**PPN Session Three 06.03.2024**

[Speaker 14] (14:27:32 - 14:27:34)

Two and a half minutes, take your seats.

[Speaker 3] (14:28:06 - 14:28:17)

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

[Speaker 8] (14:29:06 - 14:29:37)

This is your one-minute warning, guys, this is your one-minute warning, we are live on Ladies and gents, this is your 30-second warning, get ready to put your hands together, we're going to be live on stage in 30 seconds.

[Speaker 10] (14:30:07 - 14:30:21)

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

[Speaker 3] (14:30:25 - 14:31:46)

Come on, you stragglers, in you come. Look, Adam's not even here yet. Can we all get in?

Fantastic. I'm going to just wait until everyone gets a little bit seated. Right, brilliant.

Nearly there. Nice and quiet. Are we all in?

Nearly. Right, before we move into session three, it's time to talk, get up and give back. Yeah?

I can see lots of T-shirts in the rooms looking absolutely beautiful. Yeah? Are we looking forward to it?

Yeah, absolutely. Right, so then it's my absolute pleasure to welcome back to the stage our very own GUGB leader. This man is the most generous man I've ever met.

There's nothing he won't do for charity. He's our very own PE Hall of Famer and board member, the man that's going to lead us to victory this year. Ladies and gentlemen, please put your hands together for Mr. Dan Norman.

[Speaker 4] (14:31:54 - 14:39:38)

Thanks so much. I hasten to add there's nothing I won't do, but there's plenty of things I've been paid not to do for charity. Thank you very much for the kind introduction.

I've actually been corrected a little bit. Dan Hill gave me a little bit of feedback and he said, Dan, it's great that you've made such a, you know, you've got the sentiment of why we're doing this for the charities we're doing it, but it's probably time you actually kind of like did something a little bit more happy for people. So we're going to give a little bit of our golden rules, okay, our golden rules of get up, give back, because it's important when you get moving on something just to sometimes reconsider where you are at the beginning.

The first golden rule is to improve mental and physical health in property entrepreneurs. Okay, that's what we're all about. And there's two quotes I'd love to share with you, which I think are just fantastic.

This chap, Gandhi said, be the change you want to see in the world. Okay. And I'd like to introduce you to something called Helper's High.

If you have the opportunity, download this book. Have you read it? Chapter seven is all about the Helper's High, which is about oxytocin and endorphins getting released when you do good things.

What better way to be positive yourself and help other people by being useful. So chapter seven, have a look at that. And to be blunt, I mean, I'll hold my hands up to this.

I've got a couple of kilos to shift off. There's still some mince pies wrapping around in there from Christmas. Anyone else in the same game, honestly?

Yeah, there's a few of us, right? What better way than to actually get yourself moving and going along? Obviously, we're raising awareness of a cause.

And I think this is struck deep with so many people in the room. I don't need to further illustrate this point. But I do need to say how people did it.

And that's the point of why we're here today. So some fantastic posts in the promotion and fundraising campaign, which you will all get shortly. Nick Abbott smashed it to bits by doing what he did by posting and raising awareness within socials.

And of course, we want to raise an epic amount of money. The big, big bonus of this is that you just get to spend more time with each other. Now, the examples here are obviously the hiking, because that's what we did last year.

But if you're on the Manchester runs, that's a matter of sharing with each other. By being part of a community, part of a WhatsApp group, encouraging each other, whether it's swimming, whether it's cycling, whether it's just walking. And being a part of that community is just fabulous.

What better way to have a networking event than all get dolled up in our very best black tie, in our frocks, in our ball gowns, whatever it might be. I mean, look at them. They're having a fabulous time, right?

And I must belabor this point, because we're already 80% allocated. So we've literally only got 24 tickets left. So if you want to be a part of this, please, please, please, please.

And as always, it's in your workbook. It's the fourth QR code. If you want to stay over the Friday night, get that booked in.

Two reasons. One, we've only got limited space. Two, in seven days it goes up to 125 quid, because why wouldn't you put your prices up when things are in short supply?

You'll get this, don't you? You've all been here before. The timeline.

On the Friday, the 8th of March, we release our assets and promo plan. A number of people have said to me, how do we actually do this? We're completely aware that some of you may not have fundraised before, and that's completely cool.

We've got 320 persons worth of experience that have gone into this. We've got some big hitters who are going to help you with it. I'll get into that more shortly.

We don't actually commence the promo campaign until the 5th of April. It's lovely to see everyone here in their hoodies. Can you please hold off?

Let's hold back the horse, okay? Until the 5th of April. The reason I say this is because we want to create maximum impact.

And we're going to teach you the over-subscribed model in a very light form. I don't want to take away from how good Chris does it. But this is how we do what we do.

Friday the 3rd of May is when we do the fundraising and actually do the challenges. Now, admittedly, there's going to be some fundraising before then, I'm certain. Because this cause is so deep, it's so in of ourselves that we won't help but do that.

And, of course, the grand finale formal. You even get a spare little bracket at the end. Apologies.

As promised, we're going to deliver to you a promo and fundraising plan across those periods. You'll also get the 30 days of content. Now, we're not going to give it to you all in one go because that will just flood people and folk will get confused.

And last year, people on the advance, I mean, they were putting completely the wrong day on the countdown. And it was just all over the shop. You've got to be gentle with them.

They're really old. But I must accentuate, this is the oversubscribed model to follow what the experts in this field do. Chris Moss has developed this process for so, so very long.

And this will set you up perfectly for championship season. Summertime, right? Which is when we all want to be selling, selling and selling.

Team captains have been nominated. I've got to say a huge thank you to Alex, to Nat, to Greg and to Sean for supporting us in the individual actions. And also the other people who wanted to get involved as well in Team GetUpGiveBack, who I will absolutely be leaning on at the appropriate time.

Okay, because there's a lot of work to do. So, please don't feel that you've been in any way scuppered. We'll be having conversations.

We've broken it down very, very simply into five different pieces. And we generally use WhatsApp as our method of communication. Okay?

That's because these different activities have different nuances. So, it will be broken down into the five different walking, running, hiking, cycling and swimming. Your very next actions, because we like to keep it real simple.

There are three things you need to do from here on. And they are all on the QR codes from here. First thing, people have said, well, I've not fundraised since I went banging on the door at five years old for my next-door neighbour because I was doing a proper job.

Or whatever the girl guides do. I wasn't in that. Not for long.

First of all, you complete your personal CrowdFunder link. So, the first QR code there is how you set up your fundraising link. We use CrowdFunder.

It's just like JustGiving, but it allows us to spread the money over the five charities. JustGiving, you only get one. Okay?

It's simple as that. We've used them for three years very, very, very successfully. That's QR code one.

Number two, download your promo plan. We've spent a bunch of time in saying it all out. And the reason we said it all out is because we want to create the maximum impact.

What do we know about advertising now? People have incredibly short attention spans. And people need to have things repeated, repeatedly.

So, what's the best way of doing that? We leverage the 80 plus people who are on GetUpGetBack. So, it hits all at the same time and you cannot get away from it.

We are going to paint socials orange. Okay? But that will only come if we all do what we do at the same time.

That make sense? Cool, grand. Third and finally, download your asset bank.

We're just going to tease you. First of all, you just get the countdown. So, this year, hopefully, we will get the days in the right order at the right time.

Can't promise anything, but we're hopeful. And it also means that your VAs, PAs, social media managers, or whether you're doing it yourself, you're not overwhelmed. And we feed out the rest of it ongoing.

Everyone happy? Yeah. So, any queries?

Drop me a line. Dan at GetUpGetBack or Rosanna at GetUpGetBack.co.uk. Rosanna is the absolute spine of this organization. I'm just a bit chatty, but she's the organized one.

She's the detailed person. And that's my WhatsApp if anyone does have any specific queries. If you haven't yet, sorry.

Oh, sorry. Yes. Yeah, yeah, absolutely.

[Speaker 1] (14:39:39 - 14:39:39)

It's the contact details.

[Speaker 4] (14:39:39 - 14:40:51)

Yeah, for sure. Thank you. Absolutely.

Sorry, you're throwing me there a moment. It's not often a nice boy asks for my number, especially not the one who looks so good for 40. Oh, God.

I told you it was going to be a fun presentation this time, right? Still my beating heart. Any questions, queries?

We are seeing a few people who just needed the dates of the hikes, for instance. So, if you're available on Saturday the 11th of May or Saturday the 1st of June, that's when we're doing Snowdon and the Yorkshire Three Peaks. Not together because they're very far away from each other.

The 17th, 18th, 19th of May are the National Three Peaks date. So, if you've been sat on the fence, don't get splinters. Come and join us.

Let's all make a difference. It's cardio versus cancer. Thank you so very much for your time.

Is there time for questions or have I always overrun? Oh, we're good. Please welcome back to stage the rather lovely Rachel Davis.

[Speaker 3] (14:40:56 - 14:40:57)

Thank you very much.

[Speaker 4] (14:40:57 - 14:40:59)

You were expecting me to go on longer, weren't you?

[Speaker 3] (14:40:59 - 14:45:20)

I was, actually. Thank you, Dan. That was amazing.

Who's looking forward to cardio versus cancer? Come on. Who's looking forward to cardio versus cancer and getting involved?

Let's not lose sight. The most important thing here is that we are going to be raising money for an incredible cause, aren't we? Everyone here, hands in the air if you've been touched by cancer in some form in your family or someone you know.

Wow. Look at that. That's incredible.

That's literally nearly all of the room. Remember what we're doing this for, a friend, a relation, someone you know, someone going through it right now. That's what this is all about.

Don't lose sight of the bigger picture. When you're feeling a bit stressed and you've got to do all the socials, remember the bigger picture. Thank you for that, Dan.

It was amazing. We're now on to our third and final session. The focus is going to be on drawing it.

As I said earlier, we've got a very special guest coming to speak to you soon. We've been talking about finance full circle today, haven't we? We started off this morning showing you how to make money using the Bulletproof business model.

Then we focused in the second part on how to raise finance. Then when you get to a point where your business is making a serious profit, there's something new that we've got to learn. That's how to maximize what we keep and how best to draw it.

That's difficult to do, isn't it? Who here likes paying tax? Who likes it?

I said who likes it? Who likes it? Anyone?

Probably Adam, maybe Josh. Josh, do you like paying tax? Hands in the air if you want to pay less tax.

