yes, we use our own cash. We worked closely with some investors who are really good friends of ours and had faith in the deal. So that sort of helped keep the deal moving.

And also we had new lines of funding that became available as the deal progressed because it gave confidence to some lenders of what we were doing halfway through. We got somewhere close to our GDP figures when the building wasn't even ready. No, we're not even halfway.

And we had an evaluation done. And it was very close to our GDP figures. And we thought, hang on, we haven't even built the thing yet.

So yeah, we had some good backing of lenders, which really helped as well.

[Daniel Hill] (13:42 - 13:55)

Fantastic, well done. Well, congratulations. Without a doubt, this is why developers, this is the developers trap, as you said.

So you overcame that challenge. What was another challenge that you guys have had to overcome on this journey, building this business?

[Roberto Scandian] (13:56 - 14:37)

The other one I would say is having the right team in place. I don't believe that we had the right team in place to start with. Having project managers, having the right builder qualified, having everything that we need in place.

So we had to look for that and we learn during our journey as well. We had to learn as we go to bring the right people in place. And that for me was the second biggest one, was we brought some hits as well, because we didn't have all the people that we needed in the beginning, having proper project plan, having the team instructor, understanding what would happen by when, that would minimize the plays that we had as well.

[Rohit Sansa] (14:38 - 15:05)

And let me give you some of the game changes in that building the team. So the first thing is, when we were on the blueprint in the very first year, that's when we hired our first EA, Ashley. And she's still with us, which is great.

That was the first EA. That was a big enlightening moment for us because also she's a Lord, which massively helps us. Roberto and I cause a lot of chaos in business.

And we always need someone to sort of, you know, tidy things, help tidy up.

[Roberto Scandian] (15:05 - 15:09)

It's important to say why we do it, right? Because you are a creator, I'm a blaze.

[Rohit Sansa] (15:10 - 15:10)

Yeah.

[Roberto Scandian] (15:10 - 15:22)

We know that those two together, there is no detail, there is no process, there is no spreadsheet. I love my spreadsheets, I love my numbers, but we need to have someone that can drive the systems for us. And Ashley is the person.

[Daniel Hill] (15:23 - 15:29)

Well, I've met Ashley. I think at least my assistant's met Ashley because my assistant was emailing your assistant to arrange this call. So, you know.

[Rohit Sansa] (15:30 - 16:28)

Yeah. And then just the second piece I wanted to add, Adam, we went through COVID whilst all of this was happening. And so when I call it a game changer, the second game changer was when Dan was talking about some of the government initiatives that are out there and we used the employee scheme so we can bring on apprentices to sort of help as well.

We brought on four or five throughout that year, that first year. And they just help, you know, they had the support available from the government. It was getting experience for these apprentices.

And we got them as part of our team and we helped put some processes in place just by having them. We had social media, we had project management, we had administration, we had lettings. So we brought these in and that actually helped us in a massive way because a lot of the work started to get done whilst they were with us.

Granted, it was only six to nine months, but it made a massive difference when you can have a team supported by the government and you're doing good for the community as well.

[Speaker 4] (16:31 - 18:09)

Jumping in with a quick opportunity that may be of interest to some listeners. So if you've not already listened to the Living Off the Steam podcast, episode 96 and the 10 Layers of Wealth, episode 125, I would highly recommend going and listen to them. They've been by far two of the highest download episodes we've ever done.

In there, I talk about start to finish, the model that you want to use if you genuinely want to become not only financially independent, but build, maintain and manage generational wealth. Off the back of those two podcasts, we've had a number of inquiries from people who want to actually have that structure in place for themselves. So for the first time ever, outside of the board, which is our top level training programme, which costs £30,000 a year plus BAT, for 12 people, I'm going to take them through this process over a six-week period, where by the end of it, you will have this in place, set up, and you'll have clear, absolute clarity on your wealth strategy, your financial management, and how to take all of this to the next level. This absolutely isn't for everybody. I would recommend that it's only really suitable for high net worth individuals who are already making over £100,000 a year.

The investment for it is £5,000 plus BAT, and it will take six weeks to complete, starting from the end of March. If that's of interest to you and you meet those criteria, just drop me a message on private message through Instagram. My handle is propertyentrepreneur underscore, or call or email the office through the website at www.property-entrepreneur.co.uk and we can send you an application for it. Back to the podcast.

[Daniel Hill] (18:13 - 18:20)

What would you say to people that are sat there now thinking, I can't afford to hire someone, I'm better off if I just do the job myself?

[Rohit Sansa] (18:21 - 19:12)

This is the biggest, it's like, you've got to, unless you're hiring someone, you're doing the job of someone as what you would pay at that level, for example. So if I'm doing a lot of bookkeeping, which I would be absolutely rubbish at, first of all, I would be charging myself, the cost of a bookkeeper, but also I then have the time that I've spent into it, which I won't get back. So how can I build value in my business and other people's lives is sort of what I want to do.

