**PPN Session Three 10.01.2024\_Transcription**

[Rachel Davis] (0:21 - 1:52)

Ladies and gents, this is your two minute warning, grab yourselves a drink, finish your conversations. We're going live on stage in two minutes time. Ladies and gents, please take your seats.

This is your one minute warning, ladies and gents, this is your one minute warning. We're live on stage in one minute time. 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.

[Speaker 10] (2:22 - 2:39)

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

[Rachel Davis] (2:45 - 5:33)

Right, come on you stragglers, get in the room. Welcome back. How was lunch?

Was it the best lunch you've ever had after this morning? Great. Right, who's looking forward to listening to the finalists?

Hands in the air if you're looking forward to listening to the finalists. Come on, that's it, that's the spirit. Now, before we get into that magnificent part of this session, I'd just like to walk you through some reminders.

So, affirmation boards in the corner. Has everyone got an affirmation board that ordered one in December? If you haven't, because I can still see in the corner of my eye, there's a few left.

So, if you've ordered an affirmation board, please go check and collect it. You need to take it by the end of the day. And if you haven't ordered yours, as I said earlier, 15th of January is the deadline for your last chance saloon to order an affirmation board and it will be here in February.

Right, this is the moment that you've all been waiting for today, isn't it? The big finale. Woo-hoo!

Whoop-whoop! Come on, whoop-whoop! Better.

But before we start, let me just talk you through some logistics. You know that I love talking logistics. So, each presenter, when they come on the stage, they will have 10 minutes to present their strategy to you.

Please take good notes. I was talking to Claire about this earlier. Taking good notes is important, isn't it?

So, if you look at your workbooks, on page 25, if I'm not wrong, there are speaker notes for the six finalists. Yeah, that's where you'll be doing the notes. So, please give them a score and try to measure them against the same judgment criteria.

Have they got well-aligned strategies, good, clear goals, good, clear supporting objectives for their headline strategies? Go through it like that and make sure you write some good notes. Please give them the attention they deserve.

They've worked very hard to be on the stage and it is quite daunting to be on this stage. So, please pay attention. What I'd like to see is nobody on their phones.

Please don't talk. Don't look at your phone. Give them all your attention.

So, it's a very special moment, this, and I think it requires a very special guest. He's been at the back all day, chomping at the bit, waiting to get on the stage. This is his moment, yeah?

So, I'm sure you can't guess who it is. So, please give a massive round of applause to your trainer, Mr Josh Keegan.

[Speaker 11] (5:43 - 5:46)

Thank you. Wow, look at you.

[Josh Keegan] (5:46 - 7:31)

You look amazing. Thank you very much. So, all of you had a good day so far?

Ladies and gents, it's time for our awards ceremony, hence I'm dressed for the occasion. I'm assuming our award winners have got changed in the break and they've put on their outfits. No?

Affam has. Affam's looking good. Some of you.

No, it's been absolutely amazing. It's been an absolute pleasure to walk around the room, see the presentations, and the results so far have just been absolutely world class. So, congratulations to each and every one of you for making a presentation today, turning up, put a line in the sand, and put all those three months of hard work into an absolutely awesome presentation.

But now, it's time to see our finalists and get our finalists onto the stage. As Rachel said, these guys are not necessarily professional speakers, so please make sure you give them the utmost of respect. No talking, no phones, sit and take notes.

There's going to be voting at the end, and obviously everybody wants to win one of these awards. So please do take your vote very seriously, take notes, give them a score at the end of each presentation, and make sure you really consider who you are going to give your vote to. Is everyone clear?

Should we get the first one on? Ladies and gentlemen, let's give a huge round of applause and a very, very warm welcome to... Natalie!

Here she comes! Just give me a second. No, no, you're okay.

Just stand up on stage. Hopefully it'll make you feel nice and nervous. Yeah, this is great.

She knows what she's doing. Perfect. Right.

You're going first. Well done. Here's a clicker.

There we go. That's all we've got to do. Press that one to go.

Yeah. You alright?

[Speaker 7] (7:31 - 7:31)

I'm good.

[Josh Keegan] (7:31 - 7:34)

All good? Let's hear a round of applause! Thank you!

[Speaker 7] (7:36 - 16:32)

I'll put my cards down because I can't do three things at once. Most women can, just saying. Thank you and welcome to my strategy presentation.

Before I start, I just want to say I've typed notes, I've deleted them, I've typed them again. I've lost confidence in what I was writing, I've felt too vulnerable, and the longer short of it is, this year is for me to find myself again. I am mum, I am the missus, a title I don't like, you can pass that on later.

I am the dinghy bobbing along my husband's steering business ship. I'm a fundraiser and I'm a friend you can always call on, but I don't really know where I am anymore and I've lost myself a little bit. So this year I want to step out from behind myself.

I want to start saying no to the things that don't move me forward anymore and I want to start saying yes to the things that do and the things that make my heart and soul sing. So with that in mind, I'm going to try and find this lady again. With the year of growth.

Why growth? Well, I was going to run with the year of up yours, but it didn't really fit in with the path that I want to move forward on. It would send a message to a lot of people that have thought being a 17 years household, house, homemaker and mother of two is dead easy, but it's not as difficult and it's challenging.

I've had various jobs and roles throughout that time of having the two children and jobs. I've really enjoyed your passion, but I've had to change it to accommodate family dynamics. And each time I've changed the hours or the job, I felt like I've lost myself a little bit.

And that's been really, really difficult. Signing up to PE, probably if I'm being really honest, well, let's do that. I probably didn't do it for the right reasons at the time.

I did it to make others happy and to hopefully make other people proud of me. However, going into cave time and digging deep, I unearthed some really deep rooted desire to and a vision for something for the future that relates to this lady who didn't appear on the table when I did it down there, but now. So I'm not going to look at the screen.

So this is Nana Mary. She passed away seven years ago with Alzheimer's and dementia. And she's the reason for my vision.

She's the person that I am today, the reason why I am the person I am today and the person that I still aspire to be. So she's the reason for my future vision, which hopefully you'll be on advanced in years to come and you'll see it come alive. But to get to where I want to go, I've got to grow in all aspects of my life.

To get to that vision, I need to get to the garden gate and open it and see this blossoming vision. I've got to grow. OK, so three personal objectives.

Fly and soar. So this year I'm going to level up physically and competitively. I'm a runner.

They're not superimposed. That is me. I'm a runner.

So I'm an ice skater and I lift weights. Not often enough, but I do. So the target this year is to level up competitively and compete at British Ice Skating Nationals at bronze level.

I've done it at pre-bronze. Got a gold last year, just saying. And this year for me, I want a 5K and a 10K PB.

For me, not for fundraising, because every time I run, generally, I run two fundraisers. And I want to be lifting more month on month because that will keep me consistently in the gym, which is good for my mental health. Nurture the bond.

Reaffirm family relationships. Family was at the heart of everything my Nana ever did. And she's 15 grandchildren, 13 great-grandchildren with another one on the way and three great-great-grandchildren.

And all my cousins are like siblings to me because I'm a normal child. So they're the ones I turn to all the time. But I feel like since Nan passed away, we've drifted apart a little bit.

And I really want to bring that back again because they mean so much to me. So my target this year is a monthly visit or a connection with extended family. I say connection because there's one in Thailand and one in Vietnam.

And I don't think Anthony would be happy with me traveling once a month to Thailand. And an end of year family gathering or party, which probably will be a fundraiser for Alzheimer's. And my third objective is to reshape the nest.

So as grandchildren, we are now nicknamed children of the hub. My Nan's flat was the hub. And that's what I want my home to be.

I want it to be a place where all the family feels safe to come to. And the target there, so it's going to be a home designed with all in mind. I need to start with my intimate family first.

So I want the boys input on the room designs. And I want the plans finalized and submitted by the end of the year. Three professional objectives.

I need to grow professionally because I'm starting from here. So the only way is up, right, in the words of Yaz. Feed the seeds.

So I'm going to prioritize my professional development in business. And my target there is to attend minimum one workshop or seminar or network event each month. I'm going to focus on the networking really because that really will be out of my comfort zone.

Because you lot are my comfort blanket now. Greet the garden fairy. Employ someone to help in the business.

So the target there is to have my own BA by the end of the year. And that will then give me more time next year to focus on the vision, that seedling that I've got planted. And then harvest the crops.