Yes, everybody wants to pay less tax. Of course they do. What's it like for most entrepreneurs?

Well, they have already spent their money before they've earned it. They're always juggling debt. They're scrabbling around looking for extra cash.

They're always busy chasing money, but they're never actually building long-term wealth. They pay too much tax growing their businesses. But where we want to get you all is where you know where every pound and every penny goes.

You know and understand how to minimize your tax bill. And when you get the money into your business, you know exactly where to place it strategically so that you can increase your wealth month on month and year on year. This is how you create real wealth.

And who would like to be a little bit more like Adam? Not a trick question? I would.

I see Adam. He goes, he's seen how much of the world, Adam, do you think you've seen? 60 countries.

Wow, right? So I've not visited anywhere near as many as them. And Adam, I think Adam's smarter than we like to admit.

He really is living his... I skirted through that. Skirted through that one.

He really is smarter than he looks, isn't he? Let's be honest. Yeah, he is.

Because he's understood this for a really long time. He's actually living his dream lifestyle. Who here right now is living their dream lifestyle?

Yeah, good. Two of you. Yeah?

Three of you? Three in the room. No, I don't think I am yet.

Yeah, my kids haven't grown up yet. When they've gone, I'll be living my dream lifestyle. No kidding.

But yeah, and that's really great. But it's a very, very small amount of us in the room who actually raised their hand then. Like I said, Adam's been smart from the beginning with this.

He understands how to control his money. He understands how to draw effectively from his business and use it to best effect. And when he's out there spending and he looks like he's having a fantastic time on Facebook, he's actually spending to a plan.

He's consciously spending his money and he understands that discipline equals freedom. And not only is he living this lifestyle, he's also continuing to build his wealth month on month, year on year. So who here would like to find out what Adam's foolproof system is?

Yeah. Come on. Who here would like to find out how Adam does it?

Yeah. That's better. So let's put your hands together and give a massive warm welcome to your head trainer even, Mr. Adam Gough.

[Speaker 1] (14:45:29 - 15:16:52)

Oh, I enjoyed that. That was good. That was good.

Love it. Love it. I particularly like the one of me and the elephant.

My girlfriend took that while I was literally asleep. So yeah. That's Poquette.

Yeah, that's Poquette. That's Birmingham. Any others?

Anyway. Thought that was an elephant. Let's all make an elephant sound then.

Yeah, so where are we with this stuff? Where are we with this stuff? So we learn how to make money.

We learn how to raise money. But as we know from the rewire your brain section, it's all about how we actually keep hold of our money and one of the biggest expenses we'll go through as successful entrepreneurs is tax. And so that's coming second, but also we need to understand how to manage our money so that we're not a Mike Tyson.

We don't just leak money because if we're going to build wealth, we've got to control our costs. Right, ladies and gents? Yeah.

Cool. So these next two sessions are probably the highest return on investment you will get this year when it comes to building your wealth. These next two sessions are probably the highest return on investment you will get when it comes to wealth building this year.

So we've definitely saved the best for last. Something that I was struck by when Rachel was talking then was just how easy this is to do, but how easy it is not to do. And the person that really taught me this is Robert Kiyosaki.

So when you read Rich Dad Poor Dad, I'm pretty sure it's in Rich Dad Poor Dad or one of the first three books that he did, there's a big section on minding your own business. Does anyone know what I'm talking about here? Does anyone remember this bit?

And his point was that we should all mind our own business and he wasn't talking about us not being nosy, which is how we would use it. He was talking about us managing our own income and expenses. His point was this, how can you ever hope to run a successful business one day if you can't even manage your own personal finances?

And he said we're all already running a business, it's our personal P&L, our personal profit and loss, our personal income and our personal expenses. And actually it's way simpler to organise and run your personal expenses than it is a business is. So for those people that don't have a business yet, you already actually have something you can manage, which is your personal finances.

And for those people spending 50, 60 hours a week grafting to earn more money in their business and you haven't got your personal finances in order, you're frankly pissing money away. And you're working really hard when actually what you need to do is probably work a little bit smart. So this is what this session is all about.

It's all about getting financial clarity over your own personal spending. And then Billy's gonna come on and he's gonna talk to you about how to actually pay less tax. And probably the thing that I just wanted to echo, which I actually forgot about earlier, but now I've remembered, is that I am definitely not the smartest entrepreneur that I know.

I definitely have not been the most successful. I definitely haven't worked as hard. And I've always figured that the best thing to do is actually to work way smarter rather than harder.

So I haven't done the biggest deals and I haven't sold my business for the most amount of money. But what I've done is I've hung on very cleverly to as much of it as I can along the way. So I've definitely worked less hard and done less, but I've managed to keep more.

Does that make sense? So for me, I would rather be really smart with how I pay tax or don't pay tax and how I spend my money rather than have to go and work another 10 years or put myself under all that stress. That's just my philosophy.

So that's why this stuff works. So these are the six sections to personal cash flow management, which is the first part, which is basically managing your own money much better. By way of a show of hands, who here tracks their personal cash flow management to the pound every month?

Fantastic. Okay, so about 30% of the room. So for those people, this is a good reminder and you may not do it our way and there might be some things in here you'll learn, but for the 70% of you that don't, when I say this is going to be the biggest return on investment, this is something you've just got to do.

You must do this by the 1st of April. Everyone can do it. There's nothing in your way.

You don't need more money to do this. You don't need to learn another blueprint. You don't need, it's not when this, then this.

It's like everyone can do it now. So that's why this is so good. So the first thing is going through the backlog, okay?

So depending on where you are, most of you will probably have a bit of a mess when it comes to their financial, personal financial situation and we've got to try and turn order to chaos. You're going to have three credit cards. You're going to have two different bank accounts.

You're going to be paid by PAYE. You're going to be drawing money out of the business whenever you need it. It's like literally a mess.

Like you just judge it on have I got money to pay my bills? If I haven't, I'll draw some money out of the business. Does that sound like where anyone is at the moment?

Yeah? Just like rolling from credit card statement to credit card. Just basically just, just kind of like doing this the whole time just to keep afloat.

That's normal, I'd say. That's just normal because you haven't been shown a blueprint. That's what this blueprint's going to give you.

So we need to turn order to chaos and the way we do this, first of all, is we select the system that we're going to use to review all our old transactions. You've got a few options. If you're already using a fintech company like Revolu or Monzo or your bank's pretty smart, you'll be able to get an analysis over all your transactions really easily.

If you're not and you've just got a traditional bank or a variety of credit cards, you're either going to have to go through it yourself with a spreadsheet or you're going to have to go on something like Xero where you hire a bookkeeper to review, say, your last six months' transactions or a year if you really want to go through it. So the first thing you're going to have to do is think about a system you're going to use to actually review all your transactions that you've done and then you're going to put them into headline categories. So we're going to look at all your spending for, say, the last six months and you're going to put them into five different headline categories which I'll share with you in a second and then under these categories, what you're going to do is you're going to look over all your transactions from all your credit cards, all your bank statements, everything and you're going to put all of those into the different categories by month. So you can see how much you spend on lifestyle, how much you spend on your home, how much you put into savings, all those types of things.

So you're going to basically organise all your last six months' transactions and put them into different boxes and ideally, if you're too busy, you would delegate this to someone. So let's just say you're sat there now and you're super busy and that's the reason why your personal finances aren't in good order. You could easily tell your company bookkeeper or hire another bookkeeper and just give them this as a project.

You say, I'm going to give you my last six months' transactions or my last 12 months' transactions and what I want you to do is I want you to basically create a report for me for how much I spent each month across all of these and across all these different categories. Does that make sense? So that's going to give you like a bird's eye view of what you've done in the past, what your spending habits are because we're going to set a budget in a minute and the only way we can set a budget because you all think you're only spending 50 quid down the pub and let me tell you, it's more like 500, and you all think you're only spending 25 quid a month on Starbucks but it's more like 100.

Until you get the data, you won't be able to create a realistic budget. So this is what we need to do. We need to basically get you organising your last six or 12 months.

If you don't want to do that or you can't afford to do that, then you just need to sit down one Sunday and you just need to do it yourself. You just go through every single statement, every single month and you literally just recall what you spent. Okay?

I can see you're all super excited about this. You cannot wait. You're like, Adam, what a legend.

Like when Rachel said, do you want to hear Adam's secret? You were like, yes, what's the secret? I've got to do loads of work.

Oh, no, that sucks. I don't want to do that. But this is the only way you're going to get to grips with your spending habits.

Once you've done this once, this will be done in half an hour a month. Okay? This is the heavy lifting of winter that we all hate, but the fruit is worth it.

The fruit at the end is absolutely worth it. Now, this is a spreadsheet which we're going to share with you. This is our PCM, our Personal Cash Flow Management template.

Now, to everyone who isn't a steal, this is the scariest thing in the world. This is loads of numbers. Even I hate this, but I sort of have to use it.

So these are our categories. You've got income. Don't worry, you're going to get this.

So first we're going to have your income, and then you're going to have your home operating costs, your lifestyle costs, anything you put into savings, and there's going to be a nice summary there. And obviously you've got your direct debits and standing orders, which I'm going to talk to you more about, which will be things like gym, and stuff like that. So you'll put them into these categories.

So you can literally give your bookkeeper or yourself these categories, and you just work through the last number of months. And you could just organize it like this for the last 12 months, and you'll get a very clear idea of what you spent in each category over 12 months. So it's not as scary as it looks.

An attempt that we're going to share with you. So once we've done that, we now need to, like I said, really the whole point of this is to understand what our spending habits are. So we get the report, or we've now done the work, we go for a walk on Sunday, we go for Sunday lunch, we play with the dog, and then we come back to our desk and we say, right, I need to look at this now.

So actually, let's have a look. How much did I spend over 12 months, six months on my home? How much did I save or not save?

What went on holidays? Et cetera, et cetera, et cetera. Like, look back.

And if you've been given the report by your bookkeeper, at this point you'd be checking it for errors. You'd be like, that can't be right. But some of the time, trust me, it's right, okay?

But you're like, that, literally, that cannot be correct. So that's where you do this little sense check, you do a review, and you get through things. And that's then when you can either give the bookkeeper some feedback, they may have put some things in the wrong section, just do some adjustment, make sure you double check any queries you've got of yourself, did I really add that up wrong, right or wrong, et cetera.