And we want to do that with our team. So the second thing is, you can't stretch yourself so thin that you can build a business all by yourself. You absolutely need the team.

And if you think it's going to cost you to hire someone, it's going to cost you even more in the long run when you don't hire someone.

[Roberto Scandian] (19:13 - 19:51)

So the other point as well, is you need to know your value, right? You need to know your rate. So knowing your rate, let's say my rate is 150 pounds per hour, let's say, well, if I'm doing a job that I can hire someone to do 10 pounds per hour, why would I do this, right?

I would get more value, focus on what I can add value and bring in 150 pounds per hour for the business, instead of focus on 10 pounds per hour. And that's part of what we do as well. We're saying, we bring the people that we can pay to help us to focus on the areas that we can add more value and bring more revenue to the business as well.

[Rohit Sansa] (19:51 - 19:54)

I think we're paying you too much, Roberto. We might have to talk about that, right?

[Roberto Scandian] (19:55 - 19:58)

Let's do it. Yeah, he wants to level it up.

[Daniel Hill] (20:01 - 20:40)

Let's say, let's level up. Level up, exactly. They are such wise words, chaps, for everyone that's listening, this is like success leaves clues and it's no coincidence that so many of our most successful people and people in the Hall of Fame would say exactly the same thing.

And it all starts with that EA that you hired first. And once you realize the power of leverage, then yeah, it's just an hourly rate game. And it's like exactly as Roberto said, he said, you both said it spot on.

Fantastic. Okay, so another challenge, maybe a third challenge that you've come across and managed to solve.

[Roberto Scandian] (20:41 - 21:48)

Yeah, we had another one, which is related to the build works itself. The building was very solid, looking at it, no one saw any issues with the building itself. But all the way through, when we were doing the development and the surveyor missed that as well, we missed that the roof had shift to the left when you face the building.

So that was one of them that we had to spend more than, I don't remember how much, but there's more than 10,000 on it. And the other one is, this conversion was a former gym upstairs, right? And the build regulations didn't mention anything about the head, red height, the head right on the stairs.

And we were ready to get the build complete. But on the day that he went, that sign off, the building said, you don't have two meters in here. So that's, I don't know, three months delay, some kind of no effect.

[Rohit Sansa] (21:49 - 22:56)

It's a simple thing. It's such a simple thing. So Adam, just to put in perspective, it's a communal area, you're walking up the stairs before you get to the flats.

And that communal area didn't have a clear head height of two meters, which is mandatory for the council to sign off. But this was not picked up at the very beginning. And it bit us at the end.

The job itself was not that hard, but we've had all the wirings go through there. We've had electrics, all of that work was happening and that roof had to almost stay there. So then what we had to do was get that increased by sort of half a meter, not even half a meter, it's like quarter of a meter.

And we had to put another beam in there and redo all the wiring around it because that structure was already done. So then we had to redo that. And the communal area has all been painted.

The carpet's already laid down and everything else. And you now go and have to make another mess again. So that's a prime example of a small thing that was missed by...

Actually, it was mentioned by the contractor to the surveyor and he said, yeah, fine, it shouldn't be an issue and left it. And it came back to bite us at the end when we tried to get sign off.

[Roberto Scandian] (22:57 - 23:27)

The issue as well that's happening is we had people queuing up to rent the flats. That contracts needed signs, but they couldn't move in. Wow, that sounds very challenging.

And another thing that happened as well, it was doing the... We had delays on financing because of that as well. It's not only the three months is delaying on the finance.

We had to replace the product that we had in place for another one. So the knock-on effect was much bigger than simply talking about three months delay on the development.

[Rohit Sansa] (23:28 - 23:35)

That's the fourth point there, Adam. That's the fourth challenge that you're probably about to ask us. Is that knock-on effect on the finance?

[Daniel Hill] (23:36 - 24:12)

Yeah, I mean, what's great about that is that it's very easy to sit here on a podcast and say, aren't we great? We've got this huge deal and we've got another deal, the deal that people dream of having or deals that people dream of having. But the reality is that never meet your heroes.

There's always another side to the story. And it sounds like you guys probably lost some sleep or at least some money over or potentially both. How did you deal with that?

That for me is like mindset. You've had to overcome some mindset things there and some challenges. So how did you deal with that, guys?

How was that?

[Rohit Sansa] (24:13 - 25:12)

So after we stopped blaming everyone and saying that we had, you know, I was disobeyed and picked it up and everything else, we said, all right, guys, okay, let's push that aside, get the architect back on board. We had to get the structural engineer back on board. We had the contractor back on board and it was actually getting all three of us or four of us, including our team, just working through different scenarios and saying, okay, the beam can go here.

