**PPN Session 1 24.09.04 02\_Transcription**

[Speaker 2] (0:22 - 0:38)

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

[Rachel Davies] (0:40 - 13:17)

Let me walk a bit more steady. I can't move in this dress. They've made me dress up for the occasion.

Are we looking forward to it? Oh, brilliant. Right.

Welcome back, property entrepreneurs, to the last and final Workshop 12. Shall we give everyone a round of applause for being here? Well done.

You're here, you've stood up, you're going to be accountable today for the hard work, the blood, sweat and tears that you've put in to your programme 2024. This room right here, you beautiful people, it's full of high performers and I absolutely can't wait to hear about your stories, your journeys this year. It's going to be absolutely phenomenal day.

But I want to say first things, where's Lauren? Is Lauren in the room? Oh, she out.

I was going to say congratulations to her because she's been busy this August. She got married. So let's give her a round of applause for that.

We'll tell her in a minute. I was just going to say congratulations because that's a big thing, isn't it, getting married? Anyone remember back along when they got married?

Anyway, moving on. Right, you know the rules. This is how we play the game.

You know the drill. Put your phones away, make sure they're on silent, put them in your bags if you can, because you're going to have an absolutely phenomenal day. We're here to learn.

There's still some amazing things to learn from your peers. I find the awards one of the best days because this is where you get truly inspired by what your compatriots are doing and what they've done all year round. So first things first though, the August blueprint was absolutely incredible.

So can I get Katie, Natalie and Gareth to stand up for me, please? Where are you? There they are.

Where's Gareth? There he is. I wanted to say a massive congratulations to you guys.

You did a world-class performance, helping and supporting the team, selling the seats for the programme 2025. It's a long, immersive three days, isn't it? It's really tough, but you did an absolutely phenomenal job.

Katie even came back for a second time. So congratulations to the three of you. You did a magnificent job.

Give them a round of applause. Thank you, thank you. And then just on another point, we did our first virtual blueprint in August and it went incredibly well.

We had Jackie Goodman host it. She's one of Property Entrepreneurs Advanced members as well. And most of them switched on to the programme.

So they've decided to do it virtually. That just shows you the new tech that we've got, the film crew, the host makes a phenomenal difference to virtual. So it's just worth letting you know about that.

And today it's Workshop 12, everybody. Can you believe that we're at Workshop 12? Who's hands up if your year's gone really quick?

Yeah. Thank God. Thank God you all said that.

Yeah, it has. In the blink of an eye, it seems to have gone. And today is an incredible day for you because this is where you get to reflect on everything you've done and everything you've achieved this year.

Strategically, it will set you up for autumn because you'll have done a really big piece of reflection work on how your year's gone. Hopefully you'll find that you've learnt a lot about yourself. You've learnt a lot about setting targets and goals for yourself.

And you will see next year very differently through a new lens. You've got lots of experience now on going through this programme and executing to this standard. And it's a great opportunity to learn from your peers as well, isn't it?

Learn what they've been doing. Be inspired by them. Some incredible people in this room.

You're all incredible. But where are we in the seasons when we are just finishing off summer now? So you should be finishing off those summer plans.

You've got till the end of September to get that work done. And autumn is just around the corner. Has anyone noticed that the nights are drawing in?

Yeah. I got up at six o'clock in the morning the other day to go to the pool. It was a bit cooler and it was a bit dark.

Yeah. Autumn is just around the corner. It's almost time to get the journals out.

But what we need to do is start what we finished this summer and get everything done and dusted because those nights are drawing in. And where have we been in this methodology? Where have we got to now?

It's incredible. We have been on an amazing journey over the last 12 months. It feels like it was only yesterday when we were talking about where is there.

Do we remember that? This time last year, almost, we went into the cave, we got strategic, and we introduced you to the concept of life by design. For some of you, you might not have even heard that before.

I know I hadn't when I first came on Property Entrepreneur. And we started to think about what we really wanted out of our life, what we really wanted for the next year of our lives, the next five years. And we did all of that.

We put our businesses on cruise control, finished the year thinking very strategically. Then we went into strategy day and we stood up in a room just like this, and we made some promises about the goals and targets that we were going to try and achieve for this year. And then we went into winter.

Who remembers how horrible winter was? Anyone have a really hard winter? Absolutely hated every minute of it.

We went in and we rebuilt the engine of our businesses. We fixed all of those problems that were driving us wild in our businesses, and we made some effort to rebuild the engine of our cars. I can't get the clicker right.

And then we went and stood up in the AGM. We set up an AGM for ourselves in this room for the teams. We did our business models.

We recreated our business plans, didn't we? And we got our teams on board for the year ahead. And then we started to think about, in spring, we started to think about capacity and the team.

Who did we need? Some of us recruited VAs, PAs, EAs. Some of us recruited new team members.

And then we started to warm the tyres, train them up. And then we started to race for the championship season of our lives. And lots of us, some of us went into pure sales mode and started doing campaigns.