Know your numbers. Absolute area of weakness of mine. It's what I pass over to my husband all the time.

But by the end of the year I'm not going to do that anymore. No. It's going to be my job.

My target will be to, this year for that, is knowledge and tools gathered to be able to stack my own refurb deal. Headline strategy. Our business is Nest Living which is by Telec Properties.

And we are going to be hashtag next level landlords. Yes we are. So we're currently in the storm phase.

We've been playing at being landlords for the past couple of years. Next level landlord, the hashtag is for the tenant so that they know they're going to get next level communication, next level service. But also next level, not just a rental, but a home when they walk into it.

But also it's a hashtag for us as we grow professionally into professional landlords. How are we going to do that? We're going to do that through efficient effectiveness.

Processes and procedures. So the target there is to have lots of manual and systems in place to include, but not limited to, viewing procedures, purchasing, renovations, etc. So that if we employ anybody else, they can step in and know how we do it, which is the next level landlord way.

See I shortened it for you and everything. And then we're going to expand with purpose. So increase the portfolio.

The target there is to have another eight to ten buy-to-lets this year. So we're going to start playing monopoly in our catchment area. All renovated to our Nest Living standard.

And then we're going to start telling stories through socials. So we're going to post twice a week. Twice a week on socials to include new purchases, renovations, updates, and new tenants, etc.

Distribution of focus. 70% will be focused on Nest Living because that is where our goals are mainly aimed at this year to achieve what we want to achieve. 20% will be that vision for living with dementia.

The idea is to try and let people that have dementia carry on living their lives to the best of their abilities. And 10% will be open to opportunities. So just saving some space to be open to opportunities to maybe add into profit play.

Really, really lucky that cashflow is covered through my husband's business, Craig Barnes Limited, which is construction. Profit is the same. Very lucky again that lumps of the same profit come from there as well, which means this year we can focus on assets, which will come through Nest Living.

So currently we've got 6% of our financial fortress covered, but we will be raising that by the end of the year. That will be at 33%. And what am I going to do at the end of all that when I've achieved all that?

I'm going to have a reward on my own without the kids. Without my husband. So I'm going to replace two boys with an orphanage full of children.

I've always, always, always wanted to do this since I worked in travel 17 years ago. And I'm going to go volunteering in South Africa at the Winnimabeso Foundation. So I've got connections with them already.

I'm going to go and work in the orphanage for a week or two. So thank you very much for listening. Hope you've enjoyed it.

And well done to everybody for today. Thank you.

[Josh Keegan] (16:36 - 16:36)

Natalie.

[Speaker 7] (16:38 - 16:40)

I got that. Thank you.

[Josh Keegan] (16:40 - 16:44)

Before you go anywhere. Look at this.

[Speaker 12] (16:44 - 16:47)

What a start.

[Josh Keegan] (16:51 - 17:00)

That was outstanding. Round of applause for Natalie one more time. Thank you.

What we're going to do. It's okay, Adam. She's going to offer you a little bit of feedback.

[Speaker 7] (17:01 - 17:03)

Yeah, go for it. Be nice.

[Speaker 9] (17:03 - 17:04)

Congratulations Natalie. Well done.

[Speaker 7] (17:05 - 17:05)

Thank you. Thank you.

[Speaker 9] (17:05 - 17:50)

Yeah super well done. Just a few things I pulled out of the presentation. So obviously great start with the meaning.

It's really nice to learn a little bit about Natalie, what drives Natalie, so that was really excellent. I think the main thing for you, the game changer, is going to be hiring this VA and everybody in here should be hiring a VA this year. You know we have an asset on it coming in a couple of months.

That is a step change, that is a game changer, that will make a huge difference to you and obviously I thought your headline strategy was really strong with the nest living and getting your financial fortress income up to 33% is a huge step change as well. But yeah overall fantastic presentation, very funny, very natural speaker, congratulations. Let's give Natalie another hand.

[Josh Keegan] (17:52 - 18:25)

Right who's got to follow that then? Let's do it. So we're going to invite our second very special speaker to the stage.

Let's give him a huge round of applause, Mr Steve Cowgill. Clicker, microphone, and then your time will be at the back of the room. You'll sit over there ten minutes.

Best of luck.

[Speaker 8] (18:27 - 27:08)

How good was that one? Well done Natalie, well done, well done. So my name is Steve Cowgill.

I do speak very quickly. I only have 10 minutes so rather than me slow down, you're all going to have to listen quicker. It's as simple as that.

Before I jump into this, I'll start with my why. I'll stop walking across there so people can see it. I made a very spontaneous decision the day before I got married.

Rather than just say some vows in church, I would get some paper, write a letter to my wife and explain the commitments I'm going to make to her and to our children if we were lucky and were lucky to have. So that's the letter and there's two pieces of circle there. If you really know what you can keep reading and see what else I said.

It was about being the best father I could be and when we were lucky enough to have children to be the best father as well. Best husband and best father. And we got married.

We had two beautiful daughters and those commitments I made when I got married really developed into creating an environment where they could do whatever they loved without any financial pressure and without living in an environment that is safe. I come from an area in Manchester that wasn't safe and gunshots and things like that were second nature and I really wanted to make sure that we provided the environment and experience for our children and we did that. We live in a beautiful, beautiful country in Oman.

We live on the doorstep on the beach. We go on fantastic experiences and I thought that by providing that environment, using an expat salary, tax free, in the sun, I've cracked it. And then what happened was my daughters started to get older and they started to realise that daddy's not around at bedtime.

Daddy's not around for books and when he is around he's a grumpy sod and it was all stress and I think I'm a typical story of you climb the corporate ladder, you get as high as you can and then you're exchanging time for money and I was getting very stressed and I wasn't being the best version of me to my family. So yes I provided the environment but I wasn't being the best version of me and that was my why and that is why I got into property maybe 18 months ago. So this is how I'm going to create that better version of me, the long game.

I'm not going to go into detail, it looks like I've cracked it, I've not. The key sentiments here is around wealth, health and life by design. We have obviously the year of and we have the headline strategy images but I wanted a one image sentiment for each of the years and the first one I've got there is building foundations.

Now you may have heard there's a very famous quote that stuck with me, you only have two lives and the second life starts when you realise you've only got one life and that's really fuelled my desire to get out of the expat executive role and into an expat entrepreneur role. I won't go through all of this but year three you can see the one image sentiment now is breaking free and that is the year where my cash flow from property is going to equal my lifestyle costs and then moving into years four and five as the big image says there I have no clue how I'm going to do it but by the end of year five I'm going to be living life on my rules by design and we want to have our dream house in St Andrews where we got married and that's the overall five year plan from there. So the year of, like most people I went round and round in circles with this but the game is all about creating financial independence and the tool for doing that is the financial fortress. To create anything or build anything in life you need to have the right conditions or the right fundamentals and that's why I came up with fortress fundamentals.

There's three anchors now you might realise the eagle-eyed amongst you that is not a current picture it's also not from Adam's camera roll but the sentiment here and the key anchor I want to do is if I'm the fittest I can be mentally and physically then I can set myself up for success so the target there is 82 kilograms by the end of the year. Family first, family is my safe space and if I can create three non-negotiables to help me be the best version I can then that's what I want to do and the second one is feed the fortress. Currently my expat salary is my biggest investment into my property business and I need to secure that in the short term and this year in particular is quite a pivotal year one of our major contracts is going to be re-tended if we win it another three years of income if we don't we'll see we'll see but we're quite positive we're going to do that.

Professional objectives, the surplus needs to be as much as possible so this is about personal management and then within my businesses making sure that they're as efficient as possible so I can have as much of a war chest I'm calling it as possible. Standing on the shoulders of giants is all about you guys and being around you people I'm amazed every time I'm on calls and every time in this room I feel like the smallest fish in the pond every time I'm here and it's thanks to you guys. The reason I put Josh and Adam on there is when I when I did my heroes piece I couldn't find a single person who was my hero but what I found was traits that I wanted in my heroes and I see those traits in Adam and Josh but it's not Josh Keegan or Adam Goff necessarily it's somewhere between that and it's probably a Josh Goff or an Adam Keegan type.

I'm sorry Josh I tried to make this as much as possible but you look like a hillbilly there. And the final one is my whole business model is around being an expat providing services for an expat by expats and I'm the Dubai pin host and I want to make sure that this year we cement that position and make sure that I become the trusted expat in the Middle East. The expat concept is taking a very popular and successful concept of source build manage this is my headline strategy taking it predominantly what is provided from the UK remotely to expats and flipping that around and providing the source build manage remotely from the Middle East and proving that concept.