This is what we then need to do. So we came up with three or four different scenarios. We got it approved by building control before carrying out the works.

Because obviously if we carried out the works and he said no, then we're scuppered. So yeah, got that approved. And then we just executed on it.

Got him to, you know, the next day of this being completed, we had him back in the building, signing it off and saying, I'm happy with it all, which is a great achievement for us. But yeah, we had to deal with it by just, yeah, get rid of the blame. Once you've got over that, it's now, okay, what do we need to do and crack on with it?

[Daniel Hill] (25:13 - 25:47)

It sounds like actually, I mean, it sounds like you had a good mindset, but it sounds like you showed some really good leadership and management skills in that, which are two other key parts of running a business. Because you had to inspire those people to come back to work for you. We know what that's like.

Maybe there was a little bit of animosity where it's a clearly I have a difficult conversation or two, but then actually manage them through that. So yeah, hats off to you guys. Yeah, you definitely had to implement a large number of entrepreneur skills in the entrepreneur toolbox.

[Rohit Sansa] (25:48 - 25:58)

Yeah, yeah. Because these are the same people that helped us get it wrong in the first place. So getting them to come back on board and help us put it right is a tricky one when you're up against the clock.

[Roberto Scandian] (25:59 - 26:11)

I'm going to ask- It would be much greater, right, than kind of talking to them and say, let's fix this together. To bring someone here, they need to learn about the person, need to learn about the business, and say, let's work on this together. Let's make it happen.

[Daniel Hill] (26:12 - 26:58)

And this is such a good lesson, I think, for just everyone who's in that leadership position of running a business is, you know, when you're in that situation, just to draw a lesson out of this is that never, I hope this isn't one of your top tips I'm going to ask you for in a second, but it's always, if you bite your tongue when you do have these things happen, then you can always rescue it back. If you let loose on someone and emotionally unload on them, then you can't really get back. You can't always come back from that.

But as a leader, sometimes you have to just observe and be neutral because you never know, play the long game, basically. You never know when you're going to need that person back again. It's just short-term reward for long-term pain, potentially, when you do that.

[Roberto Scandian] (26:58 - 27:17)

Yeah, one of the greatest, being a leader, right? You need to keep calm. Try to, most of the time, this is not easy, but try to see the problem from the outside because that will help you to solve the problem.

If you are too deep on the problem, sometimes you cannot fix it.

[Rohit Sansa] (27:17 - 27:32)

Yeah, and the other thing is that architect that helped us come out of that is also the same architect that's helping us with the second building next door. So he's very much on board with us, still part of our team, extended team. So it's been a win-win for us to come out of that.

[Daniel Hill] (27:32 - 27:44)

Brilliant, probably stronger for it. So some top tips for the listeners then. If they were looking to emulate your success or on their journeys, what wisdom would you impart that you haven't already?

[Rohit Sansa] (27:44 - 28:29)

Yeah, so I'll go first. I mean, I think we've touched on it, but it's definitely a top tip. It's to get the right team around you because there's also, we've been through phases where we've had some wrong members of the team and that can only slow you down.

It can stop you from sort of getting where you want to, but it's having the right team on board and getting, and that goes to the extended team as well. So it's the power team. We talk about the solicitors.

We had solicitors working through some of Christmas last year just to help us get the second round of funding over the line. And that wouldn't have been possible if they were not with us and backing us, which is more than just the transaction. It's actually being part of the result.

So that was a big top tip to get the right team.

[Roberto Scandian] (28:30 - 28:41)

Yeah, and if you believe that you have the wrong team with you as well, act quickly, right? So part of having the right team is making sure that you have the right team. If you believe that you don't have the right team, change your team to have the right team in place.

[Daniel Hill] (28:43 - 28:45)

Higher, slow, fire fast.

[Rohit Sansa] (28:45 - 28:51)

That's it. It's harder to implement, but it's such a straightforward concept.

[Daniel Hill] (28:51 - 28:56)

Easy to say, it's hard to do, but when you learn the lesson, you realize why it's important.

[Rohit Sansa] (28:57 - 28:59)

Yeah. Roberto, number two.

[Roberto Scandian] (29:00 - 29:15)

Yeah, so for me, number two is something that we have been investing since the day that we met in the education program is be educated, right? So making sure that the biggest investment that you can make is in yourself, is in your education. So invest in education.

[Rohit Sansa] (29:17 - 29:17)

Yeah.

[Roberto Scandian] (29:17 - 29:19)

Because that's what helped me to get where I want to be.