Some of us started to focus on our targets and objectives for the year. And all of us have done more in the last 12 weeks than most people do in 12 months. And I've seen that throughout all of your Facebook, in the Facebook community, and the things that you've done and the things that you've achieved.

So well done to you all. And we are now here at the awards. So what have we got in store for you today?

Well, it's going to be an absolutely incredible day. It is the awards. So session one, ladies and gentlemen, this is what you've all been waiting for.

This is where you get to sign off that blood, sweat and tears and all that hard work and celebrate what you've achieved over the last 12 months. And this is what it's all about. So ladies and gentlemen, session one is on round table presentations.

And then session two, a bit of drama and a bit of fun in the middle. Adam and Josh will go head to head. This is my favourite bit with those two.

They're usually good friends, but today they're going to be absolute mortal enemies. The gloves are on. It's fight and talk.

It's already started. The jibes have already started. And it's now your opportunity to, we're going to pitch these two against each other.

And then you get the opportunity to vote for the best presentation from your trainer. So if you have a favourite, now is your time to execute on that. So session two, ladies and gentlemen, is the head to head Josh versus Adam.

Who's going to win? The third session, this is the ultimate session. This is the best one of the day.

This is where the finalists go head to head and compete for the coveted award of property entrepreneur of the year. Shall I stand here and do that? Ooh, got all these beautiful awards.

This accolade is not to be underestimated. It's a really big deal that you were all massive top performers in this room, but someone is the creme de la creme and there can only be one place. And that's happening in session three.

So session three, ladies and gentlemen, is showtime. Yeah, that's what we've got laid out for you today. Does it sound good?

Are we looking forward to it? Who's a little bit nervous? Hands in the air.

But we're going to get stuck into it straight away. So there's no behind the scenes. Don't worry.

I'm not going to talk at you while you're feeling this nervous. We're going to get straight into it. Okay.

So I'm going to run you through the logistics before we get started. And this is your opportunity to ask me any questions. Okay.

So just a few reminders. It's 10 minutes per presentation. You're going to be presenting to your table.

10 minutes each. There are several timers on the screen. There's one over here by me.

There will also be timers on the screens here. So hopefully you'll be able to see a timer as you're doing your presentation. If you haven't got a clear view of a timer, make sure the person next to you puts a timer on their phone so you can see how long you've got.

It's really important because we need to keep things moving forward. Looks like we've got... Bianca, can we check the logistics?

Are we doing five tables? Yeah. So table three, we're going to move you and distribute you amongst the other tables.

So we're going to have table one, table two. Let's take the numbers out. So we'll knock out number six so that we don't have that.

And we'll have tables one to five. And that's how we're going to do it. That's the logistics of how it's going to work.

We'll move you all in a second. Don't worry. What I'm going to do as well in a moment is ask you to appoint a team leader.

So the team leaders, your responsibility is going to help me with the changeovers. There's going to be a one minute changeover. And then you're going to also help me keep the time.

So we'll have a conversation in a second about who the team leaders of the tables are. But what I need you to do as a team leader is help me and raise your hand whenever the next person is ready to do their presentation. That helps just with the smooth running of things.

Okay? What I'd like to ask you to do is be very considerate of each person. Some people here are not natural public speakers.

They might not be used to speaking in a group of people. They might be really nervous. Give them the attention they deserve.

Focus on what they're saying. Write some really good notes. It's really, really important.

You've got workbooks in front of you. Turn to page five for me. I think it's five.

That's where the speaker notes start for session one. You'll notice there's lots of space to write notes about what they're telling you, but there's also a scoreboard at the bottom. We've all got a scorecard this time.

So you can write in there the results of their scorecard to help you remember how they've done, because you've got the all important task at the end of this for voting for the best person on your table. So that's the notes pages, and don't forget to fill in the scorecard. Oh, if it would get up and give back, that would have been a great opportunity.

Damn it. Yeah, let's switch the phones off, please, if that's all right. And then just to let you know, running order at the end of the day.

So when the finalists... So basically what's going to happen is you're going to present to each other. At the end of that, you're going to vote for the best person on your table for deal of the year and for the best presentation property entrepreneur of the year.

And then once you've done the voting, they go in session three, that's when the finalists present. And what we're going to do is going to do it in this order. We're going to do property entrepreneur of the year and then deal of the year.

That is for session three, just so you know the running order for later. And then when you've finished, I've talked about the all important task of voting, but I do need to make sure that all of you do not vote for yourself, otherwise we're going to have a really hard time deciding who the winners are. So please, please, even if you think you've absolutely smashed it, don't vote for yourself because the loads of you will be smashing it today, I promise you that.

Vote for the best presentation on your table, the person you think's embodied the property entrepreneur methodology, had a really incredible year, had some amazing successes. Maybe they've gone through a lot of adversity and they've had to take on loads of challenges, but they've still done an incredible job. Think about it in those terms.

Think about what they've achieved in their scorecard. That's not necessarily why they should win, but you want to feel like they've embodied everything about property entrepreneur this year. And then you need to vote for the best deal of the year on your table.