And now you've got something that you're happy is accurate enough to build a budget from. At this point, you're gonna have this moment where you've got, like I've said already, the reality versus your expectations. So you're gonna think, and this is why we all must do this exercise, if you don't do this exercise, and you just set yourself a budget, your budget is gonna be based on what you currently think.

And we are very good at pulling the wool over our own eyes, okay? If anyone's ever tracked calories in MyFitnessPal, and thought they were eating 1,500 calories a month, and then they used MyFitnessPal and they realised it was more like 2,500, sorry, a day, 2,500 a day, you're like, oh, right, I didn't realise. You can't manage what you don't measure, and you actually need the data to set yourself a realistic budget.

Otherwise, you're gonna set yourself a budget and you're gonna fail every single time. So you want to really understand where the money's going at this point. And like Sam said earlier, what you would do then is work out your percentages that you're spending on each of these key areas.

So it might be 50% on housing, 10% on Starbucks. Yeah, it's like you work out what your current percentages are based on your spending from the last six to 12 months. And then from there, you can build a budget.

So you can say, actually, you know what, I spent 20% on lifestyle or maybe more, and I want to spend more. Or I spent 40% on lifestyle and I want to spend less. My home's costing me too much.

This is what a few people in my mastermind are doing. It's like, actually, I'm spending too much money, I'm gonna move house. It's a big decision, but it's like, I'm spending too much.

And it's only when they did this exercise, they were like, I didn't realize how much it was actually costing me. Like, we can't afford to live in this home right now. Okay, well, that's really good.

Well, if you're not gonna increase your top line, then you need to probably reduce your bottom line. So moving house might be a good idea. So that's been quite important for them.

So this is where we can set our budget structure. All right, so we have this section called direct debits and standing orders. Now, I'm gonna give you a structure in a minute for how you spend money every month and where you spend, on which card.

But for now, just suffice to say that your current account is only gonna have direct debits and standing orders in it. But what we do first off is we review all of those. So we want to start saving money.

And if you've got a bookkeeper, you would ask them for a list of all the transactions that are on standing order or direct debit. If you've done it yourself, hopefully when you've been doing your review, you've made a note of all the direct debits and standing orders that are coming out of your bank accounts. Now, 30% of all subscriptions are sleeping subscriptions, which means you forgot you had them.

And I almost guarantee that you will find one of those. So you can terminate any that are nonsense, you know, that you thought were a good idea at the time, but actually you'd forgotten about because it's on a credit card and you never look at the statement because you're scared to look at it because it's always so high, but you're still paying for Audible, which you signed up for six years ago and you've got 58 credits and you haven't downloaded the book since. So it's like this sort of stuff happens. So this is what you need to do.

You need to literally look through all those and terminate them. And then the ones you can't terminate, you can renegotiate. So is it time that you went on uswitch.com or MoneySupermarket and looked at gas and electricity?

Is it time that you try and switch? Is it worth trying to switch your broadband out, talking to your mobile phone operator, making a couple of phone calls in the next week or two to try and negotiate some of these things that you're paying on like a fixed price? Because this is all about saving money and making yourself wealthier.

Or are you paying monthly for something that you can actually commit to 12-month contracts on now? Like Loom, for example. I was paying monthly on Loom.

Now I've committed to 12 months. I think I saved 20%. It's like happy days.

I'm always going to use Loom. I can't imagine a time where I don't use Loom. Is anyone else using Loom here?

Amazing. It's like amazing. It's how you video yourself doing stuff for systemising your business for your VAs, for your team.

It's absolutely fantastic. And a Loom subscription is nothing. It's £10 a month or something like that.

Anything that you can't renegotiate. Sorry, I should clarify. First of all, you're trying to renegotiate with the existing supplier.

It's really easy just to call up your existing supplier and say, I'm thinking of leaving. Can I have a better deal? Even Audible, actually, because I'd say Audible because it happened to me.

If you cancel Audible, they'll give you a free three months, but then you don't cancel it. So who's got an Audible subscription? Cool.

Well, I just saved you like 30 quid there. They'll give you 50% for three months as well to stop you leaving. So I've just saved you 15 quid if you don't want to leave.

All these sort of things. It's like you can actually just make money. It's actually a really fun game to play.

And then move the rest. So anything that they won't budge on, you say, okay, cool. Now I'm going to go to a money supermarket and I'm actually going to move.

I'm going to migrate. I'm going to make the switch. I'm going to save myself a hundred pound, a thousand pound a year.

Happy days. And then lastly, and this is what Billy's going to be specialising with you in a second, is anything in that list of transactions could be a legitimate company expense? So are you paying for all of your coffees through personally and all of your petrol and things like that?

Or are you allowing for home office space, for example, in your end of year accounts? What can you put through the company legitimately? So obviously you have to be able to prove it.

And especially on this one, is there anything else if you're VAT registered that you're paying that you could potentially claim the VAT back on as well? So there might be some things. Everyone's mobile phone, right?

It's through the company? I hope so. Yeah, just little things like this.

Like Billy's going to go through this in quite a lot of detail. A big one, who's got a car in their own name? Who's got a car in their own name?

Most people, yeah. So it's obviously like to have a car in your own name, if it costs you a thousand pounds a month as a lease, obviously that's a thousand pounds a month post-tax. Actually, if it's costing you, easier, I'll just do it in easy maths.

If it's costing you 600 pounds, you've got to earn a thousand to pay the 600. But if you can get a company car, like some of the cars that qualify, what are they? The big four-wheel drive things, like the big trucks, or an electric car, or hybrid, and you could get that, then you could put that all through the company.

If it costs you 600 pounds through the company, and you can claim the VAT back, that's 500 pounds. Plus, then you've only got to earn 500 pounds, not a thousand. Are you following me?

So big expenses like that, this is where Billy's section comes in really helpful. You've got to think, that really could be worth it to make a big change. You're not earning any more money here, but you're making more money now.

You're making wealth. So when we're going through our list of transactions, standing orders, direct debits, we also do this in our businesses every month, and it's called walking the line, and it means you go through your transaction report line by line. When I get my management accounts from my various companies, from my bookkeepers, I click on anything that's out of budget, I click on in zero, and I'll have, say, five or 15 lines of costs, and I will go through each one, and I'll even look at the invoice if I have to, because I want to understand what that is, and by walking the line like this in your personal life, you are going to save a lot of money because there are going to be things that you've missed, that you're paying for, that you didn't realize that you could renegotiate, that you could be claiming the VAT back on, all sorts of things. One I had was for a broadband subscription for a house that I'd given back, and since 2017, I was paying for it.

This was only a couple of years ago. We'd paid 3,050 pounds in broadband for houses we didn't even have for like four years. We didn't walk the line.

It was just going out of the bank account. It's got a busy bank account, lots of noise. We didn't get it back.

That's my fault. Another one from Property Entrepreneur. I realized that Dan had three strides accounts, which is like for checking your steps, three.

It's only a little money, but these things add up, right? These things happen all the time. If you've got a busy business, they happen in your business, and if you've got a lot of noise in your personal finances, they're happening right now in your personal finances.

It's just literally money that you're trying to earn that somebody else has taken off you for no benefit. Okay, so moving on. We're now going to come up with your game plan.

I'm coming up with sort of a target, a strategy for your personal financial situation over the next 12 months. We're going to call this your personal cash flow plan. This is what we're going to put together, your personal cash flow plan.

We're about to start the new financial year, the new tax year, so this is why this is the perfect time to do it. You've already set your year off. You've probably got some objectives in there around finance, and you've probably got some aspirations.

This is where you want to make sure that target that you've set yourself is realistic. If your target was to save for a car, or save for a deposit on your house, or go away on holiday, or whatever it is that you had in your year of and objectives, you've got to make sure that your personal cash flow management plan allows you to do that. You've got to be saving enough money every month, or something like that, to make sure you can actually pay for the thing that you said you wanted to do.

This is obviously where you start looking at your income and expenses. Based on what you wanted to achieve, and what you think you can draw from the business, how much do I need to take out of the business? How much do I need to take out of the business to allow me to cover my living costs, my lifestyle costs, et cetera, et cetera, et cetera, and still have enough money to make, or save, or do whatever it is that I want to do at the end of the year?

That's the most important thing. You play with your percentages. You adjust.

Actually, I can only spend this much on the housing. I can only spend this much on lifestyle. I can only save or invest this much.

You just give yourself these new set of rules that might be different from your old percentages that you did over the last 12 months. Basically, at this point, it's like a business model. Basically, you're just adjusting up and down what's realistic.

If your income is fixed, if you can only draw five grand a month, or you're in a salary, and you can only get five grand a month, then you are just going to have to make it fit. If you need to save 5,000 pounds for the end of year holiday with your family, you're going to have to adjust and cut back on something. If you can't move house, or you don't want to, there's going to have to be some lifestyle changes, maybe, to make sure you can save that money because you're going to do something for your family, or go on holiday, or whatever it is that you're going to do.

This is where we say success and failure are very predictable. If you don't do this, you'll get to the end of the year, and you won't be able to afford the thing you wanted to do, and you'll wonder why. If you do do this, and you hit this every month, every month, you'll get a little step closer to having that financial aspiration that you want.

For me, obviously, this year is all about leaning in. Previously, my game plan was, well, for a long time, was just try and stay below the higher rate tax bracket. That was my main goal.

I was trying to accumulate wealth as quick as I could. For most of my 20s, and most of my 30s, I lived in a house share in London. I was in a house share because I was saving money on my living costs, and I was trying to make sure I only had to take up to 50 grand out of the business.

Whether that meant renting a house and renting the rooms out so living was free, or whether that meant collecting loads of air miles to pay for my flights, or putting everything through the business, that was the game I played. I just tried to minimize my personal spending. That was it.

Also, try and maximize my saving. I was saving ISAs every year, whether it was 10 grand, 15 grand, 20 grand. I was like, I want to draw the least to pay the least tax and save the most so I can have these tax-free wrappers to invest later on.

That was my game plan. That was it. After, when I sold my business, obviously, my game plan changed a little bit.

My game plan then was just, I just want to live within my financial fortress income. Obviously, I had my financial fortress income, and I was like, my only goal is not to live off the money from the proceeds of my business, just to live off the steam. That was it.

I had a set amount of money, and I worked at my percentages, and I knew what I could spend. That's why I didn't feel any guilt in flying to a different country every month, or whatever, whatever, whatever, because I knew that, ultimately, that was my game plan, and all I wanted was to not have spent any of the money that I wanted to invest at the end of the year. That was it.