[Rohit Sansa] (29:19 - 30:46)

And we continue to do that even right now, that's why we're on the board, because we want to be around the right people and getting the right education. Third one is really, this has come to me quite recently, actually, but it's so important. We've had some deals that have been going on for a period of time, let's say 11 months for one of the deals that we were working on.

And the top tip for me on that is to keep stress testing your deals. Because what happens is in the space of the point of when you make an offer to the point of you actually competing on the deal, so much has already changed in the landscape of development and interest rates and tradesmen. So much has already changed.

So what you've got to go back to is if I was to walk into this deal now, would I take it on? And we have been guilty of having to try and complete a deal just because we were in that deal. But we never stepped back and said, would we go at this deal again if it was to come to us right now?

And if the answer is no, then you walk away from that deal. You cut your losses early because it can cost you a lot more in the long run just to try and complete it. You get into the habit of trying to complete it, go for the legals, but you don't step back and say, would I do this now?

Massive top tip for us. And it's actually changed a lot of the shape of how we're going to do things next year because of some of the deals that we've had to put aside because they just won't work for us in the next year.

[Roberto Scandian] (30:47 - 30:52)

And don't try to make it work. Don't force it to make it work. If that doesn't work, it doesn't work.

[Rohit Sansa] (30:53 - 30:53)

Yeah.

[Daniel Hill] (30:53 - 30:56)

Sometimes the best deals are the deals you don't do.

[Rohit Sansa] (30:57 - 31:01)

Yeah, absolutely. And that can't be truer. Absolutely.

I fully get that.

[Daniel Hill] (31:01 - 32:08)

And it's checking the ego. I think what you've said there, I mean, that really is, for everyone listening, that right there is a real golden nugget because that is wisdom talking right there because that is the mindset of an investor. That's the Warren Buffett mindset that he can look at it objectively, not getting emotional, not forgetting, he's forgetting about the Ferrari or the house he's going to buy on based on this deal.

And his ego and his confidence is all wrapped up in it. And he's able to walk away. And the fact that you guys are able to do that is very impressive.

There's probably a large part of why you're doing things, creating so much success for yourself and for your family. So congratulations. So just give us some juicy numbers then, because we played a little bit coy with everyone because we haven't wanted to show off too much.

But you've gone from really a standing start. And if I asked you now, off the top of your head, deals done and deals in the pipeline, understanding that it's not necessarily bigger is better, but I think it'd be interesting for the audience to hear. And you're walking away from deals all the time.

What's the kind of, what sort of GDV are you looking at done or in the pipeline just to give people an idea?

[Roberto Scandian] (32:08 - 32:22)

Well, when we came to Property Entrepreneur, we had zero GDV, right? Zero. Today, we're looking for more than 6 million GDVs on what we have in place and growing to 10 million in the coming year.

[Daniel Hill] (32:23 - 32:37)

I think that says it all, doesn't it? So congratulations, chaps. And the fact that you're able to hold onto these properties because they're so lucrative and have them in your respective financial fortresses named after yourselves.

Is that right? We've got to get that in there.

[Rohit Sansa] (32:37 - 33:21)

Yeah, absolutely. So the big thing for me was, I got into property more just about building a legacy for the family. And I asked the guys, I mean, that they were kind enough to let me put my name on the board and said, do you mind if I put my name on there?

They said, no, absolutely. Roberto's comment was, okay, you can do it on this one. The next one, I'm going to put my name on.

So that's where Scandian Place is going to be the next one, right? So you've heard it here first. Yeah, and it was putting the name on there because it outlives you.

It's a legacy. It's something that I can take my children to. They can see that this is work that's been done.

And also putting our name against something that we're proud of, but also it's equally providing a home for people to live in. So for me, that's the biggest payoff.

[Daniel Hill] (33:22 - 33:59)

Chaps, honestly, that is absolutely magnificent. I can only imagine how your kids and their kids and their kids will feel when daddy takes them to great granddaddy's house. I just think that is an amazing thing, leaving a legacy.

So Roberto, Rohit, thank you so much for your honesty, your candor, and congratulations once again on making the Property Entrepreneur Hall of Fame. I'm very excited about what's coming next. And I know you guys are working on all kinds of projects.

So if people want to follow you on social media or connect with you, what's the best way they could do that?

[Rohit Sansa] (34:00 - 34:22)

Yeah, so I'm on Instagram, rohitsanta.alliance. And our website is www.alliancegroup.uk. And email for myself and Roberto. So mine's rohit at alliancegroup.uk and roberto at alliancegroup.uk. Fantastic.

[Daniel Hill] (34:22 - 34:25)

Thank you so much, gentlemen. Best of luck on your journey.

[Speaker 4] (34:29 - 34:57)

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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. Success and failure are both very predictable.

I will see you on the next episode.