How am I going to do that? Well I'm not going to reinvent the wheel as I said this this works successfully from here so it's partnering with people who do this here in the UK and creating that expat veneer around it and putting that in the Middle East. We also don't want to cast a huge net and hope we catch the people we want we want a smaller net targeted in the right area so we find the expat avatar and that will allow us then expat sales.

You see what I did there? Really create a real marketing strategy that helps us target and get five deals across the line in the first year. Fire up the flywheel is my current business I won't go through this but this is about building momentum getting my SaaS working getting investors on board and getting three more HMOs in the business this year.

In terms of time pin and horizon my portfolio business is predominantly outsourced so this is all about increasing the resource levels outsourcing more and be more targeted around the objectives which allows the 70% to be me if I'm going to develop the source build manage business in the Middle East it has to be me it has to be me in the room it has to be my time that does that. In terms of the the hierarchy cash flow is horizon we will take it 42% of lifestyle cost this year last year was 20 so we're doubling that expat property people because the same we've got is going to be the profit play five deals will be about 14 and a half we've done some calculations on that so it's not arbitrary and we're not going to touch assets until 2026. The reason I'm doing cash flow and profit at the same time is I'm not going to go into detail but I've created this expat ecosystem and the idea here is that I want to create as I said a business for expats by expats that looks at personal development it looks at source build manage and it looks at different investment options and that's where we're going in December the kids don't know it I want to go and that's why we're going there. So the I'll just move to this one here the the that's that's my presentation I just want to spend the time thanking everyone for spending time thanking everyone everyone in this room everyone I speak to Adam, Josh etc I've talked a lot about one image sentiments and I would be grateful if you can help me free the muscat one. Thank you.

[Josh Keegan] (27:22 - 27:24)

Nice, love it.

[Speaker 12] (27:25 - 27:25)

Congratulations.

[Josh Keegan] (27:26 - 27:31)

What are you selling them yeah oh it's part of the cash flow effect. Adam feedback.

[Speaker 9] (27:32 - 28:41)

Yeah very good presentation Steve well done I think and as with Natalie it's really nice to hear a bit about Steve and his wife you know straight away I was like really connected to your journey and all of a sudden you know I think the whole room was so like listening which is great long game is not easy to do not many people do the long game in the first year I know some people have in this but that is hard to do so well done for doing that personally I really like the saying expat entrepreneur I just think that's a really cool saying I don't know if you've like coined that or sort of own that space and for something for everyone to pick up on if you know it's one of the things Steve said is about getting his PCM in order you know getting his personal finances in order we've got to have financial clarity over what we spend otherwise we don't know what we need to get out of in Steve's case the rat race so all his financial numbers is a steal a very specific he knows exactly what he's doing and really for all of us we should have clarity on our PCM so I'd encourage you all to do that and I really like the niche you know I think what you're doing in the expat world is a really strong niche you can own it build your avatar speak to that avatar and I'm sure you'll have a lot of success so well done very funny as well

[Josh Keegan] (28:47 - 29:04)

okay I think we could all agree two absolutely awesome presentations so far please make sure you take your notes give them a rating as you go to make the voting easier for you at the end now we're going to welcome our next finalist to the stage let's give a huge round of applause to miss Katie Harvey

[Speaker 6] (29:13 - 38:19)

hello everyone hello anyone that I spoke to today knows I'm really excited to share this I've worked so hard on it and I've put in all the hours of cave time and stuff to really come out with like what I want my year to be and what it's going to be so I'm just really excited to share it with everyone so my name is Katie it can't work out already and this is my long game the I'll be honest I'm 22 at the moment my last couple of years not 100% sure on don't know if that's exactly what I want to do yet but it's something that I've sort of thrown together for the last couple of years but the first three years I'm pretty certain that that is exactly how I want my next three years to go again spent quite a long time doing this giving back is quite a big part of my life I try and do a charity event every year the get up and give back is really going to help with that because it's less organization on my behalf and one of my main things is family as well so in I've got a whole family section which is very heavily on my grandparents and my my mom they've been our biggest support through this and eventually got to find a boyfriend first but eventually I do want to have my own family but you know that five years is quite a short time to find a boyfriend these days so might not happen my year off is champion unleashed I thought this was great until I didn't know what to do while the music was playing and then I was like I'm gonna stand there like an idiot basically this year is about being a champion to myself a champion to my family to my friends being the best version of me being a champion does not come easy being Olympian anything like that you have to put the work in it's all to do with the seasons is putting all of that sort of back work in before you can be who you really want to be and that is sort of what I'm aiming to do this year so my three personal objectives is fighting fit weight off gloves on is my motto I want to do three into clubs I've got my first one for this year booked next month and I want to have my first fight at the end of this year and I'm aiming for my weight to be down to 58 kg which I'm not far off but I'm building muscle at the moment so it's quite hard to shift weight at the moment and that's really important to me like Muay Thai is one of the first things that Josh and Jacob knows the first thing that I've ever stuck to in my life that I've enjoyed I sort of start a new hobby in four weeks later I'm buying all the new gear for the next hobby this is the first thing that I've ever stuck to in it it really really helps with my mental health as well and it's given me another level of discipline that I haven't had in my life before next one is health as well that is me in hospital last year I've got a condition where I don't produce cortisol which is a stress hormone so whether it's good stress or bad stress I can end up in hospital quite life-threatening and I stress myself out a lot because I get all excited like now and my aim is to actually know when to sort of pull the cord and stop and give myself a rest but I'm not in those situations all of the time my target is no hospital visits from stress might have hospital visits from other reasons but I can't control those ones but I can control my stress levels at most times and meditation daily just to try and calm myself down I'm like a labrador like I need the meditation to calm me down and headspace has minutes that you can track your minutes on there so that's how I'm going to keep it measurable a prime example of me going too far as I was in hospital a couple of years ago and I discharged myself to go and do a presentation and then I ended up back in hospital like 10 times worse but I just I can't help it sometimes but that is what this year is about is just stopping and taking that break time is precious like I mentioned in my long game family moments matter I've scheduled in days in every single month this year that I'm going to go and see family members it might vary depending on the month who's busy and who's not and I want to take photos every time I see them so that I have a result at the end of the year that I can say I have actually spent the time with the family professional objectives raise my voice amplify your presence to speaking events monthly I'm Oxford pin host anyone that wants to come along please come along and I've actually just secured a new hosting role first paid hosting role that I've ever had gone into the new year with that hosting role and I'm ready for it it will increase my speaking events to three monthly it's a target of mine and I've already got that underway it's been something I wanted to do for a long time I remember on the the program I said I wanted to do more public speaking but couldn't even hold that I'd never want to touch that again I got rinsed by Adam for holding that patch box my second objective is quick delaying just fucking do it I am so bad at procrastination like I will set a target to clean my room and I'll clean the entire house but avoid my room I don't know why I do it it's just something that in my brain that does that so I'm really trying to be disciplined this year and my aim is to master disciplined if I'm disciplined I can achieve all of the goals I've just told you guys and that will be how I measure this target is I will have smashed all of my goals but yeah discipline is not something that I'm very good at at the moment but if I want to fight I've got to sort of do that because I'll just get knocked out otherwise retire the tools is my third objective no tools required and a property is the way I want to be full-time property by the end of this year aim is March we want a minimum of seven properties which are going to into a headline strategy I've recently realized probably the last two weeks especially when it's been freezing outside and I've been working outside I absolutely don't want to be an electrician in the winter so that's definitely something that like I'm quite passionate about it's tiring you want to do all the other stuff as well but it's so hard going to the gym after you've been on site all day as well so March is March April time before the new tax year is a time that I want to start that headline strategy infinity and beyond Buzz Lightyear was our inspiration for this with Jacob and Josh this is for JK Avenir Estate which is our rent to rent HMO business and our objective is go for no offer every opportunity we want to have a viewing each per month so it'll make a total of three viewings per month and offer on every single house review we don't care if we get a no keep that relationship there we might get a yes in the future get our blaze on Grant is the blaziest person we know network I did ask permission for this before I put the photo up network is our net worth so we want to be way more active on social media Josh is smashing the social media side two network meetings a month minimum which we're going to spread out between the three of us I'm going to be attending to a month anyway because it's all part of my job and a minimum of seven rent to rent deals this year which will help complete objective three which is boost your bucks elevate our earnings all three of us want to be full-time paid by our property business by the end of this year it will give us more time to start our second business which we've got our headline strategy for but I'm not going to go into today if anyone does want to hear about it then we're more than welcome to share so we also know the exact figures for us we just haven't put them on the screen and we've worked that out for our monthly costs so that is our headline strategy currently I'm three days a week on the electrical on-site a day and a half to two days on JK Avenir and half a day if needed on Haynes which is our new development company that we'll be starting and this is the target is to be three days on JK Avenir Haynes developments has taken a day and a half to two days and my personal brand and hosting is going to be sort of half a day a week probably end up being a couple of days a month rather than half a day a week so that's sort of my plan for this year is to switch all of that round to get to there cash flow business is JK Avenir at the moment rent to rent HMO pretty good cash flow at the moment but just taking it to that next level so we can go full time Haynes developments will be our profit business it may slip into the asset business because we do plan on holding these properties but I'm 22 I'm not too worried about having that asset business right now it's in my five-year plan it's not in this year my reward a week in Greece where I'm not needed in the business I don't have to take my laptop I can turn my phone off if I want to hopefully have a business phone by that point and I can leave that in the drawer at home that'll be my reward away from Jacob and Josh for once and hopefully they'll also be able to do the same Jacob can spend some time with his family and Josh can take some much-needed holiday as well that is me

