**PPN Session 3 24.09.04\_Transcription**

[Rachel Davies] (0:00 - 2:50)

It's time. Ladies and gents, it's your two minute warning. Grab yourself a drink, finish your conversations.

We're going live on stage for the finals in two minutes time. This is your one minute warning. In one minute's time, we're going live on stage for the finals.

Ladies and gents, this is your 30 second warning. We're live on stage in 30 seconds. Take your seats.

[Speaker 16] (3:19 - 3:35)

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] (3:39 - 6:43)

Wow. That was the last lunch of the programme. See you next month.

See you next month. Absolutely. See you next month.

Did we enjoy it? Yes. You've made some lifelong friends here, haven't you?

You've all got to know each other really well over the last 12 months and that's one of the bits of magic of property entrepreneurs that you get to share the journey with all of these wonderful people in the room who are massively high performers and you should be all ... I know I've said it several times, but honestly, each and every one of you should be super, super proud. We've come to it.

It's the finals now. This is the culmination of everybody's hard work. Remember earlier I said the blood, sweat and tears and this is what it's all about.

We are going to finally celebrate the creme de la creme of the property entrepreneur programme community. What have we got for Grant? Just some beautiful awards.

Have you seen these beauties? Look at these babies. Thank you, Grant.

You're the only one doing it. At least I've got Grant in my corner. Before we get started, just a couple of really small logistics.

It is a really big deal for many people to come up on this stage and talk to you all. I'm sure they're super honoured and privileged to be on the stage, but you please make them feel comfortable, give them the attention they deserve, and I want you to write some good notes. Can you all get your workbooks out?

Pages 24, I think, to 29. Can you have a look? That is where all the finalist information ...

You'll find that there's two sections. There's the finalists for property entrepreneur of the year, for which we're going to do first, and then there is the deal of the year after it. Can you see that?

Look at the difference. Note the difference between the two. I want you to take good notes, fill in your workbooks.

Don't forget the scorecards. When you're evaluating, it's a very serious job of voting for the winners, so I want you to make sure you've written good notes and you've written down their scorecards as well, just so you've got that as a reference. Does that sound good?

Yes. Are we ready for this? Yes.

Good. Love it. Right.

Can you just sort the deck out? It's disappeared. And the notes for me, please.

Sorry, I just lost everything there. Sorry about that. Obviously, this bit's a bit fiddly, so we'll get through it all and get it done shortly.

Right. We're almost ready to get going, aren't we? How are we feeling?

Kate's looking a little bit nervous in the corner over here. Should we get ready to kick things off? Yes.

Right. Can I have a drum roll, please? Remember, we're doing Property Entrepreneur of the Year first.

Can I invite to the stage Gabby. Stay where you are, get yourself.

[Speaker 21] (6:54 - 6:57)

Is it on?

[Speaker 3] (7:09 - 19:14)

Hello, everyone. I'm Gabby. I just want to say thanks to Table One.

I'm really humbled. I don't think I should be on stage, but I'm happy to be here. Thanks for voting for me.

Thanks to Josh for Supper Club giving us the opportunity to practice last night. I think it really helped. I didn't even know I would be here.

I decided yesterday to come. I started preparing this on Friday. Let me introduce you to my family.

That's my daughter, Mika. She's almost 11. My partner.

Fiancée, she prefers to be called, but she really is my partner. Juliette. That's my mother, Yaffa.

My brother, Ben. I have got two sisters. They live abroad.

One in Manhattan, the other in Tel Aviv. They weren't in this photo, so I won't talk about them. Actually, I just want to go back.

I've forgotten them. It's a bit of background to what's been happening for me and Juliette in the last few months since April. Around the Get Up, Give Back celebration, Juliette's father started falling in his flat in Glasgow.

Within a couple of weeks, he was diagnosed with a brain tumor. He passed away on the 1st of August, so a month ago. Juliette spent the best part of two to three months there.

I spent the best part of a month there. Towards the end of his life, my mother walked into a hospital in Tel Aviv, where she spends half the year and half the year in London, with a tumor the size of a plum in her neck. She was diagnosed with terminal cancer.

