**PPN Session One 10.01.2024\_Transcription**

[AV/Countdown Announcer] (9:26:32 - 9:26:34)

In this video, I'm going to show you how to make a paper airplane.

[Rachel Davies] (9:28:10 - 9:29:30)

Second, I'm going to show you how to make a paper airplane. Take your seats. This is your one minute warning, ladies and gents, your one minute warning, we're live on stage in one minute's time.

And take your seats. Ladies and gents, this is your 30 second warning, get ready to put your hands together, we're going live on stage in 30 seconds.

[AV/Countdown Announcer] (9:29:52 - 9:30:00)

And get ready to put your hands together, we're going live on stage in 30 seconds.

[Event MC] (9:30:09 - 9:30:25)

Ladies and gentlemen, property entrepreneurs, please clap your hands and give a huge round of applause and welcome to the stage, Rachel Davies.

[Rachel Davies] (9:30:33 - 9:37:39)

Hello, welcome back and welcome to Property Entrepreneur 2024. Did you enjoy the break? Did everyone have a nice Christmas?

Fabulous. It's so good to see you all. It's a very special day today, isn't it?

It's awards day. Give me a whoop whoop. Yes.

Big day. Are you excited? Yes.

Who's nervous? Yes. Good, good.

Equal measure. Great. Excited and nervous.

Fantastic. Right, it's that time, time to switch off your mobile phones. Is anyone having a baby this month?

Any serious emergencies? Okay. In all seriousness, if you need to keep your phone on because you've got an urgent call to take, please put it on vibrate.

But if we see you using your phone, or we hear the phone go off, there's a 20 pound fine to get up and give back. Okay? All we want you to do is focus and get the most as possible you can out of these sessions.

Workshop four is called strategy day. This is your big day. Time to consolidate all of your hard work and make yourselves accountable to your peers in this room.

Are we ready for workshop four? Yes. I said, are we ready for workshop four?

Yes. Whoo. That's good.

All that nervous energy. Get it out now. And where are we in the seasons?

Well, we are moving into winter. It's cold now. Autumn has gone.

Your strategies are signed, sealed, and almost delivered. It's time to get winter nailed. Let's see your businesses transform from April onwards.

The aim of the game is not to have another year of organic growth, but to see a serious step change in your business from the spring onwards. And this is how you have the best year on record. And where are we in the methodology?

We are at workshop four. We are here. The first session of winter.

And where have we been? Well, we've spent three months, haven't we, in strategy, working out which race track you want to race on, and then it's time now to get your car into the pit stop and rebuild the engine of your business. That's what winter is all about.

And once you've built that new engine for your business, it's time to test drive it in the spring and then open the taps in the summer and have the championship season of your life. And where are we headed to? Well, we're headed to the next part of coal, which is your AGM.

Who here has written a business plan before? Hands in the air. Quite a few of you.

At least a quarter of the room, if not more. Essentially, the AGM is a team event for your business, and it stands for Annual General Meeting, for those of you who are not familiar with it. And this is where you'll formally launch your businesses to your teams.

The new financial year starts in April, and you'll want to have one of these events booked in your diary. And the aim of the game for an AGM is to kick off your new business year with your new business plan and get your teams on board and energised to get involved with you and take you with them on the journey. It's worth listening out in session two, Adam's got a great opportunity about how to nail your business plans.

So keep your ears peeled for that opportunity. He'll be talking about it in session two, and I'm sure it will get snapped up quickly. So keep your ears open.

Right. We have got a very, very special day lined up for you today, guys. Session one, it's time to bring it all together and showcase all of your hard work.

It's all about you. Session one, ladies and gentlemen, is your strategy day presentations. Session two, if you want to step change your life and business this year, then there are two key tools that you'll need to succeed, prime time and time tracking.

These will set you up for the most productive winter you've ever had. Session two, ladies and gentlemen, is your secret weapons for winter. And session three, it's the finals and the awards.

Let's seize on the AAA game. Let's tune in, get inspired and listen to the best presentations of 2024. Session three, ladies and gentlemen, is on your strategy day finals.

Sound good? Yeah. Good.

Sound good? Yes. Let's keep that energy going.

You're going to need it. Right. So, before we get started, we're going to dive into session one straight away, because I know you all can't wait to present your presentations.

But before we get into the logistics, there's two slides I'm going to talk you through how it's all going to work, because there's a lot of people in the room, but we just need to make sure we've got all the tables sorted. So, Bianca's going to help me right now, just make sure everyone is on the right tables. So, Bianca, how many people have we got?

Right. Right. Onto a different table.

Yeah. So, this bit, we're just going to reorganise you. So, a couple of minutes to reorganise, and then I will talk you through logistics.

Mix you up. Right, you guys. You need to move to a table as well.

So, if you can get your stuff together. Andy, do you want to move your bags and put them maybe over there, so that people don't fall over? And your boxes.

Yeah, get them out of the way. Yeah. Yeah.

How's everyone doing? Let's move your arms up. Grant, pick a table.

Pick a table, guys. Yeah, they've got, I think, one of you over here. How many are we doing over here, Bianca?

One here. Yeah, one here, definitely. Yeah, join in.

Find a chair. You might want to bring a chair across. Bring a chair across.

How many? Let's just go see Bianca. She'll tell you.

She's organising it. Go and tell her. I think maybe one.

Yeah. Bianca, where shall I put Grant? I think we might have you here.

Bianca, does Grant go here? Yeah, get on this table. On this table.

Yeah, there's a chair just there. Can you get onto that one?

[Bianca] (9:37:39 - 9:37:39)

Yeah.

[Rachel Davies] (9:37:42 - 9:38:06)

So, just a little bit of reorganising. Ready? Breathe.