[Josh Keegan] (38:25 - 38:31)

thank you well done congratulations Katie who had a five-year plan at 22 anybody

[Speaker 9] (38:33 - 39:58)

Adam you got any feedback yeah I think yeah massive congratulations Katie you're an actual speaker I think the thing that's always struck me about you is you're just such a hard worker like you've got just that work ethic it's just there and you're always leading the way in the group and it shows in the presentation and I know you probably don't want to keep hearing you're only 22 but it's like it's mind-blowing but but to achieve to have this level of self-awareness confidence and work ethic and belief at that age is outstanding so I think we should give Katie a massive round of applause well done Katie I'm not done oh I'm not done I just wanted to say come back up I just think that is very inspirational and you'll inspire a whole another generation of younger people to do what you're doing so make sure you share the journey I just really enjoy seeing all three of you do this I think like you've got this like a tripod is the strongest shape you know three legs and there's something really magical about what you three are doing together and I just can't wait to see it like unfold honestly so well done on doing your long game you've worked really hard at this good luck with your fighting I was just in Thailand actually on the fighter street I don't know if you know about it but I need to talk to you about it because I feel like next year your award should be to go to Thailand and go and fight mix it up with the best people in the world absolutely so I'll talk to you

[Josh Keegan] (39:58 - 40:26)

about that after so well done Katie congratulations well done well done Katie so our fourth finalist I'm going to welcome them to the stage here she's on her way ladies let's put our hands together for Jasmine Gill right so just that to click it forward and then time is just over there with Dak okay

[Speaker 4] (40:27 - 40:28)

all right best luck

[Speaker 12] (40:30 - 40:31)

hi

[Speaker 4] (40:34 - 51:11)

I am Jasmine I'm a chartered accountant a chartered tax advisor and an owner of an accountancy firm and I am in charge of the operations side of the business so I look after our clients regular stuff you know the accounts the back returns the payroll and we deliver amongst the team of us a team of 10 we deliver services to around 400 clients and then on top of that I am a wife and I am a mother of three I've got two girls 11 and 8 and a three-year-old boy so I would describe myself as busy I came on the blueprint last July completely willingly and what really struck me was how accurate the tempo profile is for me and in particular one of the comments was that tempos are very good at being busy but they're not necessarily busy doing the right things and that one hit hard um I took it into the cave I really thought about it and it's true I am busy I do get a lot done not necessarily the stuff I should be doing so I've come to the conclusion that if I can persuade myself to be busy doing the right things then it's going to make a huge positive impact on both my personal and my professional life so I'm embarking on a year of priority this is me making a conscious decision to prioritize the important stuff over the urgent stuff and so I'm going to look at everything this year and if it doesn't meet the important criteria I'm going to step back and I'm going to rethink it personally a year of priority means making myself a priority I think when you've got a young family it's really easy to focus all your energy and your attention on them mainly because they are so demanding and they're just there all the time so you don't really have an option but for me I do need to focus on actual fitness doing something for myself so as of Saturday I am a gym member and I am going to start running there's a plan in place and I'm going to be able to run 10k comfortably in under 70 minutes this is most out of my comfort zone so but I'm happy to do it I'm looking forward to this one totally happy to do this no it will get done lifelong learner for me this is about personal growth so as I said I have children and I'm very conscious that they are getting older I've got a child going to secondary school I've got my youngest starting school in September so come September I won't have a child in tow during the week which for me is actually a big change so at the same time we're growing our business with the aim that we will um that it'll be able to run without us in the next few years so I'm looking at some time to myself between the hours of nine and three so I just want to spend some time thinking about what else I could do what else I'm interested in and so for me PE this program is a big part of that I'm going to take advantage of everything it has to offer I'm going to attend six supper clubs I'm going to read all of the books I haven't read much over the years if it's if it's not the Gruffalo or something I've not I've not really read it but I am going to I have been reading two books a week since two books a month sorry since we started and I'm going to continue that and core memory creation for us this isn't about the big days out and the the holidays we're quite good at those for me this is about the evenings and the days when we've got a free day at the weekend it's about not running through my to-do list and actually saying do you know what I've got 10 minutes let's play the card game or if my children are reading to me their school books actually sitting down and listening to them read rather than cooking the dinner while they're doing it so we're going to have at least seven moments per week and that can just be 10 minutes but when we do them when I say no to the urgent job that I'm running around doing we're going to write it on a bit of paper put it in the memory jar and there will be seven entries per week and my girls know about it so I can't get out of it and professionally I think as we all have started we all started small so I've had all sorts of roles over the years I've been HR I've been admin I've been IT support which you might not believe because I couldn't save my presentation to a USB stick earlier I was I was even the cleaner 10 years ago I was the cleaner as well so now this is about me separating myself from the tasks that I just I shouldn't be doing anymore and only doing the the tasks that I that only I can do this means I'm going to be the queen of quadrant two I am going to prioritize my important tasks over my urgent tasks and I'm going to do this by really focusing on my Sunday sanity spending the time planning my week and putting those important tasks into my diary and I have to achieve 85 success over my Sunday sanities across the year I'm going to delegate so there's clients that I've had for a long long time and it's just quicker if I do all the work for them and I do it better than everyone else so you know I just hold it I've been holding on to it and there's no reason I've got a great team and there's no reason I can't pass that stuff on now so I'm going to write the processes I'm going to effectively hand over review and provide good feedback to everybody so that next time I'm happy that they will just pick up that job and the target there at the moment I'm listed as the preparer so that's picking up the job from the very beginning for at least 60 60 jobs that will be zero come September and it's completely doable I don't I've just been holding on to them for no particular reason update to innovate this is about my professional learning and development I just don't spend enough time on this because it can be left and it has been left and so this is this is for me personally but also it feeds into our headline strategy of providing five-star service to our clients so this will allow me to be more proactive with our clients the aim here is two hours per week and that will go into my diary and it will get done toggle that yeah that's what I was going to say and so we have gone through a couple of years of storm my husband has came on the program last year he's a blaze he's done brilliant things don't get me wrong it's you know it's going really really well and he's whipped us all up into a frenzy now I saw his presentation he's got a completely different headline strategy apparently we're now two businesses and he's gone off to do something else while the rest of us will be finding our flow we're going to refine all the changes we're going to really focus in on how we can make this work like clockwork and the way we are going to do that is we're going to work smarter not harder we we have a team of 10 we're not intending to increase the headcount in the office but we do have a good outsourcing team who we just need to train the team to use them more effectively and more efficiently and the way we're going to do that is we're going to go through all our jobs we're going to mark all the clients that can be outsourced and we just have to tick them off through the year and there's no excuses we're going for the fifth star so that's providing the extras to clients that they don't expect but are good to have we've got a plan in place of what we want to implement and then come June time we'll start sending out client surveys and we need a net promoter score of at least 30.