She's now in London. We're caring for her. I think it's weeks or months.

There is no cure, just palliative. I have her permission to be here today. That's why I decided only yesterday to come.

She's stable. She's been out of hospital now for a few days. She's been there for two weeks.

We've got her pain under control. In fact, it was Greg's idea, who's filming it now, to share this with her, so I will do that. I'm really pleased to be here.

It's really challenging going from one death to another case. That's my brief intro to my family and circumstances. My year of is the year of exponential elevation.

I really feel like I've been on an immense growth, both personal, physical, and even in business. Here are my personal objectives. I have to look at the screen.

I don't know. I'm off by heart. Best weight, trying to get my weight below 75 kilos.

That was wishful thinking. I've got an X there. I'm drifting between 76 and 77, which is good for me historically.

I've been as high as 83. 80 has been my norm before this year. But I'm trying new things.

I haven't given up. I've got plenty of time to get to that weight. I've just started a month ago intermittent fasting.

In fact, my first meal today was lunch. I'm hopeful that that's going to make a big difference. Peak vitality activities.

Doing at least five as a week. I smashed that. There's my habit score of 96.

I've started weight training as well. Remember when we did those 28-day habits? One of my five habits was to weight train half an hour once a week.

I'm now up to three times a week, which is my limit. I'm really pleased with that. And the results that I'm getting from these e-gym machines at the David Lloyd Club.

So it says here that I've got the muscles of a 24-year-old. I tried. I tried.

Next, dance lessons with Juliette. So I've got a red tick there. I mean, it's just not the right time to learn to dance, is it?

But we did do some hiking, which we didn't expect to do. She joined me in Snowdon. I proposed.

Now, I've got to say, that was on my five-year plan, but in year five. Okay, so the news of her father kind of accelerated things a bit, and he was really happy for us, really. And we had a nice whiskey with him to celebrate, and I'm glad that we did.

And I'm actually really glad that I proposed. So I overcame quite a lot of personal fears there following a challenging divorce. And that's us taking Stephen out for a cigarette two weeks before he died.

That's not the reason he died, but that was one of his pleasures. And that's a fun memory for us. And so other things took over in life.

Snowboarding with Mika. I've given a tick for that. I mean, my plan was to go off the main board, the main slope in Hemel, Hempstead.

We only did the junior slope, but there's a good reason for that. We both had a fall one day. Both were injured for a few days.

It kind of put us off, but we did 12 lessons. Great time. And then Mika got distracted with other things.

So back in the pandemic, I started a charity called Friends of Basing Hill Park. I became chairman of a friends group. And that park has the only baseball field, American baseball field, in our borough of Barnet in London.

And Mika has got really into baseball in the last year. And they've invited her to join the under 11s for Team GB. So she's got other things going on now.

Yeah, that does deserve a round of applause. Really proud of her. Okay.

Enriching escapades. Holiday adventures. No problem there.

Even before Stephen was diagnosed. Didn't have a problem going on holiday a couple of times. So that's us on a ski holiday in France.

And that's us in Amsterdam. Cultural experiences. Not my favorite, but I did it.

Juliet dragged me to the Van Gogh Museum in Amsterdam. We spent a day in Chichen Itza, which is one of the, in Mexico, one of the seven wonders. And I took Mika to a Disney exhibition at the Excel Center in London.

Friends and family gathering at Smash That. So plenty, plenty more, probably about 12 of them. But I just picked four there.

I didn't pick them actually. Alex did. I'll talk about Alex in a minute.

Professional objectives. Journaling at least four times a year. So I started avidly doing that with my remarkable notepad.

And I did really well for the first few months. But now, with recent events, my activity score went down to 48. However, I started doing my journal rather than writing it.

I've been dictating it to ChatGPT and I'm loving it. And I'm finding it really useful. And so far I've got a track record of 100% in the last two weeks.

And I can't see that changing. I'm really enjoying it. I can't wait to journal what's happening today being on stage.