If you're feeling nervous, do a bit of deep breathing. That's it. No, it works.

Breathe. She's ready for a fight. She is.

She's a fighter. She knows how to breathe. Yeah.

How are we looking?

[Bianca] (9:38:07 - 9:38:08)

Here?

[Rachel Davies] (9:38:08 - 9:45:51)

Yeah. Have we got... Is everyone...

Bianca, have we got everyone in the right places? You've got enough space? Everyone's happy?

What I'm going to do, actually, Andy, behind you, I'm just going to move these chairs around. Get them out of the way. Yeah.

Makes it a bit easier for you. Right. Bianca?

We've got another guy in the room. I just need to find out who's on which... Bianca, how many have you got?

Right, everybody, are we all settled? Are we all settled? Can we get everyone to their seats?

Please. Thank you. Oh, wow.

I'm getting good at this. Everyone went quiet. Yeah?

Love it. It's the nerves keeping you all quiet, I think, isn't it? Are we ready?

Yeah, we're not starting just yet, don't panic. We're going to talk through logistics now. I just wanted to make sure we were all in our tables.

I think we've got a couple more people arriving, but we'll settle them in when they get here. Right. Everyone all good?

Does everyone feel like they've got enough space at the table? Feeling comfortable? Yeah?

Well, comfortable as you can, given what's about to happen. You want to try being me? You want to try being me?

I'm on the stage. Right. Can I have everyone's attention now?

Are we ready, Bianca? Let Bianca sit. Sorry, you didn't see Bianca.

Right. Now it's time to talk logistics. So each person, I need to reiterate this, you have 10 minutes.

There will be a timer behind me counting down the minutes. Yeah? And there will be a 30 second changeover to the next presenter.

So three tables have got 10, and three tables have got nine people. Okay? Shh.

Can I have your attention, please? I know you're excited. So there'll be a 30 second changeover.

I am going to appoint team leaders for every table. Yeah? And the team leader's responsibility is to help me keep to time and help me restart the clock.

Okay? But I will do that in a second. At the end of every presentation, I will be giving you a one minute warning.

So you will get a one minute warning from me. And then the clock will reset at the end of that presentation. I'll give you a warning, and then I'll probably tell you that the presentation is finished.

Get the team leaders then to help me do a changeover. And then the clock will restart again. We won't start until everyone is ready, all the presenters are ready to go.

Okay? But that's what the team leader's responsibility is to do for me. So what you'll need to do, team leaders, once I've appointed you, is you'll be responsible for raising your hand and telling me that your table, the next presenter on your table is ready to go.

Okay? And for those of you who are not presenting, okay, listen carefully and take good notes. If you turn to page five in your workbooks for me right now, you will see that there are speaker notes for each presenter.

Lovely long page, so you've got lots of places to write notes. You will notice there is a score out of 10, and there is also a QR code. Please give people the attention they deserve, I am sure you will.

Yeah, everyone's worked very hard to get to this point today, haven't they? So please listen carefully and take good notes. Now, we talked about this in...

Oh, hi, Rav. What's the QR code for? The QR code is for voting, which I'm going to come on to in a second.

Okay. Actually, I think it was you, Rav. You brought up how to do judging in the last workshop, so I just thought I'd give you some top tips, just as a reminder on how to write good notes and make a judgment call when you come to vote.

So think about it like this. The presenter, do they have a well-aligned strategy across personal and business? Do they have good, clear objectives that are clear, concise?

Do they have trackable targets? Does their headline strategy have a target? Do they have good supporting objectives?

Focus on the quality of the content, their passion for the year ahead, and your belief in their strategy, and then mark them out of 10. Give them a score. So they are my tips for doing good judging.

When we finish doing all rounds, now there are 10 rounds in total today, so we've got 10 rounds of presentations. When we are finished, at the end of that, we will ask you to cast a vote, and that is when you will use the QR code, okay, in the workbook. So use the QR code to do the voting.

Please do not do what Adam does. Apparently, he's cheated. He must do this on the board, does he, Josh?

Does he do it on the board? Yeah. He tries to vote for himself.

Do not vote for yourself. If you think you've nailed your strategy and done the best presentation of your life, that's fantastic, but don't vote for yourself. So please don't do that.

And then we will have a break halfway through. It's a lot of rounds to get through, isn't it? So after the fifth round, I will tell you that there is a toilet break, and then you can please go straight to the toilet, come straight back to your table, because your team leader is going to need to organise the next presenter.

So don't get distracted and try and have a cup of coffee, yeah? And then at the end, when all of the votes are counted, the winners of each table will be invited back to the stage for the third session, and that is when you'll do a second round of QR code voting. Right, it's time for me to select your team leaders.

Hands up in the air. Team one is over here. So team one, who is going to be your team leader?

Who's the team leader? Tom. Thank you, Tom.

Well done. Table two? Stephen.

Well done. We've got a team leader. Excellent.

Right. Table three, where are you? Greg.

Thank you very much. Table four, where are you? There you are.

Who's going to be team leader? Jasmine. Yeah, fabulous.

And team five? Fantastic. And then team six?

Ian. Thank you very much. Right.

So team leaders, can you just raise your hands for me, just so I can just zone in on who you are? Yes. Fabulous.

Right. So it's your responsibility, just to recap, you are going to make sure that the next person is ready to present when we do the changeover. Okay, so first person kicks off, you're going to get them set up and ready to go, make sure they're comfortable and ready.

Raise your hand when that happens, and then we can go straight into the presentation. I will give a one minute warning. I'll tell you when the presentation is finished, and then you go into the changeover again.

It's your responsibility to make sure the next person is ready to present. Raise your hand when they are. Yeah?

Is everyone clear on what they need?