Finally we are going to become the A team so we understand that we've got a good team they want to help us they want to achieve everything but everybody works a bit harder when they know what's in it for them so everybody's going to have their own personalised development plan and that's so they can see that if they help us they can see where their career is going and where they will be in the next 12 months and then I'm going to join you well a year later but I'll be in Lapland as well because we want to see Santa so thank you and I honestly I wish you all the best of luck because this is hard.

[Josh Keegan] (51:20 - 51:24)

Some lovely tempo energy there calming everything right down. Adam.

[Speaker 9] (51:24 - 52:28)

Absolutely yeah I just want to say like congratulations on building you know the accountancy business to the level it's at it's an amazing business you built it from the ground up you started with the cleaner you and Tez just doing it and I just think it's an amazing journey so massive congratulations I don't think people appreciate what an amazing business you've built. Something I see happen a lot I hear it a lot especially with mums is this idea of putting your oxygen mask on first your own oxygen mask on first and I'm just really delighted to hear that you're going to like start putting yourself at the forefront a little bit more you know and hopefully like you've given yourself permission now to do that so I thought that was great. In terms of the presentation I've got really strong images absolutely fantastic and finding our flow as a headline strategy is bang on like it's world class it's exactly where you need to be like Tez just created all the storm and now actually it's over to the tempo it's like absolutely perfect for your profile just to calm things down get things running on rails nice rhythm and like you're the perfect person to lead that so I think it's absolutely bang on it's clearly going to be a game-changing year for you so congratulations

[Speaker 8] (52:28 - 52:32)

Tez, great presentation, well done, congratulations, awesome, thank you very much.

[Josh Keegan] (52:38 - 53:33)

Dick can we have Rav's presentation on next please is that okay yeah we're gonna do uh Rav sorry FM here we go going in order I didn't want to I don't want to throw you off balance seems like you're ready for it right ladies gents four presentations down two more to go make sure you're taking your notes keeping like keeping score really thinking about has this person executed well against this have they worked hard over the last three months and have they got a clearly defined strategy for 2024-25 we enjoying them so far ladies yes we enjoy them so far very good right let's welcome our fourth presenter to the stage Mr. Ravenauld Chambers time's over there

[Speaker 3] (53:36 - 1:04:18)

awesome thanks very much everyone my name is Ravenauld Chambers I'm going to tell you a little bit of a story about my relationship with property how it's popped up as a kind of a friend and a guide to me some really key moments in my life I might have some audience participation in about three minutes so just be ready for that um so I'm going to take you back to 2001 if some of you are weren't even born probably um but um uh I had um no money in my bank account I was just about to turn 30 in fact I didn't have a bank account actually um I just spent most of my 20s as a monk and so you can see that picture on the left there is me after two days walking up a mountain after the vehicles couldn't go any further at the source of the river Ganges in the Himalayas so I'd spent most of my 20s in a life of devotion meditation service and I had the daunting task of realizing I couldn't do that for the rest of my life I was about to go out and actually try and get a job so my father bless him he said to me you need to get involved in property and I took his advice he gave me 37 and a half thousand pounds which I was quite a bit of luck bit of hard work I managed to turn that in the next five years into 10 properties and the first one was that property on the right hand side there which is my first house 22 Dale Street now that house was part of a little bit of luck it was two houses that they'd knocked into one so immediately I could turn it back into two houses rent one out so that was now two properties um but it was a special house for us because um we started our family there so as little Harry there on the left um and Tina and Harry took his first steps in this house actually remember it really clearly I was just sitting across I took that picture um but equally property um it started to help me take my first steps if you like back out into the world trying to get a little bit of economic stability that I sort of had left behind in my 20s um Tina was working which was great we started to get some money from property as well um in the beginning because I've been out of the workforce I had my jobs were very low paid in the beginning I had three years working in the state agent for 10 grand a year um but then I went back to university and did an MBA and then I started my own business which is be inspired films so it's a film production company working all over the world to help purpose-driven brands to bring their stories to life using film and animation we did a lot of big events as well like TED talks and stuff like that we went to Africa, India, America, Thailand, Taiwan, Europe all over the world that that is me on the beach in Mumbai there where we're making documentary in India um we we did really well I worked super super hard building up a brand from scratch I started to win a lot of awards and stuff like that and it was really good actually um but then it came also with a price so you can see there my my health suffered I sort of worked every hour there was I was away from home a lot I didn't wasn't able to give I had a young family I had a second child and cavy as well and it was really difficult and if I'm honest it wasn't really um sustainable um so but you know it also came with its uh good parts we managed to buy our dream house in 2019 we um moved in we had a lot more space um but it was also a massive responsibility took on a big mortgage and you know things you know go looking up until and of course the lockdown came so in overnight six months of work was completely cancelled and as you can see I started to plan for the worst there on the right um um but um no actually I got into gardening I guess like a bit like some of you as well that's my vegetable patch the starts of it um but um but anyway I was listening I was doing some gardening and I heard Dan's podcast um the 10 layers of wealth and the financial fortress and all this stuff so I'd become painfully aware of the vulnerability of trading income and different things you know that could happen like lockdown so I thought I want to create my financial fortress so that I have all of my income coming in and that it's not dependent on my my trading businesses so I decided to get back into property I'd kind of just the other things were just there in the background from the first round so I knew now that this was going to mean you know once lockdown finished a lot more hard work getting the inspired films back on track and also this whole kind of property thing that I wanted to develop as well so I was keen not to make the same mistakes of the first time around where I got burnt out and you know family and relationships and health had suffered so my year uh this year is the year of connection to make sure that we've got firm foundations in place to make sure that things are important to me are there so this is where you get to stand up let's go for it everybody quick quick quick thank you so much hands in the sky like this folding hand thing we're going to do it again we're going to go for the Mo Farah heart you know the Mo Farah heart now bring it down I want you to look at me through the heart can I look at the person next to you through the heart awesome a little bit of connection you can sit down thank you so much and the idea there being that just a little bit of connection you know before we just rush out the door to the things that are important to us whether it's our family or health or whatever so important so my three personal objectives are these so first one is connecting to health so step by step bite by bite make it right so Tina and I often go for walks across the fields we're committed to 5,000 steps which we track in our health planner our health app I'm going to lose six kgs this year one and a half per quarter you can kind of guess where I might be trying to lose it from when I got one place really and and I'm going to track that on my smart scales and weekends with friends fun never ends so very easy I've found over the years to not keep in touch with friends not make the time to to spend time with them so twice a month we're tracking that in our diary to make sure that we commit to doing something with friends Tina was away with her friends recently on the weekends me and the boys created these little jars so what everyone's got got a jar and the idea is is that you when you appreciate something about one of the other members just put little notes stick it in the jar and then on the last Sunday of every month we'll sit down breakfast and read them out so we're committing to do two a month each cherish love repeat professional objectives these are very much based on things that I feel like I can make them a little tweaks but big big changes so boundary strong relationships long the two key audiences in my business that I think are super important on my team and then my clients and whenever the there's been strain in those two with those two audiences it's been around having expectations that weren't agreements so you know mismatch of expectations so we're in it's on our winter hit list quarter one to go through all of our freelancer agreements all of our contracts our t's and c's make sure they're friendly but super clear and the boundaries are clear numbers mastery I'm very good on my gross profit but I want to really drill into now looking at all the fixed costs and having a better understanding of how where our break even point is and and how to build those costs into each project as to make sure that they're covered as well and sunset goals sunrise rolls this is about me getting a real handle on my diary and my time so I've got a structured diary that I'm putting in place and my goal is along with Sunday sanity to make sure that 75 percent of the things that were in the diary at a specific time like prime time we're done it's not more than that because I know I know myself I think 75 is a good percent to get and headline strategy for being inspired films is back on top we were super successful and lockdown slowed things down a bit for us we had a few big clients that managed to get us through but a lot less active so these three objectives here are very they're all in the business they're all key things that I think and they're all also aimed actually me being able to be working on the business and less in the business so the first one handpicked happy team so we're gonna do team assessments after every project to make sure that they're being given all the things they need to be able to give us their best when I get over 85 percent on those every time but to a really important thing is I want to bring two new producers in to the team and that's because they're the ones that take the most work off my plate in the beginning I would be producing everything so they will they will be able to to take a lot of that off me the second one is butter smooth systems I'll come and say hello to the people over here for a bit and then this is really important because in order for those producers to really be able to take those projects on from me and actually run with them all of the stuff that's in here I need to get into those systems and those documents and make them crystal clear that I can even bring someone in last minute and they can plug in so that's on our winter hit list as well and and the metric for that is 75 percent of projects this year will be managed and delivered by producers that that are not me and and creative content so a lot of my content today creative stuff that I've done has been just out of passion but out of interest like the podcast that you probably heard with Dan it's just stuff that I enjoy doing this year I'm going to start a new podcast which is specifically aligned to the business so it's going to be called stories of impact it's going to be speaking to leading storytellers they have to choose a sustainable development goal and the conversation works around that and then hopefully over time we've got a whole bunch of different sustainable development goal stories to look at okay so my time 60 percent will be on Be Inspired films 25 on Sol Green Property which is my property company which is going to focus specifically on social housing and long-term leases on properties that I buy and then I'm writing a book about my mentor when I was a monk and that'll be 15 percent thankfully Be Inspired covers all the cash flow so all of the property stuff is just going to go straight to the financial fortress I've worked it out I probably need two deals hopefully this year or maybe next year to finish the financial fortress and I sat down at the beginning of 22 2022 with the kids and Tina we asked them where they wanted to go for all the holidays until they're 18 and so 2022 we did Hawaii last year we did Bali and then this year we're going to do Italy we're going to drive down hopefully make it as far as Sicily if we can and and that's it thanks so much for listening