You'll have a game plan. You just need to work out what it is. This year, my game plan, if you remember, is to try and spend, burn what I earn.

This year, my goal is to spend every single penny of my financial fortress, without a doubt. If anything, go over it. I'm trying to actively spend the money to, first of all, experience what it's like, but also reward myself for working so hard.

It's the game I'm playing. At the end of the year, I should have enough money to start building my barley villa. That's the point.

I'm also accumulating cash to try and build the dream home that I want to build. I'm very, very clear on what I want, and I've worked it out in advance, so I know that I'm going to get there if I hit all my targets. If I do everything I say I'm going to do, I know I'm going to get there.

I've got real clarity over what I'm going to do, and that's what we all need. Managing your expenses. This is where we get into reducing the noise and making your current chaos, like going forward, much simpler.

We're going to do the work on this maybe over the next couple of weekends, over the next couple of weeks. It's going to be your homework, and you're then going to carve your budget in stone. You're going to have the awkward conversation with your partner about how you can't go to Nando's four times a week anymore, and you've got to delete Deliveroo, and it's no longer Ubers.

It's Bolts and things like that. You need to just carve this budget in stone. It's like we're both agreeing that this is what we've got to do.

Obviously, if you're single, it's easier, but it's like this is what I've decided. I'm happy with it. You're all going to start this from the 1st of April, so you've got the best part of three weeks to do this work, set a budget, make sure it fits your aspirations, and do this reorganisation of direct debit, standing orders, all that sort of stuff, so that you can just run this from the 1st of April.

You're going to automate as much as possible, so everything you can put on a standing order or a direct debit, do it. You shouldn't be making manual payments now. If you've got a budget, and you know your income, there's no longer this thing of I'm going to wait until I get paid to pay my rent.

It's like you should have this nailed now, so you feel confident setting a direct debit up for your rent, because you've also set a standing order up from your company for the income. It's like you need to automate everything. If you're spending any brainpower worrying about money, you've not done this right.

You should not be worrying about paying for bills or timing or anything else. You just need to get this automated, so it just completely runs without you. What you want is in your current account, your bank account, you want all the standing orders and direct debits in one bank account.

You want to move them over to one bank account, so it's in one place, super simple, in one place. Then you can see them all listed out. You'll have 5 or 15 in your bank account going out every single month, nice and simple.

You'll never miss a sleeping subscription ever again, because you'll just have them all coming out of one account. It'll be nice and clear, and they'll match your spreadsheet as well. Then what you need to do is you need to decide on the lifestyle bank account.

You're going to have another bank account just for the beer tokens, just for the fun, for the Starbucks, for the H&M, Asos, Amazon, rubbish, stuff that you're buying, Netflix, hey you subscription because you want to watch Below Deck, whatever it is, all the stuff that you're just spending, that is all going to go on your lifestyle budget. That's discretionary spending. That's going to be on a different card, a different bank account.

Why do you think we do that? You can review it with technology, you're very smart. You can't overspend it because we're going to set a specific budget, yes, and because you want all of the noise to be away from the standing orders and direct debits.

That's really clear, and you only have like say 5 to 15 of those, and then you have all the 2 to 300 transactions all going to different bank accounts. You want the noise kind of like out of the way. The final thing you do is you then set up the last standing order to that lifestyle account from your current account.

The current account by the way is where the income goes into, and then it goes out to your fun money, your fun account. I use Revolut. I think it's great.

I can use it as a debit card abroad. There's no fees. I just really like it.

It's just fantastic. I believe Monzo is just as good. These are the 2 that I know.

Yes, just super simple, like really easy banking. All of my transactions go in this, and then Revolut organises them for me in terms of what I've spent. So I set up my lifestyle budget in there as a budget, which is what I've set obviously in my plan, and it just tells me whether I'm over or not, and it literally takes me 10 seconds to look.

That's it. So I know if I've overspent or not on my lifestyle budget. So yes, this is where we need to get to.

So we want your one account, normally a high street bank for example, and that's where your income goes in and your direct debit and standing orders come out. Then you have one standing order that goes to your lifestyle spending account, Revolut. What's so funny, Mark?

Is it this? We're struggling to establish a connection. Yes, I know.

It's kind of ironic, isn't it? Yes. High street banks are just awful, aren't they?

Then you get a nice Revolut account where you've got this type of analysis, literally two clicks in. It's like this is what I spend, this is my budget, this is what I'm spending it on. You can walk the line by clicking on each of the categories.

Really? Groceries, 314? You can literally walk the line and look at it all.

It's fantastic. It's like bookkeeping done for you, right? You can adjust things and move things off and things like that.

Then you want your company bank account card because there are some things you'd better put on the business. When you're at the Belfry, everything here, even the coffee at £8 a pot, it's a company expense. It's a company expense, so it needs to go on there.

You need to have these three cards kind of at the ready, although you probably wouldn't spend anything on this. You'd probably just have these two cards at the ready. It's either this or it's this.

It's either this or it's this. That's it. Any questions?

Gary and Sam. Gary first.

[Speaker 9] (15:16:54 - 15:17:13)

On personal and business, I basically do everything on credit card and then repay at the end of the month. So Amex, Platinum's useless at giving you a breakdown. Virgin's useless at giving you a breakdown for personal stuff.

There's nothing to get. Does anyone know any third party app that kind of connects it all?

[Speaker 1] (15:17:14 - 15:17:17)

Yes. Josh needs a mic.

[Speaker 5] (15:17:23 - 15:17:32)

To Gary's point, I think the system works really well if you're single, but then when you start having joint accounts, your partner wants their own money.

[Speaker 1] (15:17:32 - 15:17:34)

So just for the record, I'm not single.

[Speaker 5] (15:17:34 - 15:18:33)

Well, when you don't have a proper family yet. Right. When you've not grown up.

So basically I have this problem where it's just quite difficult because Hayley had her own card doing the spending. We have a joint account. I have my own personal card and it just wasn't really kind of coming together.

So I've downloaded an app. It's called Snoop and it's actually amazing. So rather than sitting down for a Sunday like Adam said, even if you're using Revolut, it takes literally five minutes to download, brings all your spending in, gives you all the insights on your spending.

It has all the budgets. It's basically the exact same as that Revolut screen, but it's multiple accounts and then also it tells you stuff like it told me the other day that my Octopus Energy account is going to end in two months and there's actually a deal if you take now which will reduce my spending. It's telling me all this stuff about how I spend each expenditure and it's ace and so it actually tries to help you save money too.

I've had it for three months and it's awesome. Awesome.

[Speaker 1] (15:18:33 - 15:18:35)

Yeah, we'll put that in next year's.

[Speaker 5] (15:18:35 - 15:18:36)

Sorry?

[Speaker 1] (15:18:36 - 15:18:38)

Is there anything on business as well?

[Speaker 5] (15:18:38 - 15:18:42)

Just zero for that.

[Speaker 1] (15:18:42 - 15:19:32)

Yeah, so with your business, I'd say you've got... Not you, me. Yeah, the reason you don't do this in your business is because it's done with a bookkeeper at zero, but we don't have that in our personal lives.

Yeah, so it's the personal mess that we create. I was really big on this and Dan didn't do this and this is when he realised. He was like, my personal finances were a mess like five, six years ago.

So it's trying to get those systems in our personal finances so we know what we're trying to do is never have to worry about personal money again. It gets to the point where it's totally automated. You just check on your Revolut how much money you've got left to spend this month and if you've hit it, you're like, oh, I've hit my budget and then it's up to you whether you add more money but it's a system, isn't it?

It's a system for managing it because otherwise we have this anxiety all the time of like, we're wasting energy. Sam?

[Speaker 6] (15:19:34 - 15:19:59)

So I bank with lawyers who are equally as terrible but I've been with them forever so it's just more difficult to leave sometimes. So I have like a main account, like a joint account that all of our money goes into and then sub-accounts which are like play, save, etc. So my question is, is there something I'm missing as to why you don't just have a sub-account in your NatWest as to why you put it into Revolut?

Is it the tracking or is there something else I'm missing?

[Speaker 1] (15:20:01 - 15:20:09)

Well, it sounds like they've developed their product so you can separate it. So in those sub-accounts, can you just see the transactions in the sub-account? Like when you spend on your card?

[Speaker 6] (15:20:10 - 15:20:10)

Yeah.

[Speaker 1] (15:20:11 - 15:20:14)

You've only got one card so where does it go when you spend? Where does it go?

[Speaker 6] (15:20:14 - 15:20:28)

No, no, sorry. It's a physical account under my name so I've got then different cards that I don't essentially use but I've got say three or four Lloyds accounts effectively.

[Speaker 1] (15:20:28 - 15:20:29)

So each of them would have a card?

[Speaker 6] (15:20:29 - 15:20:31)

Each of them would have a card, yeah.

[Speaker 1] (15:20:31 - 15:20:34)

So one of them could be your lifestyle card and you could just spend on it?

[Speaker 6] (15:20:34 - 15:20:41)

Yeah, so all I have is the lifestyle card to use with me. Every other one has a card but I don't use them.

[Speaker 1] (15:20:41 - 15:20:41)

Okay.

[Speaker 6] (15:20:41 - 15:20:45)

So it goes into one and then it's distributed between the accounts.

[Speaker 1] (15:20:45 - 15:20:47)

I mean, it sounds like it's the same thing.

[Speaker 6] (15:20:47 - 15:20:51)

Okay, I just didn't know if it was something I was missing as to why you send it from NatWest into your Revolut.

[Speaker 1] (15:20:52 - 15:20:53)

You are missing the tracking.

[Speaker 6] (15:20:53 - 15:20:54)

The tracking?

[Speaker 1] (15:20:54 - 15:21:06)

Yes, because you're not getting that. You can't just like Revolut just go how much have I spent this month? How much have I spent in the last three months?

What have I spent on food versus entertainment versus travel?

[Speaker 6] (15:21:06 - 15:21:10)

So in theory you could can NatWest totally and just have your Revolut?

[Speaker 1] (15:21:10 - 15:29:30)

No, you'd keep NatWest for the income to come in and for your standing orders and direct debits so it's separate. Okay. So you've just got income in and then direct debits and standing orders.

So what you want is you want income in and then you want direct debits and standing orders and every month when you do this you'll say, okay, did the gym come out? Did the charity come out? Did the Netflix come out of your bank account?