Maintaining my Sunday sanity. I got 100% for that until a month ago when I stopped for good reason. And I will continue to do that when things settle down.

Reading at least one self-development book a month. This is coming from a guy who read, what, one, two fiction books a year. If that, yeah, I smashed that.

Twelve books, no problem. Kindle streak of 100 days. I'm taking a break from reading right now.

I just need to take myself to a different universe. I've been watching Star Trek instead. But I will get back to reading.

Building a vlog. So the idea here was to get out of my comfort zone, do something on social media. I never dreamt of doing it.

And I launched What's Your Story by Gabby and I absolutely smashed. I wanted to do four posts. I've done about 70 now.

I'm really enjoying that. Thank you. I've got enough content until the end of the year so I can focus on what's going on at home right now.

Streamlining operations. Yeah, there's a green tick there. I don't know why Alex chose to put that there.

He should have put a photo of himself there. But my relationship with Alex, my VA in the Philippines, has been amazing. It's been a year.

He's been such an asset. And really, he's probably halved my workload. Probably even more than that.

I can't really estimate it. But he's a major asset to my business. And my life.

Not just business. So thank you, Alex. Building five studios in a building that we own in Dalston in East London.

So the plan was to do the building this year. We didn't. But the good news is after three years, and Carol, thank you, we got planning permission.

So it went rejected twice, gone to appeal, and finally. And that's just a major. I mean, the hurdles I've had to go through in negotiations with the council have been phenomenal.

And I'm not rushing to do this development for various reasons. But if I did do it, there would be a million pound profit in there. Or 10,000 a month income from that.

But there are various reasons to do with the bank that I can't do that just yet. So just biding my time. But hopefully in the next three years that will be done.

Perfecting portfolio processes. So I've given myself 50%. So there's two crosses there because neither were done properly.

But definitely halfway there. And I'm looking forward to finishing that task over the next year. Right.

Three. I think I was very ambitious here. Three businesses.

You can see how I started PE with so much energy and enthusiasm. And the reality strikes you. A part hotel.

I was going to buy a hotel. That was my plan. Did I do it?

No. I did look at some hotels. And thought about making some offers.

Didn't have the guts. Didn't think I had the finances. Decided it wasn't for me.

Rent to SA. Okay. I've got to rush now.

Rent to SA. No. Didn't do it.

Did try. Put in some efforts. And a joint venture with James.

Well, we tried. Didn't quite work out the way we planned. But we did make some offers.

But they, for various reasons, didn't work out. Successes and lessons. Final slide, Adam.

My successes. My progress with the VA. Been amazing.

Planning permission. Been fantastic. My fitness and personal growth have been, you know, strength of a 24-year-old.

I couldn't resist. And the podcast. Thank you for everyone who's been interviewed so far.

And reach out to me if you'd like to be interviewed. Lessons. The recruitment process.

I did recruit another VA. That didn't work out. But I've learned so much from that.

Life is unpredictable. You've got to deal with that. You've got to make it work.

Just life is unpredictable. Airbnb does not work for my London portfolio. I just finished with six flats on Airbnb.

And by stopping to do that, I've actually raised my income by 60,000 a year. So that's been, you know, the rates in London have been really high. But that's been an incredible lesson and experience.

And finally, don't overdo your annual objectives. Which I think many of us did. This is a scorecard that I did not fill in.

Alex did. I haven't even looked at it carefully. But I'm happy with 65%.

Thank you very much, Alex. Thank you. Thank you very much.

Just some final photos. Thank you, everyone.

[Rachel Davies] (19:15 - 20:16)

Well done, Gavin. That was amazing. You 100% deserve to be on this stage.

Well done. You absolutely do. You do.

Doesn't everyone agree? Does he absolutely deserve to be here? Yes, he does.

I'm not sure, but thank you, table one. Well done. That's amazing.

And Greg, thank you so much for filming that as well for his mum. That's incredible, isn't it? Sorry?

The power of a community in practice. Thank you for that, Gabby. Well done.

That was absolutely incredible. Right. It's now time to bring up the next finalist.