[Speaker 9] (1:04:30 - 1:05:25)

Adam really nice Ravi again great to get story and background I'm not sure everybody knew you know about your background as a monk but that's obviously awesome very funny you are a very funny guy I enjoyed that I'm just really glad it wasn't your grade I thought I was going to get really sincere from there so yeah nice little touch with the heart the connection the audience participation I think in public speaking like whenever you can get the audience to do something it just breaks up the presentation it just takes the focus off you people get re-engaged that was a really world-class tip I think what I'm most happy about for you is like you've obviously relit the fire you've got passion you've got purpose and if you achieve everything you say you're going to achieve by by this time next year you'll have had a step change those producers in your business seems like you're going to get out of the noise you're going to be focused on the higher value stuff so for me it's going to be a huge year for your business so behind you all the way well done congratulations

[Josh Keegan] (1:05:31 - 1:05:37)

right then ladies gents a grand finale let's welcome to the stage and give a huge round of applause to Afam

[Speaker 5] (1:05:48 - 1:15:55)

good afternoon everybody my name is Afam, Afam Sadiku so I'm just going to start off with a little bit about me about what I do and then we'll get straight into the presentation so as mentioned my name is Afam Sadiku I'm the founder and director of Getting Started on Property Limited and before we get into the presentation I just want to give everybody a little bit of a background about me what I've done in my life and how it's got me to where I am today in front of you good people so um I guess my kind of business life started off at about 13 years old and when thinking about 13 years old it all started from a girlfriend like I explained from my to my table so back in the my parents used to give me £2.50 every single day for school dinners and that £2.50 I used to just save it save it save it because what I'll then do is go to the city centre with my girlfriend and then go to McDonald's and there was one time that I would go to the cash machine with her in the city centre and I had tried to withdraw £20 from the cash machine and it didn't come out I tried it again it didn't come out so I checked and I had like £14 in my account so I couldn't take any cash out which means I couldn't buy any McDonald's which means I had to go and tell her I can't buy in McDonald's and it was quite embarrassing for me but at that point I said never again so the next thing I then decided to do like never again so the thing I decided so the thing I decided to do next was um I begged one guy that I knew worked in our estate to give me the connections to a different guy that can allow me to do a paper round and thankfully I was given the job um £15 a week but that kind of kicked off my work ethic work work ethics and also my kind of business mentality and thinking about the worth ethic side of things is that being a 14 year old 13 14 year old doing the paper round is difficult it might sound easy but it's very difficult because rain or shine you have to do it after school you have to do it you can't see friends but it built a lot of discipline for me now then thinking about the business side of things this is where you know your clients would pay you every single week but when they miss payments it means that you don't get your bonus I will contribute my own funds which meant to get the bonus and I'll chase my client later on to get the to get the payment now moving on to that my mentality was save make money and then reinvest so when I got into my secondary school I was a typical kid that was selling chocolates selling sweets and I thought about what would make me different to other people so then I started to freeze my drinks I started to bring in popcorn I started to bring in candy floss which most people didn't do and then I systemized it so I'm thinking about systemizing it if you think in my school bag there's only a certain amount of chocolates and sweets that I can actually have but other kids would want to sell but they don't have money to invest because there was no saving so I used to do as I say to the kids literally I'll fill all your bags and I'll pay you five pound a day and bring me the money so they will go and sell and then bring me the money and I just kept on doing it over and over and over again and then when I got into sixth form I said I can't be selling you know chocolates and sweets anymore and I studied business studies so at that point I used to be like a little gangster and wear like baseball caps and things like this and I said okay let me just start selling baseball caps because if they don't sell I'll just keep them and I list my baseball caps on ebay and literally it was incredible this was like back in the day when online wasn't like a big thing for selling but it was incredible because literally they sold out in the space of like but by the time I had my first break and I made like 140 150 pounds I said I'm going to do it again and again and again and then I built my first proper business which was called 501young.com went into ebay started to sell wholesale to stores across the UK and I did very well and I sold the business so I sold that business to I was so young I sold that business to an international investor a guy that I met online and they pay me 45 grand and I was like Jesus Christ this is incredible I thought it was incredible I was 17 at that point yeah so it was that was quite quite a shock anyway moving on from that I said I don't want to do school no more I'm making money as is I want to go and work for a company so I joined Barclays Bank on an apprenticeship scheme which was one of the best and worst things ever happened because I smashed the apprenticeship scheme I did a GCSE level an A level level and a an advanced level which is like a degree but the thing that it took me away from it made me a very good banker and they put me in front of everybody but the thing that it took me away from was my dream of a business anyway I bought with the funds that I got from the sale I bought my first house it was a house in Liverpool 53 700 and I was in Manchester at the point when I've got my first rent and it was like 455 pounds and I said that was just too easy like that was too easy let me do it again and again and again um and moving into London in 2018 um I had about 15 houses at that point and I was 24 years old and a lot of my colleagues were asking me like how did you buy this many houses said Liverpool is cheap like Liverpool is cheap so so I literally just said like I'll go and find houses for you and pay me a fee and that's when we got into the business so that is just a little bit of a background to how I got into getting started in property where we're at now so moving on long game so this is just one year so I'm 29 years old and this is the first year of what it looks like but what you'll see throughout the presentation today is when I get into some more detail so year of delegation so when thinking about the year of delegation our business my business partners over here Liam our business is busy we have a lot of clients we have a lot of attention but at the same time I always see myself as I can do quickly I can do fast I'm the best at doing it but it's now starting to offload it's simply because I'm starting to lose hair I'm gonna go to Turkey to go and get it sorted so I don't want that to happen so personal objectives so what you'll see is the first slide which is get my life back so I used to be a beast like a year ago I was massive but because the business got so busy I stopped going I want to stop going to gym but I reduced the time that I had going to the gym open my eyes is now thinking about so I don't live in the UK anymore I moved to Spain about two months ago I have a gorgeous house in Spain but I don't really value that and then the last part which is my gorgeous girlfriend she's a 10 but it's learn how to love she's she's incredible like she's incredible but it's learn how to love because I haven't opened my heart up to love someone else so professional objectives optimize the portfolio so I have a range of buy select properties that I want to now optimize I don't want to grow the business and I want to really squeeze the profit that I can make from those businesses by looking at various different strategies service accommodation supported living you know many different opportunities next part is change the lives of others so this is one girl that I met in Canary Wharf young girl wants to get into property we helped her find her first property and her second property and you can really see how her outcomes have now changed just from helping out with certain things and the next part is thinking big and I must give credits at this point to my business partner Liam because Liam is the person that helped me think big this time last year like January of last year I bought this house it was a five-bedroom house it was one of the biggest properties I've ever bought by September we took on a 14-unit block and this is all because of having great conversations with good people moving on so headline strategy is systematically scale so when thinking about our business it is very busy we have VAs we have staff in total we must have about 15 people but it's not how can we really optimize the things that we do have to scale because the business doesn't run unless we're currently involved in it supporting objectives so grow our service offering so mine and Liam's our brains work 24 7 we're always thinking about new innovations but one thing that we want to do is streamline the number of products that we offer and increase the level of services that we offer because there's many great things that we can do to make additional income which I'll speak to you guys about on a different occasion so know your target market so by knowing your target market at the present moment in time we just target anybody anybody wants to buy a house you'll get one for them when thinking about growing and knowing your target market is now really selecting your clients carefully and then maximize sorry maximize systems and resources so again going back to our systems that we use making sure that we really squeeze as much as we can get from them so cash flow profits and assets so when thinking about the buy-to-let business we want to systematically sell 15 buy-to-lets per month 75 of those retained on a management basis when looking at the next part of our business we also house a lot of homeless people so we must have done over over 100 homeless people in 2023 so we want to now do a 3 million turnover by the end of 2024 100k per month on rental income 100k per month in social housing income and then in terms of my own personal portfolio which is currently started about two and a half million I want to get that to now three million by the end of the year but again thinking about really squeezing the income from this so 70 20 10 so thinking about our business again the first part is just gsip on the business so I want to be looking at the business then the next 20 percent is then spending time in the business so thinking about new innovations I'm the last tenant again building Sataku Estates Limited which is my own personal portfolio and this was quite difficult for me um Liam knows me very very well I'm the kind of guy that will wear like you know walk out with holes in his socks I might I could make all the money in the world but I don't treat myself this was very very difficult for me to think about but I think I might just treat myself to a Lamborghini this year might do might just do I'm not going to buy in cash it is going to be on finance which is the smartest thing for me to do at that point but not thinking about myself and thinking more about my family I want to treat my family to certain things like cars I want to retire both my parents which will happen this year and basically give a life to the people around me that will make them proud of me I'm proud of all of our achievements and that is all I thank you thank you