So it's like that would be your NatWest then there'd be one more on here, Lifestyle. That would go to Revolut and then all of the noise is in Revolut. So it's like you never really get into the detail in Revolut unless you want to but just on your current account you've got like five to 15 direct debits.

The thing is to try and keep it so you never get in that situation where you've got sleeping subscriptions again. If every month you can see all your subscriptions you're like, do I really need Audible? And you can ask yourself that question every month.

That's why that's why it's in one place because you've got 300 transactions a month right now and really you just want 15 because you don't really care about the micro in your Lifestyle account unless you want to get into it. You just know you can only spend three grand a month and if you're inside it you don't have to worry about it. So there's no by doing that you're just making this so when you do this every month you're like, yeah my income came in because it's on standing order hopefully as long as Jamie's letting the money out of the business.

That's coming in you know and then it's like you've got your subscriptions and then these outgoings should probably stay the same you know they might be direct debits and standing orders as well right and then this total living would be your Revolut spend and then if you wanted to you could fill in these so you could see your percentage but you don't even have to you could just put the total just take the total from your Revolut total spent last month 550 quid great I'm in budget and then you probably had another direct debit and standing order going into it if you had a savings plan we've got ISA in here but could be the holiday the car the whatever like paying off the credit card goes there and then you've got a nice summary down the bottom and then you've maybe got what's left so the reason we've set up like that is because you're only you know you just want to go through this every month and it would be super easy that's why it takes half an hour because you get the spreadsheet up and you go and this is like already it should be pre-populated because this is what I'm going to talk about I'm going to talk about a budget so let me just run through this so when it comes to tracking every single month on the first Saturday of the month you're going to do this budget versus actual for your personal expenses alright and this is like it might be uncomfortable reading the first couple of months but if you've done your job right with the background it should be easy and you're going to do what I'm going to show in a second with the spreadsheet this is a working model you have every right to change your budget if you realised it was unrealistic you're going to get better as you go the first few months is going to be quite hard and then it's going to become literally a piece of cake as I said you can do it in under 30 minutes if you automate this the way I've said it can't take you more than 30 minutes so it's not the sort of thing you just put off and don't do because it is literally so easy and Josh if you wouldn't mind making a note of that snoop just send me a message because I think we'll get that in there for next year the reason why it's quite good to have this separate lifestyle account Sam and have like a budget is because it's all a game and if you know you've only got 3 grand to spend you'll be more conscious about what you spend and your goal is to try and get under that 3 grand whereas before you didn't have a limit you just spent whatever as long as there was cash in the account you spent it now you've got a limit you've got a budget it's a game I bet you you start underspending it doesn't matter if you're spending 15 grand a month or 1500 quid a month you will want to beat your target it's just gamifying it and yeah it's not about how much you make it's about how much you keep which is why tracking spending is so important so once everyone's got those written down I'll just run you through the spreadsheet yeah thanks Bianca so I'll just run you through the spreadsheet so what you do is you get the spreadsheet ok and this is mine not now but this was mine last year I think so this is it's a lighter version of the version I just showed you because it's just my simple lonely single lifestyle Josh and it's so it's very very simple to understand right and it's got my income ok so it's got like just for example this was just income from a company and from my flat that I was using to live off say outgoing very simple actually this one is from a couple of years ago but the point is it's showing you what I've got using these brackets now what I do every month is I've got my budget which I set in advance right you've set a budget and then I insert a column to the right and do my actuals and then every month I do budget versus actuals so for whatever reason my Netflix went down to five quid oh yeah because I split it with my sister right but that's the that's the negotiation phase I was like why am I paying for Netflix I was like Sammy do you have Netflix she was like yeah I was like duh ok so I split my you know I might be a millionaire but I still care about six quid a month you know it's like it's bloody important alright so that's that's what I did and obviously you've got lifestyle costs and stuff here so and I would just do this every single month and it would take me less than half an hour it still it takes me less than half an hour that's it any questions on this ok so that's that's literally what it is we're going to give you the spreadsheet we're in the Facebook group to answer any questions this needs to go on your action list please this needs to go on your action list it's your homework you know what a few hours invested in this will save you money will give you clarity and make sure you reach your your financial aspirations for the next year this might mean you don't need to buy another house like like having clarity over your personal finances might mean that you don't need to buy the seventh house you only need six it's like this is what we're talking about here so it's it's not just turning the tap on it is ultimately about what you can keep so we've answered some questions like I said I'll take any other ones in the Facebook group now because now we're going on to probably what is just probably even more exciting which is how we can actually draw a hundred grand a year tax free from our businesses who'd like to know how to draw a hundred K out of the business tax free absolutely alright and you know for this session we have flown in one of our absolute legends property entrepreneur okay because this thing about it's not how much you make it's how much you keep I'm really ramming it down your throat now because this really is what it's all about this is the game it's about being frugal being smart becoming an expert in matters like this personal cash flow management and how to draw money at your business tax free as entrepreneurs we are given all these advantages by the government we control our money before tax unlike employees who have to pay tax and they just get what they're given because they're not trusted with the money the government stupidly trusts us with all the money gross so we can manipulate and do what as much as we can legally to pay the least amount of tax that's our obligation as directors and as shareholders so we better make sure we do it okay so like I said it gives me great pleasure to introduce to the stage who we call our lord on the board he was a board member for seven years he is literally our resident steel expert I get nervous every time I talk about money around him because he always pipes up and quizzes me and makes sure I'm honest he is a hall of famer on property entrepreneur if you haven't caught his podcast from corporate high flyer to full time seven figure property investor I suggest you listen to it he is based in the north west he invests in HMO he invests all over the country but he's based in the north west he's got a coaching business and as he pointed out earlier he is he does have a private lending company so without further ado I'd like us to all give a massive property entrepreneur program welcome to Mr Billy Turrett ladies and gents thanks very much whoo

[Speaker 2] (15:29:44 - 15:37:21)

still in shock that you took five quid off your sister and good afternoon everyone that will be noted and shared with lots of people by the way so there's been quite a lot of theory that would be totally aligned with talked about earlier on today what I want to do in this session is kind of get into the technical nuts and bolts of drawing funds effectively basically from your business the other thing to say is to feel free to take any notes as you go along but we have put all of this in a PDF document and Bianca will put that on Facebook I think it's scheduled to come out I don't do technology but that's what she's told me so that's going to go on your Facebook group today so look at the numbers but be more concerned about the model rather than the actual numbers itself plus you may struggle to understand my Scottish accent and then the second thing there was a really exciting budget today and that does mean there's been a couple of changes I'm not going to go into them but some to stamp some to capital gains some to furnished holidays let and national insurance and that's not included in this but we'll update it as we actually listen to the budget and read it probably by Friday and then really going to this point that Adam talked about being as efficient as you can with your drawings I've done kind of review with a number of people in property entrepreneur but how to effectively draw their money from their business one of the first ones I did was with someone from the board and he was actually paying himself a salary and we worked out and it was a higher rate salary payer by the time we'd paid corporation tax employer national insurance employee national insurance and his higher rate of income tax his net effective rate of tax was 94% so that meant for every 100 pounds of profit his company made he was paying himself six pounds for every 100 pounds so back to all the stuff that Josh and Adam talked about with margins simply by understanding this and ultimately doing some paperwork and getting stuff in order this is the opportunity if you don't do it you're going to cost yourself 94% potentially and that's just taking a higher rate salary there's lots of other mistakes people can make as well so just like property entrepreneur we use the wealth pyramid for our recommendations around drawings we've also put in a separate section called protection benefits and that's really like the first level of the Maslow hierarchy of needs so in the protection benefits there's two things first off there's your annual health check and a company is entitled to offset the cost of an annual health check once a year for an employee the good thing is depending on how you look at it there's no maximum cost to it so I use Bupa to do mine cost 800 pounds a year you could pay a couple hundred pounds less or ten times as much I'm not going to tell you what the best health check is to do but it is important that from a protection point your own insurance you've got something in place to identify any red flags before they become an issue the second thing that's treated the same from a corporation tax perspective is what we call relevant life insurance for people and again your company is allowed to offset the cost of that 100% but the good thing and it really is a huge tax advantage is it's left then in trust to you so whilst your company has paid for it it comes outside of your inheritance tax threshold so if you've got a million pounds of life cover that your company has paid the premiums for you're taking too early that fund goes to your estate exempt from inheritance tax if it was taken to you personally and not left in trust you'd be leaving a 400,000 inheritance tax bill for your loved ones again people can have different views on what you want to leave and what you don't leave but if you've got a property business you want to be leaving a certain amount of money to protect them so whilst there's no gains to you because you're going to be dead for these things there's significant tax benefits from paying them from your company make sure with the life assurance as well so it's got to be set up in trust and it's called a relevant life assurance we've got people that can help you to do that I'm not going to go into the detail of that today but if you don't set it up in trust you're potentially going to get knocked on a 40% IHT bill down the line okay so then you've got expenses that you've got cash flow that ultimately needs to pay your day to day expenses whether that's food school fees petrol etc so there's a number of elements under expenses sorry under cash flow that we can maximise first one is expenses and Adam already talked about that a little bit so the key things for your expenses if you've got a non electric car make sure you're maximising your petrol allowances 45 pence for your first 10,000 miles and 25 pence above that stuff like food and beverage subsistence again the government really kindly gives you three rates for subsistence £5 for five hours £10 for 12 hours and £15 for 24 hours and you've still got to submit them with expenses as Adam said a cup of coffee and I'll go to costo rather than here probably cost you at least five quid six quid so we just expense everything rather than do the subsistence just keep receipts for anything that is business related obviously there's a bit of a game to play here so you want to be able to everything you're expensing should be purely for business but again the taxman isn't looking at you when you're driving your car so you can use a bit of common sense you're putting a claim for a hundred percent of your mileage it's not going to look favourable you're putting claims between 70 and 80 percent that's going to be far more reasonable other stuff and expenses again and I'll guarantee you there's some people in this room that are probably paying for their phones personally rather than having it in the business so just make sure all your stuff like your phones your subscriptions laptops iPads etc are being expensed to the business

[Speaker 15] (15:37:27 - 15:37:27)

well

[Speaker 2] (15:37:27 - 15:52:02)