Can we give a huge round of applause to Mr. Grant Hodgeby? There you go, my lovely. There you go.

There you go. Just press that on the blue. And after the timer, it's yours to get.

Thanks for that.

[Speaker 4] (20:21 - 30:31)

Oh, there we go. Happy days. Hi, everyone.

I'm Grant. And this is my end of year presentation. My year of.

My whole life has been up and down. I've had addiction, divorce. Debt.

So this year was all about transformation. And hopefully, at the end of this presentation, you can see how I have and my business has transformed. So the three personal or professional objectives.

Number one, 40 fit and thriving. So I made it to 40. Yeah.

Woo. And I wanted to get my body into a place that I wanted it to be at, which was below 20% body fat. The next one was heartfelt home harmony.

And this was all about bringing the relationships back with the kids. Weekends away. A holiday.

And spending some quality time with them. I'm pleased to say that I did a great job on that. And I want to show you in a second some photos that show you what we've done.

The last one. Adventure in love. There's the girl there.

See, the laser's on her. I wanted to keep the love alive. Weekends away.

Holidays. And just make sure that we stay together. And I'm really proud to say that we're both going on the board together as well, which is awesome.

So here's some photos of me in the gym. Really working hard. Trying to get that body fat down.

I've also had some really good habits. And PE has been great for building those really good habits to help with my diet and all the things that I've been doing outside of the gym. This was my birthday meal.

So just before I turned 49th of August with all the family. And we had a Superman party. So everyone dressed up as Superman, which was awesome.

Kay arranged everything. It was great walking into a room, everyone dressed up in blue, red, and yellow. Some photos with the kids.

And it was really nice to actually spend some quality time just me with them. This is a meal that I took all the kids out. It's difficult to get Chloe out.

She doesn't live with us. Chloe's there with our grandson Arlo. And it was just really nice to get everyone out.

Did some pancakes as well. Got them around the breakfast bar. So it was all the little things.

Didn't quite do the holiday, but we did some extra weekends away. And we're planning a big holiday for next year. Oh, that hot tub.

That was a boys' night, that one. So, yeah, that was fun. Kay was away.

Oh, yeah, Kay was here. That's what we did on the last session. I was sitting in a hot tub while you guys were in a room.

Sorry? Here's just some photos of me and Kay. New York, big building.

Dubai, big building. And in prison. Professional objectives.

Now, I'm a blaze. I struggle with listening because I talk a lot. So I wanted to do a bit more leadership through listening.

And the cool thing about this was I spent time with the team speaking last. Because I always usually speak first. So I had to focus on speaking last.

Listening to books about leadership and listening. Just making sure that I upskill that part of my professional balance. Elevating financial foundations.

This was all about building a big pot for our financial fortress. And we actually wanted to hit 150K for the year in our pot. Whether that be through property or just money in the bank.

And then profit peaks, cash speaks. This was about getting our cash flow and our profit to a level that we wanted it to be at. With the current clients and properties that we had on our portfolio.

So, leadership through listening. We had some good calls. Lots of listening going on.

The team got to speak a lot, which is great. And we had some fun Zoom calls because most of our team are remote. Elevating financial foundations.

We're on 170K so far this year. So we're going to smash that 150 because we're already past it. The board's taken most of it though.

Profit peaks. I'm quite pleased to say we have achieved over 35%. But I'm going to share that with you in a minute as to what that actual number really is.

So headline strategy was laser focused loyalty. You can see the Superman there. Superman theme this time.

Laser focused with the business that we have and loyalty with our current client base. That was what it was all about. So the first one is trust through performance.

This was about hitting what we set out to achieve. We had a really, really difficult end to 2023. Might not have come across in the room.

But we were struggling to hit the levels that we needed to hit for our clients. And it was becoming quite difficult. And I was wondering when we were going to get through it.

PE really helped us get focused on it. So that was one of the targets was to hit 100% to settlement targets. And we wanted to hit our customer experience targets as well which was set at 87%.