[Speaker 9] (1:16:05 - 1:17:01)

Adam do you want to share some feedback yeah great presentation I found really really good very much enjoyed your story I mean it's great to hear your background learn a bit more about me so congratulations I think in terms of the business like where you're at with systemizing you've clearly created I didn't realize how busy you and Liam would be you know you're busy little boys well done you've done an amazing job and systemizing it and getting to the point where you can actually when you start a business the answer is yes what's the question you know it's like you'll do anything to take any time to get any deal and I think you're not at the stage where like no actually 18 20 we can say no to a lot of customers now we start to learn who our avatar is and we can be a bit selective and that's going to reduce all the noise you're going to be much more enjoyable so yeah that was really cool I really like that and yeah really great to see that you're treating yourself and the people around you so very admirable great presentation well done big things to come for you congratulations

[Josh Keegan] (1:17:08 - 1:20:50)

right ladies and gents those were our six finalists so we're good weren't they pretty pretty good we're going to be doing voting in a moment just a few uh points for me so obviously watching those six presentations were awesome and I also walk around the room and see what some of you're up to and obviously I can say I'm not just saying this these are the best presentations that we've literally ever seen on the program like they are absolutely world-class you've all taken it to another level and I think one of the the powerful stuff around those final six that got to stage you know makes a lot of sense one of the things with every single one of them it all just meant a lot didn't it it meant a lot a great story behind it it meant so much to them personally they're all very well considered in terms of what they're trying to achieve where they're going to get to everything's in alignment a year of makes sense with the headline with their objectives and one thing that I think has been absolutely game-changing is all of those targets they set really clear tangible targets for every objective they can come on stage at the end of the year and go did I do it did not do it tick tick or cross and remember like high performance is not just about executing it's about setting yourself up for success and actually defining what you're clearly going to do so round of applause once again for all of our winners that's all the niceties out the way unfortunately we're gonna have to pit you off against one another and we're gonna have to do some voting there are three awards up for grabs we have third place second place and we have the highly coveted first place for the strategy day presentation so I want everyone to get their phones up please and there's a qr code on your workbook it's separate different qr codes than when you had this morning if you go to the finalist speaker pages I'm gonna have some music on deck if you don't mind and I'm going to give you one minute to cast your votes if you're having issue with the qr code is issue just one vote yeah if anyone's having an issue with qr codes just please raise your hand and somebody will come and help just quiet please please everybody just silence please put your phone down when you voted has anyone not finished their vote everybody voted who was on phones smith are you still voting you're not are you cool just finished you've just finished brilliant good answer okay perfect okay just enjoy those presentations let's give everyone a final round of applause thank you very much I'm just going to be disappearing off for a few minutes on stage I'm going to welcome Rachel back onto the stage she's going to give you all the logistics for the following month while we count the votes and we'll be back on in about 10-15 minutes to select and present some serious awards thank you very much ladies and gentlemen thank you

[Rachel Davis] (1:21:02 - 1:28:24)

wow oh my god mind-blowingly good well done all of you finalists that was amazing I've got up my game on Friday I'm really worried now okay congratulations to all of you well done to the finalists and well done for all of you you've made it really magically special I've had such a good day I hope you have too is everyone out of a time excellent right so I think you'll notice that we didn't mark your homework earlier because we had bigger things to do so if you turn to page four in your workbooks you'll see last month's homework is there so please you don't need to mark that now just mark it in your own time but if we turn now to page 32 so if everyone can turn to page 32 sorry I'm making you do page olympics yeah just checking your fingers are working yeah fingers working right so if you'd all go to page 32 you'll see your homework for this month so as I said for workshop three please mark your homework in your own time but we're just going to go through um the work the workshop homework for workshop four as the first thing you've got to do is look at your winter hit list book in your prime times make sure that they happen they're non-negotiable get them booked in in advance and also when you before you do them make sure you give them each prime time session you do it needs to have an a task or a particular piece of work that you're going to do so you know what you're getting into when you start and then start completing your winter hit list by the end of January you should be 33 percent of your way through the winter hit list so let that focus your mind and then you need to listen to dan's podcast I don't like swearing on stage get stuff done no no I'm not doing it I'm not doing it so listen to that podcast is it's I listen to it the weekend it is so good yeah so listen to that it's going to really help focus your mind and if you're feeling a little bit overwhelmed it's the best podcast to listen to right strategy day is next complete your strategy day with your team yeah and share how it went on the Facebook group so your strategy day presentation should all be in your diaries by now and we cannot wait to hear how they went and then time tracking we did a little bit of it earlier with Adam it's now time to make sure that you get your categories all set up and then start tracking your time and building the habit remember it's your 28 day challenge and then you need to review your time weekly if I could give you any advice time tracking only works if you review it doesn't it Adam I think that's why I've given it up a few times because I'm just not reviewing it so that's the lesson learned learn from my mistakes and then the year of affirmation boards if you haven't already done and ordered your affirmation board then please you've got till the 15th of January to make that an order and it will come in the February workshop has everyone picked up their affirmation boards they doesn't look like it is there still some left yeah so maybe if you haven't make sure at the end of the networking session you pick that up okay so midweek mentoring as we've said many times before and what happens all of the success happens outside of the room 95% of what goes on happens outside of this classroom if we can call it that so this is all about execution and we've got an amazing lineup we've mentioned it earlier the first session is with the formidable and amazing Mr Chris Moss he is the best executor at these things that I've ever met so he's going to be doing he's going to be helping you with your winter hit list on the 17th of January so please tune into that and then Josh is going to be doing mid-month mentoring on the 24th of January who wants a 15-minute slot with Josh come on you can't embarrass him come on right yes yeah if you've already had one right you can actually book that right now so if you turn to page 33 in your workbooks you'll see that there is a QR code you can book on a slot it is on first come first serve basis so if you're not doing it right now get it on your action list or book it right now and you can get a slot reserved yeah the little QR code not the big one as Bianca just said so if you want to do that now get it booked in remember this is free personal coaching yeah this is a group course we don't offer private mentoring on a group course but these are the opportunities for you to get 15 minutes of focus time with one of the trainers so they are super super important so please get yourself signed up for that and if you're not doing it this month then get it on your action lists for a future month yeah right and then third week is the 31st of January and that's going to be with Tony Rigby he is a board member and he's been on PE for a long time and he is amazing at time tracking he's going to walk you through the art of time tracking yeah he's a the founder of InterProof Construction and a property developer himself so he will be helping to help you with your time tracker and Sunday Sanity we're all still measuring Sunday Sanity it's going to go on throughout the whole of the year are we all super psyched to do Sunday Sanity say yes absolutely we're tracking this make sure you do it by Monday at 10am and the 28 day challenge is toggle time tracking clockify whatever you choose it certainly is so and we're going to level up your Sunday Sanity so more um leveling up we want to not only get you to share your Sunday Sanity top 10 but we also want you to show us an image of your time tracked for the week so Bianca look out for the post from Bianca she'll be asking you to post two images one of your top 10 and one of the time that you've tracked can we do this people can we level up Sunday Sanity fantastic and the book for the month is the 12 week year by Brian Moran now we work to this principle on a property entrepreneur advanced it introduces to you the game of four quarters and this is really how you get things done it's all about the art of execution do more in 12 weeks than you do in 12 months it's a fantastic fantastic book so that's the foundational uh thinking that goes behind a lot of the stuff that we do on property entrepreneur advanced so get that book and read it it's absolutely fantastic is it oh it's on offer on amazon kit he says so yeah quick get it now buy it buy it and then have you all hands in the air if you haven't sorted out your buddy or had a chance to have a conversation oh there's quite a few of you so you do need to check in with each other you if you look around the room it must be one of you with your hands up put your hands up again buddies right do you know who you're looking for yeah who who doesn't know who their who their buddy is yeah yeah let's let's get used to sort that out now so if you're stuck and you don't know who the person is go and speak to one of us and we'll help you oh of course Bianca and she'll help you yeah so anyone who hasn't can you just go and speak to each other just really quickly and sort it out Bianca's got the list if you need it just have a quick conversation swap phone numbers