I don't but I claim the home office allowance so I mean again everyone will be slightly different we claim quite aggressive home office allowances so that's probably the one thing we don't have I was going to say something stupid but I won't now what does Adam charge five quid for what's that called Netflix but my Netflix does get charged to one of my Airbnb houses so I'm as bad as him really when I think about it as does my TV licence to somewhere else too but never mind right get back to this I hope there's no one from the tax office here this has been recorded salary everyone is entitled to £12,500 before income tax kicks in so ultimately your company should be paying you a minimum of £12,500 the reason for that is there's no employee and there's no employer national insurance on it above that when that kicks in there's more effective ways to pay you however there's nothing that stops you if you've got multiple companies paying you £12,500 from each of those companies don't get excited you still pay tax on the second salary or earnings above £12,500 but it's a very effective way if you want to earn £50,000 and only do this if you have four companies you don't set them up for it but you need £50,000 to live off you take £12,500 from each company that's all pre-tax money it's an expense in the company and then there's no national insurance to pay from an employer or an employee point of view and also you get the credit for the state pension even though you haven't paid any national insurance for it so be aware that you can use multiple salaries which is far more effective than the likes of dividends just so you know the order I'm giving you this in is the typical way you should do drawings so for 90% of people this is the most tax effective way to pay you as I explain each one it will change if you have to put a deposit down for a house or you need a lump of cash but you want to take the drawings that are fully offset in the business first and then cost you the least amount of money second basically but you'll mix some of them up the third thing that you can get then is a personal savings allowance personal savings allowance and titles lower tax rate payers to 1,000 pounds of interest tax free higher rate tax payers to 500 pounds so for people who don't have businesses that's typically what they would get from money in the Yorkshire building society the bank account etc or if you lent money to someone so again if you lent money to someone and you paid them 500 pounds and that was their only interest that would be tax free to them where it comes into your business though is two levels one most people when they start a business if it's a property one they put down some funds for the deposit on a house or an apartment if it's a trading business you've got to pay for some staff you've got to pay for some offices you've got to pay for some materials so it's not uncommon for the business to be due you money so what you would typically want to do is maximise your personal savings allowance there whether it's 500 or whether it's 1,000 pounds because it's tax free but then the second point is it's far better to pay yourself an interest from the company than it is to take stuff like a salary with national insurance or to take dividends so just be clear what I mean by that is if you've put 100,000 into the company to buy property the company's due you 100,000 so you charge yourself the company interest of 10,000 pounds you then get your 1,000 free here and then the remaining 9 grand you're paying at 20% okay but the gain for you is the company gets to offset that and they've either paid between 19 to 25% so it's neutral for you I'll also talk a little bit later how you should or ways how you can keep a strong director's loan unfortunately most people have the director's loan going the other way that they don't do it to the company but it can be a really strong tool for you to utilise as you build it up over time next thing is trivial benefits so every director of a company which is called a closed company so it must be less a closed company is just five directors or less they're entitled to what is called trivial benefits in short it means six benefits up to £50 for each benefit and they cannot be performance related all I do is every April I take my credit card statement and I look at any costs that are close to £50 so it's gone shopping in a supermarket it's gone to a rugby match it's bought some clothes whatever it's close to £50 and then just put it in as an expense that's it each director can do it so if your spouse works with you you can claim it twice unfortunately you can only claim it for one company so if you've worked with multiple companies you can't claim it against it you can just do it for one the electrical car and bicycle go into that a little bit what I'm not going to do is talk about the debate between electric cars and petrol cars and all that that's another subject and we've got a phrase at the end of this don't let the tail wag the dog you've got to make sure some of this stuff suits you but in terms of how you can effectively put an electric car through your company it's very tax effective for you so currently the regime based on the emissions for EVs is you get taxed on benefit in kind between 2% and 5% so 2% is a proper EV so something like a Tesla 100% EV the lowest emissions the 5% benefit in kind is and it still amazes me are basically hybrids that go about 50 miles or 60 miles sort of things but they're there so it's a very low BIK rate overall an example of that if you had a 30,000 pound car on its list price to work out what your BIK would be you would do 30,000 times the 2% if it was a complete EV times your rate of tax which would be 20% basically works out that you're going to pay benefit in kind of 120 pounds which is 10 quid a month so basically for every 30 pound 30 grand of a list price of a car that qualifies for the 2% you get to write that off but as I say you've got to work out what's right for you in terms of infrastructure cars I have a shitty old car my mileage claims covers my operating costs of that car each year doesn't cover the depreciation of it but I still manage to run it from free just claiming the mileage so a lot of people do forget that the mileage is relatively generous as well and then the last point I'll make about cars is on the EV side whilst they've kind of had a battering which is kind of whatever they're really actually good to lease or to buy now so the EV companies have their closing results to the cities basically in March and September so at the moment there's been huge reductions basically in lease crosses across them that ID buzz camper van thing you could have rented that two three weeks ago for about £330 £340 for like a 70 grand EV on a three four year deal similar Polestar now they if you want to buy a Polestar it's interest free so their HPI agreement is basically it's interest free for five years because they've got to push their numbers out for March September so if you like electric cars look at them March September but look at the bigger picture and also the debate about lease versus buying versus etc and this is his accountant guys done a few good podcasts to work out what cards right for you listen to that I'm just telling you what the tax breaks are on it okay so then in terms of profits so kind of normally like what are one off payments to you so you've got your home office allowance which is £312 per year everybody I can't think of any job that somebody wouldn't do something at home so almost everybody should be claiming that my accountant allows me to claim more than that because I do more work from home so he has just got a formula basically where he looks at amount of properties we've got comes up with what he thinks is a fair allocation for using my home etc that works well for me because I've got portfolio my own name and then I've got three property companies two property companies and one trading companies so basically we get four lots of the allowance dividends this used to be the favourable way that investors and property entrepreneurs were paid the last governments have totally buggered it up though short answer is this year up to April whatever next month you get a thousand pounds tax-free on dividends but remember the company's got to have made a profit to pay that dividend and from next year it's five hundred pounds it used to be before you could just take it at the marginal rate of tax so we used to pay ourselves up to about 50 grand but it doesn't work like that now after the tax-free element if you're a lower rate taxpayer you're going to get charged 8.75 and I think if you're a higher rate it's about 33.5 or something and remember you've already paid between 19-25% on the corporation tax side so to get that net to you is significantly high so dividends is probably the least favourable way I would have to pay someone and unless you're absolutely insane and paid yourself a salary of 60,000 and took the employee and employer national insurance that would be the only other worst way I could think of paying yourself so it's basically salary with NI on it and then dividends would be the second worst way to pay yourself another thing to think about is tax-free loans from your business and again these can be complicated you can do a whole session on it but to try and keep it as simple as possible you're allowed to borrow money from your company and as long as you pay it back within 9 months there's no charge on that so for example if you knew you had some inheritance tax coming towards you but you knew it was going through probate you weren't going to get it for about 3 or 4 months but you knew it was coming it might be better to borrow that money from your company as a tax-free loan knowing that you can pay it back within 9 months yeah as long as it's paid back within 9 months there's nothing to pay on it there is rules if you do what they call bed and breakfast whereby you try and keep borrowing it every year so once you get into it it's a bit more complex but that's the high level the other thing is if it's 10,000 or less there's no interest to be paid on it but where it works really clever is I've done this with two people on their own residential house so one of the guys I worked with was buying a house at auction and also had to do some development work on the house so he knew it was his residential house there was no way it was going to go through normal lending he probably would have struggled in fairness with his earnings to qualify for it so he took what we call a commercial loan from your business so if you've got money in the business there's nothing that stops you as long as you say it's commercial and this is where you've got to get your paperwork in order you can borrow it and use that for your own property purchase as long as you're paying interest on that and the interest has got to be at commercial rates so basically you use your company as a bank and it can fund your residential purchase that could be the deposit that could be the whole thing or it could be the works you've got to then pay your company interest and if you're doing it at a commercial rate just now you'd be like five and a half to six percent when we've got base rates at 5.125 but the example I gave you was his house he then did the work developed the house managed to then refinance all his costs back out and then he just paid his company back whereas if he'd had to try and draw that money out he'd have been hammered with tax or if he tried to do bridging he'd have been paying like 15% on it and bridging on your own residence then becomes regulated as well so there's far fewer lenders but the key thing with that is you just do it as a commercial loan so you just have to state what you don't want to do is come to the end of your tax year say to your accountant that 500 grand was for my house and he's like yeah but you haven't been paying interest on it every month so if you're doing stuff like that you really need to do it effectively it also can work well you know one you've got to think about what's the cost to the business of not having those funds in it you know because it's obviously a reasonable chunk to develop on versus you also just saying I want a residential mortgage on my house and then so I'll just borrow it just become a bank you obviously have to pay corporation tax on your interest payments that you're paying to the company but it's one you need to have the money in the business but then two would you rather make your company better off or would you rather make a bank better off basically but it's a great way for people to when they want to get million pound houses but they don't have the salary to back it up but they've got to have the business that's got to perform for it okay and then on the asset side so when we're really looking at how looking at the so on

[Speaker 9] (15:52:06 - 15:52:13)

the salary side you said about twelve and a half thousand does it work if your partner is a class B shareholder

[Speaker 2] (15:52:15 - 15:52:16)

on two

[Speaker 9] (15:52:16 - 15:52:16)

businesses

[Speaker 2] (15:52:17 - 15:52:29)

so if your partner's an employee you can pay any employee twelve and a half thousand without paying tax on two businesses if they work for two businesses yeah

[Speaker 15] (15:52:29 - 15:52:30)

it's not

[Speaker 2] (15:52:30 - 15:52:36)

legal so it doesn't there's nothing to do with shareholders it's to do with the company so if your partner is employee business that doesn't

[Speaker 9] (15:52:39 - 15:52:40)

work

[Speaker 5] (15:52:52 - 15:52:53)

for it doesn't work for you it

[Speaker 13] (15:53:01 - 15:53:01)

doesn't

[Speaker 2] (15:53:05 - 15:53:18)

work for you it set maximum hours you can work and a set amount you can pay. I think the cheapest person I've employed has been about 15, something like that.

This was a friend's kid who went to work over the summer, paid the minimum wage.

[Speaker 7] (15:53:19 - 15:53:38)

Just another question, but go on, if that's all right. So if you're in the lower rate tax threshold, so you're paying yourself 50,000 pounds a year, are you saying it's better off to not pay yourself as a dividend but to pay yourself as an employee? Just for example, say I've got four businesses, I'm better off paying myself 12 and a half through each of those businesses than taking a dividend?