Who's made a game changing deal? But do you remember what I said earlier, with deal of the year, it can be a partnership, it can be a business sale, it can be a property deal. So it doesn't necessarily have to be a property deal, depending on who's on your table.

Does that all make sense? Questions? Hang on.

Ravi, do you want? Oh, okay.

[Speaker 4] (13:19 - 13:24)

Sorry if I missed it. Was the deal of the year supposed to be part of this presentation?

[Rachel Davies] (13:24 - 13:33)

Ideally. Now, if you want to make a quick change, that's fine. But yeah, if you've got something that you think that covers deal of the year, then you can certainly cover it, as long as you can do it in your 10 minutes.

[Speaker 4] (13:33 - 13:35)

But if we don't have a specific thing?

[Rachel Davies] (13:35 - 13:40)

You don't have to. No, no. Some of you might not have done a deal of the year or want to put one in and that's absolutely fine.

[Speaker 4] (13:40 - 13:40)

Yeah.

[Rachel Davies] (13:40 - 13:40)

Cool.

[Speaker 4] (13:40 - 13:41)

Thank you.

[Rachel Davies] (13:41 - 13:58)

Any other questions? So how many rounds are we having, Bianca, just to cover off? How many rounds?

Five? Five rounds. So we're doing 10 rounds, eight rounds of presentation.

Sorry. Eight rounds of- I'm not always there.

[Speaker 3] (13:59 - 14:12)

If you're on your seats, don't walk around because that'll be just- Yeah, distracting. The ones that have to go, yeah.

[Rachel Davies] (14:12 - 14:46)

And I know you'll be tempted to talk because it's really a relief when you get these things done, but please keep quiet because everybody has to talk in the room to do their presentation. So just keep that in mind. And what we'll do, sorry, just one second, Grant.

Just one thing to remember, we're going to do a toilet break in the middle. So probably after we've done the third person, yeah, the third presenter's finished, we'll have a quick toilet break. Don't get distracted by the tea and coffee.

Just come straight back into the room and then we'll finish off the three or four presentations that we've got. Does that sound all right? Grant, you've got a question?

Do you want this? I'll get the chance to throw it at you.

[Speaker 4] (14:48 - 14:52)

I don't know what the process is, but Kay and I have both the same deal of the year?

[Rachel Davies] (14:52 - 14:57)

That's fine, but you're on different tables. Make sure you're just on ... Oh, business partners be on separate tables.

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

Yeah. Okay, cool.

[Rachel Davies] (14:58 - 16:24)

Yeah. Yeah. I'm going to throw it back.

Marvelous. Right. So we're almost ready.

There's a couple of logistics now. What I need you to do is turn ... Guys who need to move to a different table, move to a different table and then can you start picking your team captain, please?

Off you go. Yeah, I think you guys need to move, don't you, into different tables if that's all right? So team captain, start choosing your team captain.

Hey, nice to see you. Get yourselves sorted. Make a decision on who the team captain is.

Right. Once you've decided team captain, you need to be going alphabetical order ideally or decide the order that you're going in.

[Speaker 5] (16:35 - 16:36)

You're moving.

[Rachel Davies] (16:41 - 19:50)

Grant's missing. That's Grant. Bianca.

Grant's here. Decide your team captain. Decide your running order.

If you can't decide the running order, guys, go alphabetically. How are we getting on? Team captains, once you've been chosen, can you raise your hand, please?

Team captains, raise your hand. Yeah. I love that.

So we've got Kay as a team captain, Grant as a team captain, Ravi, Carol. Who else have we got as team captains? Brilliant.

Okay. So we've got all of our team captains. Table one, team captains.

Can we just give you guys, just so I don't get confused. Table ... Right.

Marvellous. Are we nearly there? Bianca?

Kay, Ravi, are your team ready? So I want you to, at this point, decided the running order and you need to know who's going first and are their laptops ready to go? Yeah.

If the laptop, if the first presenter is ready to go, you've decided the running order. Team captains, raise your hands, please, if you've done all of those things. Ravi, everyone's ready?

Kay, Kay, can I just ask you, do you know the running order? Is the first presenter ready? Excellent.

It's an endurance test. Keep your arms in the air. Alex, are your team ready?

Do you know the running order? And have you got the first person's presentation ready to go? Excellent.

Carol, how are you getting on? Have you got your running order? Are they ready to go?

Excellent. Ravi is ... Grant, you just needed a minute to get ready.

Yeah. Are you all team? Yeah.

Fab. Right. We're all ready to go then.

Ladies and gentlemen, it is now time to get started. Make sure you can see a timer. I want to say good luck to each and every one of you.

You all deserve to be on this stage later. Are we ready? Ready?

Can we have quiet, please? Remember, I just need to make sure everyone's ready to go. So you will get a one-minute warning from me.

Remember that when you're talking, there'll be a one-minute warning from me. Are you ready? Three, two, one.

First presenters, off you go.