[Speaker 11] (1:28:30 - 1:28:30)

brilliant

[Speaker 12] (1:28:40 - 1:28:41)

oh lovely

[Speaker 6] (1:28:58 - 1:29:05)

who is it so Kay was buddied with two people so she was buddied with Afam and me

[Rachel Davis] (1:29:05 - 1:29:09)

and who are you buddy what did Bianca just tell you she said to go with Afam

[Speaker 6] (1:29:09 - 1:29:14)

and Kay go with someone new but it was Kay that was buddied with Afam in the first place

[Rachel Davis] (1:29:14 - 1:31:30)

uh go back to Bianca yeah go back to Bianca we'll find out who's left at the end Katie this is the list it might actually that could be an old list are you stuck are you stuck have you got a all right yeah don't worry about go see Bianca go go see Bianca because I'm not sure if that's the up-to-date list yeah I don't know just check because I don't know if that's the up-to-date list go see Bianca oh you've got it just go just check with Bianca what did she say oh you drop her a message yeah I had that last month yeah don't worry right at least you know what you're doing now Katie she's excellent are we nearly organized have we swapped numbers yeah okay guys can we settle it down now get back to your seats get back to your seats please can we all sit down and settle down yeah actually there is there's networking after so we just make sure you don't leave the room without knowing who your buddy is that's really really important and if they're not here then you can send them a message yeah yeah okay we all all right right everyone it's time for a big announcement yeah it's now time to invite Josh Keegan to the stage give him a huge round of applause oh

[Josh Keegan] (1:31:52 - 1:32:52)

right ladies and gents it's been a cool day hasn't it absolutely amazing like three months of hard hard work and graft a line in the sand and everybody in this room is likely going to have their absolute best year on record but we had six finalists and we can only have three award winners so I know it's good to lose that I wish we could give you all an award I wish we could unfortunately they only go to the best of the best right let's do it let's do it so my daughter bought me these for christmas thank you careful um so well done to everyone that presented but now I'm going to reveal our third place so our third place for a proper entrepreneur strategy day well done 2024 is miss katie harvey

[Speaker 11] (1:32:55 - 1:32:55)

it's going up

[Josh Keegan] (1:33:09 - 1:33:17)

guys just standing we're just gonna get a nice picture so it's the line it's the line yeah just stand on the line yeah the line's perfect katie come in the middle

[Speaker 11] (1:33:17 - 1:33:19)

oh I'm not very good with it yeah

[Josh Keegan] (1:33:25 - 1:36:50)

amazing well done katie well then katie I think we can all agree absolutely outstanding presentation I know we keep talking about your age but to be doing what you're doing at the age of 22 well even if you were in your 50s it's very impressive to be doing it 22 is absolutely mind-blowing so congratulations and a very well-deserved third place round of applause katie just finish off thank you very much right so there can only be one second place this isn't meant to be funny these are just facts these are just facts do you remember when you called me boss at the start rachel let's go let's go back there there can only be one second place ladies and gents and now I'm going to announce the winner of the second place award in the strategy day presentations ladies and gentlemen the second place strategy day proctor 2024 goes to I think we can all agree that was an incredible story you told like literally all in 10 seconds from the beginning awesome presentation and yeah to like finish off with these incredible accolades everything that you guys are doing is absolutely world-class so very well and I'm terrified the idea of seeing what you used to look like when you were a year ago when you were when you're a beast because it's pretty alarming right now so congratulations once again amazing well done okay ladies and gents it's time we have one winner a very very worthy winner of the proxy strategy day 2024 ladies and gentlemen the winner of the property entrepreneur strategy day 2024 the most highly coveted strategy day award goes to miss natalie congratulations got a standing ovation move down a little bit guys

[Speaker 7] (1:37:13 - 1:37:39)

you might be able to tell that I wasn't expecting that um I'm just going to say Anthony said to me last night at nine o'clock do you uh do you fancy running through your presentation for tomorrow that's the first time he's mentioned it I went absolutely not no because I had it straight in my head and I didn't want to have a wobble and I'm glad that I didn't that's that's it thank you so much I really really appreciate it thank you

[Josh Keegan] (1:37:46 - 1:44:22)

I think it's natalie it's no surprise to see what you won I think the story was absolutely incredible the objectives were amazing it meant so much to you coming out of being you know mum mode into starting entrepreneurial journey getting your identity back the reward you know most of us would see going to have to do some laboring for a charity is not an award at all but that was your reward at the end of the year very selfless and yeah really inspirational presentation so congratulations once again well done can you guys go go go now thank you cheers amazing thank you so much guys congratulations congratulations to our award winners like worthy award winners I think we can all agree worthy finalists well done to each and every one of you that made it onto the stage but in addition like genuinely and I mean this when I say this congratulations to every single one of you for actually being here for turning up with your laptop a presentation a defined strategy for 2024 you've done the hard work you've done the cave time you've got yourself nailed you've got clarity and where you want to get to and now it's all about executing and this for all of you is going to be your absolute best year on record and honestly we cannot wait to share the journey and we cannot wait to see it happen so let's give everybody a huge round of applause thank you just got a couple of little bits to finish up on the main thing is we just want to know how you found today's workshop so you should all have a text message to your phone going to put some music on if you could provide as a rating out of 10 10 being you most likely recommend this to a friend or family member one being obviously not very good at all and then give us some any kind of qualities of feedback you like put some music on to give you a few minutes yeah how's it all gone and once you've finished smither please put your phone down just please remain quiet while everyone finishes off their feedback and their submissions we really appreciate this by the way it really helps to improve it every single month okay by the looks of things remember to please put your phone down when you're finished it's always interesting to see who puts their phone down when i say that magically people tend to finish right cool thank you very much for all of the feedback it is much appreciated we're going to be in the room or allowed to be in the room till five o'clock so tea and coffees are provided your net worth is your net your network is your network apologies your your network is your net worth stay around get to know some people there's people in the room that are doing the deals you want to do that have got the contacts you want that have got supporting businesses that can help you on your journey ladies and gents we have had an absolutely awesome day we started the day with your round table presentations congratulations once again for everybody that presented today you brought a presentation in for the first time ever you have crystal clear clarity i want the next 12 months holds for you and your business we then went into our secret weapons winter prime time and time tracking yes we're time tracking and we're going to be doing this for the next month these things genuinely will be game changers and what is winter about it's about the winter list rebuilding the business you can have your best 12 months on record then we finish with our finalists congratulations to everybody that made it onto stage congratulations to our third place which is miss katie harvey congratulations to our second mr afam and congratulations to our worthy award winner our champion miss natalie carter ladies and gents let's finish with a huge round of applause i gotta get afam katie and natalie to come to stage we should do some photos well done guys you need your award yeah we need some nice photos on stage that's right come on come on yeah bring your awards you never let never leaves your side now bobby genuinely like well done well done like every single one of you like all smashed out of the park and the bar was so high this year as well the presentation is absolutely awesome get nice and close