Correct, 100%.

[Speaker 2] (15:53:38 - 15:53:38)

Okay.

[Speaker 7] (15:53:38 - 15:53:39)

Yeah.

[Speaker 2] (15:53:39 - 15:53:46)

If in my model you're paying 20%, the dividend model you're paying at least 26 and a half percent. Interesting.

[Speaker 7] (15:53:46 - 15:53:54)

And then just on the commercial loan from funds in your bank account, is there a length of time of that loan? Does it have to go in that nine month period that you mentioned about?

[Speaker 2] (15:53:54 - 15:53:56)

Sorry, to pay it back or to borrow it long term?

[Speaker 7] (15:53:57 - 15:54:00)

Yeah, to borrow, you say a commercial loan, is there a length of time that you can borrow that for?

[Speaker 2] (15:54:00 - 15:54:06)

It could be 20 years, 30 years, 100 years it's a commercial loan, but it has got to be the interest rates, the commercial, if you get me.

[Speaker 15] (15:54:06 - 15:54:06)

Okay, cool.

[Speaker 2] (15:54:07 - 16:03:14)

So just on the asset side, just getting on to that, but with kind of families, so when you're talking about pension, you can do pension allowance of 60,000 pounds for an employee, employee contributions and employer contributions. And a couple of other things, when it's, again, when you leave that in trust, or sorry, when you pass away and you leave a pension, it's tax free, so it's significant savings. The other thing with pensions is that they opened it up last year to anyone who could still contribute to a pension if they've even retired or drawn their pension.

So my dad now gets a pension contribution from my company. Why would he care? He's got an extra 10 grand into his pension, but ultimately it means that we're then moving money from our estate into an IHT, favourable treatment, and it's another 10K that you can get away tax free.

So talk about when you want to spread stuff. That's one of the things that you can do. And then also on the education side, you know, coming to things like property entrepreneur, when you're investing, I mean, kind of a more sort of general management work to build your business, or maybe if you're doing something kind of technical like a Chris Moss marketing work, or maybe a Paul Higgs land planning stuff, again, just the point is that's 100% offsettable against your business and should help you grow for the long term.

So what does this mean in practice? Practical terms, T of O. If you look at the cost of it, your health check-up, we've just assumed 600 quid, so we've done it quite cheap.

No way my eyesight can see that, but we'll see. Relevant life assurance, we suggest that's 2K. If you've got expenses, say 6,000, which is 500 pounds a month, which is reasonable.

And again with this, be reasonable. You know, don't go to a Michelin star restaurant and get a 700 quid meal for two if you put that through your expenses. Go to, again, Pizza Express with your three kids screaming at you and put that through, you'll be fine.

But just use a bit of common sense with it. Your salary, 12 and a half grand. Your personal savings allowance of 1,000.

Trivial benefits, 300. If you've got an electric car, 500 pounds a month that's going to get your reasonable car through the company. Home office allowance, 312.

Your dividends, 1,000. Tax free allowance of, or on the loan of 1,000. So that's assuming that you've got a loan of 10,000.

You pay about 10% APR on it. So that's maximizing your director's loan at the minimum amount. Pay 10 grand on some courses.

60,000 on some pensions. That will enable you to take 100K from your company basically in pre-tax money. The only thing that you're paying interest on is so the company's had to make 1,190 pounds to pay the dividends.

So the company's had to pay 190 quid. You've got this 30,000 pound car so you've paid 120 pounds in BIK. So based on that, that would be the only two things there that you're actually paying tax on.

Yes, it's like 300 quid to get 100 grand. Which works quite well. A couple of things that I would say, and we've got a phrase, don't let the tail wag the dog.

Lots of people have come up to me, there's more advanced stuff that you can do with this kind of at the next level of the program where we set up trusts at an early stage for kids so we can get school fees paid. We can do some of that pension stuff like I was talking about. So my son is, how old is he, 14?

He's got a pension, okay? It's not paid for by the company. It's paid individually, but we get a top up.

The government tops that up by 25% each year. He's got a tax free allowance that we can utilise to do that. But kind of my whole point with that is some people will come up to me and say, I need to set up this trust for the kids.

I'm like, okay, great. Can you tell me about your business? They're like, yeah, yeah, we've got 30 grand lost, but we're gonna do this, we're gonna do this.

If you're not making money in the business, doing this stuff ain't gonna benefit you. So you've got to go through that kind of life cycle, getting the business profitable, getting the balance sheet sound, then being as effective with your drawings as you can. And at the same time, the flip of that is I've seen people that start businesses, and I kind of say, why aren't you claiming for that?

Well, we don't make any money, that'll wait. There's nothing wrong with setting up good losses to carry forward. So, you know, make sure you're paying yourself salaries when you should be, make sure you're claiming expenses from an early date, so when it then gets profitable.

Second point that is really important, what's helped me throughout my property career the most is having a reasonable personal property portfolio. And there's a couple, so when Section 24 came in, everyone said, don't hold anything in your own name, go and incorporate, spend thousands, and then just move everything to company. I kind of looked at it, and there's a couple of things I realised.

One, Section 24 only impacts once you get to a higher rate taxpayer. Two, if you move it to the company, you can't get your money tax-free. So if I refinance one of my own properties, that gets paid to me tax-free.

Third, when I die, if I own it in my own name, my IHT gain is written out, but the company's gain isn't written out, so there'll be corporation tax. So it's definitely not clear-cut. The other thing that is brilliant, up until the fucking budget today, I might add, but I'll explain that in a minute, was that this year, I earned about £115,000 in my own name.

£15,000 of that went to my company in a management charge, so I'm left with £100,000. £50,000 of that was on Airbnbs in my own name. So I put that £50,000 into my pension.

The government gave me £10,000 for that, put me up to my £60,000. I then paid tax on the remaining £50,000, which is about £6,000. So for earning over £120,000 in my own name, the government paid me £10,000 tax, and I paid it £6,000 tax.

And yet, people say you shouldn't own property in your own name. They did announce in the budget today they're removing the furnished holiday lettings, so we'll need another plan for that next year. But that is what it is.

Sequency of drawings. Think about how you're going to draw the stuff to make sure it's most tax-effective. Having a VAT company sometimes can work.

I've got a commercial business that's got a pub and a cafe in it. The stuff that we reclaim on VAT, like property entrepreneur, our own office rent, computers, that sort of bump, that pays that mortgage. So that's actually a free property from a mortgage perspective.

Because of the VAT, we can offset by having a company. Talked about this. Think of how to spread it against your family members.

The spouse is the obvious one, but actually doing that with your parents now on the pension side, there's a lot of sense in making that £10,000 contribution for each of them. And again, I kind of have a joke up here, but I am serious with this. In the budget today, they have removed multiple dwellings relief because of abuse of property investors, people like you lot in this room.

So don't take the piss with it. The more people take the piss, they'll crack down on stuff. So play the game, but make sure you're on the right side of it, because there is severe penalties if you go over the top with it.

And this is key. As you join a business, the business needs to get sell stuff, then it needs to get cash flow, then it needs to get P&L, then it needs to get balance sheet. Also, as you as a person, you're kind of single, you're going to spend money, you've got a partner, you've then got kids, you've then worried about inheritance tax, you'll have significant shifts in what your strategy is from getting money out tax-free to setting up trust, to moving it into protective stuff.

So probably depending on major events, you need to think about what your long-term strategy is for you. This is really good at getting the basics out of the company, but whether you should be maximizing your pensions, ISAs, holding stuff, commercial, resi, different company structures, really depends on where you're going and you should seek appropriate advice. But don't expect your accountant to do it.

It's not his job. His job is to do your annual returns. Don't expect an IFA to do it.

I won't comment on what I think their job is. You really want someone that you know that has done this before and ultimately, I've got this through connecting with lots of different people. So VAT specialists, accountants, pensions people, etc.

And as I said, your risk of not doing it is you can earn £100 and you're going to keep £6 of it, which doesn't sound like much fun. And like every year, I've also run over, but I blame Josh for allowing questions. No one warned me, but...

Yes, sir.

[Speaker 5] (16:03:17 - 16:03:43)

So my position is, I've got quite a good director's loan account in my favour because I sold the company and basically every quarter, I get paid a nice fee and that just goes back into that loan account so it keeps topping up. Then all the money I take at the moment has just been through that director's loan account. Is that, like, I keep thinking, like, should I be balancing that out to keep that director's loan account there for longer and take, I'd still take PIYE, so I did my basic, but I could also pay myself for multiple companies like you suggested.

[Speaker 2] (16:03:43 - 16:04:07)

And that's where I mean it becomes on life events. So ideally, you know, in your situation, you probably want to take the £12,500 from as many companies as you can and then the director's loan, you have a thing that's, just say your director's loan is £100, so you can either take that in two years and it runs out or you can charge interest on it and it stays forever. So you kind of need to do that sums if you get me.

[Speaker 5] (16:04:07 - 16:04:13)

To work out the balance between getting paid through that, getting paid the PIYE and then charging myself the interest to...

[Speaker 2] (16:04:13 - 16:04:13)

Exactly.

[Speaker 5] (16:04:14 - 16:04:15)

Yeah, I've got to do some maths. I need a good accountant.

[Speaker 2] (16:04:16 - 16:04:43)

Well, no, it's not fucking accounting. The kids can do it. It's just maths, isn't it?

But it's just, I mean, I like to have a strong director's loan because I can charge interest on it. Yeah, cool. Whether other people, it's short term, it'll be long term.

You draw it down to the most tax effective way, but then if you run out of it, you're then going to have to get closer to the salary and the dividends. So as long as you can stay away from salary and dividends, buy some more houses in your own name. Problem solved.

Okay, thank you. You're welcome. Send you an invoice?

[Speaker 5] (16:04:44 - 16:04:44)

Yeah.

[Speaker 2] (16:04:48 - 16:04:49)

We're allowed questions.

[Speaker 5] (16:04:50 - 16:04:52)

Jamie, and we'll finish up now.

[Speaker 12] (16:04:55 - 16:05:04)

Could you just expand around that owning properties in your personal name? Because again, we all know the big move over and things like that. So yeah, if you could just break it down.

[Speaker 2] (16:05:04 - 16:07:35)

But yeah. Most people didn't do the maths when they told about it. So the first thing about your personal name is Section 24.

What Section 24 means is that no one can claim interest anymore on stuff in your own name. But you get a credit for the interest you've been paid. In short, what that meant is if you're a higher rate taxpayer, Section 24 is bad.

If you're a lower rate taxpayer, there's no difference. Okay? So a whole lot of people who were lower rate taxpayers decided to incorporate or move to businesses, they had no need to do so.

Okay? If you earn, say, 50,000 through property in your own name, again, you're not having to worry about salaries or anything like that. So it's really effective for you.

Up to, and I think the budget said to 2024, not 2024, whatever, 2025. So we'll still get it this year. If you owned Airbnbs or commercial property in your own name, they were treated as trading.

So any profit from Airbnbs and commercial is classed as salary, so you can put it into a pension. Okay? Whereas your profit from residential, you can't put into a pension.

And then the other big thing is if you die, when you die, if you've made a £100,000 gain in your own name, that gets written away. If you've made a £100,000 gain in the company, that gets taxed at your corporation tax of between 19 to 25%. So what I say to each person, and again, everyone's slightly different, but the rule of thumb for 95% of people I work with, they would be beneficial to have at least a property profit in their own name of 55,000 minimum, because you can still put in 3,600 to your pension, irrespective of salary.

And then, to be blunt, if you're earning 65 or 75, you then just do a management charge from your company against yourself for £20,000, so you're still paying the lower rate of tax. So I'm happy if you want to chat through it more and look at examples, but that's what I've done, and that's what I've advised. Yeah, yeah, go on then.

Well done. Thank you, thank you. Well done.

Am I not getting a chance to welcome the Rachel Davies back to the stage?

[Speaker 3] (16:07:36 - 16:07:44)

I'm dying to get up here. I spoiled your moment there. Sorry, Billy.

Where's the, um...

[Speaker 2] (16:07:44 - 16:07:45)

Team Opportunity.

[Speaker 3] (16:07:46 - 16:08:10)

I know, I know, I know. And then I'm jumping on you. Who's got a lot to ask their accountant now?

Yeah? Yeah? Everyone's brim buzzing?

Yeah, fantastic. Right. Well, before I round off that session, I've got some exciting news.

There's a special announcement coming. So I'd like you to please put your hands together and welcome to the stage Mr Josh Keegan.

[Speaker 6] (16:08:10 - 16:08:23)

I need to reintroduce myself My name is O-O-H to the O-V I used to move snowflakes by the O-Z I guess even back then you can call me Thank you.

[Speaker 5] (16:08:24 - 16:09:44)

Had a good day? Yeah. Enjoying ourselves?

Minds blown? Yeah. Yeah, it's awesome, isn't it?

This has been a great session. Making it, raising it and drawing it is all about making some great money. And we actually have a special book for you to read this month.

So I'm delighted to announce that after literally two years of some of the most painstaking work I've ever done in my entire career my new book, Small Business, Big Profit is now available. So... Thank you very much.

The actual official launch date is tomorrow but what we're doing for you guys there is a pre-order link for the book in the WhatsApp group. All you need to do is buy a copy on Amazon, Kindle pre-order a copy it's 99 pence so hopefully you know, we're all I know we're doing I know we're on a PCM I know we've got a lot of budget constraints but hopefully you can stretch to 99p Yeah, put it through the business exactly. And then if you come we're going to have a signing desk at the back of the room so if you come and you show me proof of purchase we'll give you a free signed physical copy that you can take home and this is the book of the month as well so this is like your homework this is your reading this is what you need to do.

So thank you very much I appreciate Thank you Appreciate your support in advance. I'll welcome Rachel back to the stage Thank you very much.

[Speaker 3] (16:09:47 - 16:15:11)

Congratulations Thank you That is so good I'm really looking forward to reading that book Who's looking forward to reading Josh's book? Yeah? Fantastic I'd like to just put a puppy on the stage to make you all feel better That was a heavy session wasn't it?

Well this is just an ode to what Billy said about don't let the tail wag the investment dog I think that's the actual saying isn't it? And it just means that your tax and drawings are really really important but don't let them define your business because it depends where you are right now in that cycle If I could leave you with three things If you're at the beginning of your journey then you need to think about profit Yeah? If you're not making enough profit right now focus on that first Come back to this later Second thing do your PCM Five years in Adam and I'm still just about I'm getting it sorted and I've gone and what I've realised is that I've spent five years wasting lots of money and I should have done this five years ago So don't do what I've done don't make the mistake of not doing this get your PCM done Two steps to do that just work out what your budget is look at what you've been spending work out a budget put it in a Revolut account and have a lifestyle budget and live to it Okay?

And that Snoop thing Josh that's absolutely amazing I'll be looking at that because it is more complicated if you do have a family And then lastly just one last tip for me or step that you could do is take that list that Billy's just given you that beautiful list and have a call a pre-tax year-end call with your accountant and go through the list with them Yeah? There's some steps that you can do right now to start actioning this And if you're in a more advanced position with your finances and you're doing a lot of this already take the blueprints we've given you and take your wealth creation to the next level So hopefully there's something for everyone at every different level today Sound good? Fantastic I'll leave you with this quote The foundation stone of wealth accumulation is defence And that defence should be anchored in budgeting and planning It's from The Millionaire Next Door So if you start budgeting and planning it will change your life Yeah?

Sound good? Are we going to budget and plan? Yes!

Fantastic Fabulous Right So on to a few bits before the end This is part of your homework now So you have to book a New Year's Eve party Remember it's the end of the financial year It's the start of the new financial year isn't it And we want to celebrate the beginning of a new year with our teams So for those of you who do have teams of people have a New Year's Eve party and celebrate Dan at PPN used to revamp the offices they used to have a big party and then they get their teams hyped up for the new business year and that's what we want you to do So put this on your action lists Yeah? Yep And then Claire is hosting PE Parents Who's been on PE Parents Zoom? Who's been there?

Get yourselves on there if you've got children Oops These sessions happen every third Thursday of the month There's lots of advanced people on the calls isn't there Claire So you get to mix with a lot of the advanced entrepreneurs And Claire's going to be taking the blueprints that you're learning right now and she's going to be discussing tips, hacks and tricks to how to create success without sacrifice So tune in to those If you look at I think it's page 55 of your workbooks you'll see the dates for the next PE Parents Zoom Right so let's have a look at your homework guys So if you turn to page 51 of your workbooks let's have a look let's make sure you understand everything you need to do for your homework Right so on the AGM blueprint what you need to do is you need to write and publish your business plan don't you So you might need help with midweek mentoring but we'll come on to that So book your AGM event in with your team and make sure you've got a business plan ready for that launch Okay so they're the first two things and then secure If you are on the fence and you haven't booked your AGM business plan in a day and you're thinking about it book and secure a place there are a few places left on that so come and join me and Adam and lots of advanced property entrepreneurs on the AGM event Winter hit list reorganise and reschedule your winter hit list like I told you about this morning and we want you to have at least as a minimum 90% done before you come back to the next workshop for those of you who've got half term or you're a high achiever let's get to 100% get that new year's eve party booked in with your team and then for bullet proof business model we want you to complete your business bullet proof business model plan and allocate your overheads and create your future forecast for 2024 2025 and then for raising it looking at finance confirm your capital requirements for 2024 2025 understand what amount of money you need to execute on your plan this year and then define how you're going to raise that and then on keeping it set up your PCM so get yourself ready to go from the 1st of April and then take Billy's list and take the recommendations that make sense for you right now and execute them does everyone understand what they need to do for their homework this month yeah all good yeah we've got a question where's the catch box

[Speaker 7] (16:15:15 - 16:15:23)

just a quick one it says write and publish your business plan for the next workshop and then write your business plan in a few days the day after

[Speaker 3] (16:15:23 - 16:15:28)

right fair point but I think some of us are going to do it all in one go on one day and then

[Speaker 7] (16:15:28 - 16:15:29)

it's

[Speaker 3] (16:15:29 - 16:15:46)

done and dusted but for others of you here who aren't on the event then you'll be working towards finishing your business plan using the template we're going to provide you going through the mentoring hopefully he'll help you write the business plan in your own time does that make sense

[Speaker 13] (16:15:46 - 16:15:53)

that's the latest you want it done by because you want to have your ABM we're on a two day report you want to have your ABM

[Speaker 1] (16:15:53 - 16:16:03)

round started in the financial year so really that's good

[Speaker 3] (16:16:08 - 16:16:10)

idea to get it written first

[Speaker 13] (16:16:16 - 16:16:22)

yeah that

[Speaker 3] (16:16:24 - 16:20:10)

leads me very nicely Adam it's like he practiced that well done so midweek mentoring it's all about execution so 95% of what I do property entrepreneur let me talk you through the line up again week one is the ABM blueprint Adam will walk you through the business plan template on the 13th of March and he's going to give you advice on how to run that ABM event Josh will do midmonth mentoring on the 20th of March so if you want to have 15 minutes of one-to-one private mentoring he can help you with any problems challenges with your PE homework anything he can help on the 20th of March on the 27th of March in week three Josh will help you finish off the business model and show you how to run on the 20th of and he's going to give you advice on how to run ABM event on the 20th of March in week three Josh will help you finish off the 20th of March in week 20th of in week will help you Josh will help finish off the 20th of March in week three Josh will help you finish off the 20th of March in week three Josh will help you finish off the 20th of in week Josh will help you finish off in week will help you finish off the

[Speaker 1] (16:20:26 - 16:20:35)

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[Speaker 3] (16:20:36 - 16:25:30)

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[Speaker 1] (16:25:34 - 16:25:39)

Josh Josh Josh It's just over there.

[Speaker 3] (16:25:39 - 16:25:39)

It's here.

[Speaker 1] (16:25:42 - 16:25:59)

And it's in your WhatsApp. So honestly, he's one of our own. Let's support him.

I'm sure it'll end up going to the Amazon bestseller list. And if that's our gift to him, I think he deserves it, doesn't he? Yeah, Greg wants his book already.

Nice one, Greg. So get a signed copy from Josh. Ladies and gents.

Let's finish!

[Speaker 11] (16:25:59 - 16:26:13)

Woo! Let's finish! ♪ Make me feel good, make me feel nice, nice.

♪ ♪ Give me your lovin' all through the night, yeah. ♪ ♪ Make me feel good, make me feel nice. ♪