The next one was appraise and ascend. This again was all about profit and cash flow. This is part of the headline strategy and my professional objectives.

Because it was really important to me to get the bottom line sorted. And then the quality core. It was about having a quality customer base.

Because 80% of our problems come from 20% of our clients. That's Pareto's law. So we're putting stuff in place to make sure that we lose the customers that we don't want.

Or we at least charge them more. That's the main thing. So we're at 100%.

That's the main thing. We went from 70 to 80 to 90 to 100. And actually we've maintained the 100%.

And for September so far, just check the numbers. We're at 80% to target for September so far. And we're only a couple of days in.

We're at 84% for customer service. So this was a difficult one. I'm confident we'll get there by the end of the year, but we're not quite there yet.

And again, we hit over 35% so far for the year on our profit. Come up with some new pricing strategies which will raise our prices for the people that we need to raise them for. But also reward people that have multiple properties with us.

Because people with multiple properties take up less time than people with less properties. That's what we found out anyway. So my scorecard.

I had 17 targets, hit 14 of them, and missed three, which gave me 82%. Which I'm pretty proud about. And I think if I hit 100%, then my targets probably weren't difficult enough.

My successes. So number one, this was time tracking. I've never tracked each individual task before.

And PE got me to do that. I've always been good with my schedule. But it taught me two things.

The first thing, it taught me that my maximum capability time on any task is two hours. Can't do any more, otherwise my productivity drops. And the next one is something that I'm really grateful for.

And I'm grateful for Kay, and I'm grateful for the team that I've got around me. In that I actually only spend 15 hours a week working. But that isn't on emails and admin.

That is on high value tasks that helps the business move forward. But that also means that I'm worth £250 an hour. So that's what it will cost to get my time.

For anyone wanting it. So the next one was profit. And this is where you get to find out the elusive number.

We had a £1 million summer. That's £1 million in bookings. £1 million in bookings, we take our percentage out of that.

But absolutely, our first £1 million summer, which is great. And we actually achieved 59% net operating margin. Which is the highest we've ever achieved.

That will drop a little bit by the end of the year. But I'm really, really proud of where we are so far for the year on that one. But it definitely won't drop below our target.

The next one, again, something that I'm really proud about is the fitness journey I've been on. And the next photo I'm going to show you is a year apart. One of the photos was taken a couple of months ago.

And the other photo was taken a year back. So here we go. I did not edit the photo on the right, by the way.

So take that in, that's what I used to look like. And that's what I look like now. So I'm really proud of the journey that I've been on with my fitness.

Now, my biggest challenge. So I hate systems, I'm a blaze. I've done loads of SOPs, 23 to be exact.

Really difficult. Now, I don't like doing reports. But I'm bloody good at them for some reason.

I know how to do them, I know how to connect things together. And I like seeing the big picture. So we've created live dashboards.

Live sales dashboards. Live cleaning audit dashboards. To tell us the information that we need.

And also live customer service dashboards. And these are accessible by any of our team, any time. And we also provide live reporting for all of our clients.

So that they can see anything at any time, whenever they want. And that has really levelled up everything that we do within our business. Which actually I think is a big contributing factor to our 59% and £1 million summer.

Biggest lesson came at Date With Destiny. Now, this was a big one for me. Because I'm a blaze.

I always used to ask the question, whenever I was around people. How can I make people happy? And Date With Destiny made me realise how disempowering this question is.

Because I can't control people's happiness. I can't control how happy people are. So when people aren't happy, I think it's my fault.

When actually it isn't. So Date With Destiny taught me to change this question to this one. Which is how can I experience even more love and joy right now?

And that, asking that question in my head, in any given situation. The answer that comes afterwards is the right thing to do. And it has helped me this year in so many different situations.

So that's my biggest lesson. That's my year of. And thank you very much.

[Rachel Davies] (30:38 - 31:06)

Absolutely amazing. What a great year you've had. I'm so proud of you.

Well done. How was that, people? Was it good?

Really good. How are we going to decide, eh? But now, this is the first time ever, I think.

We're pitching one partner with another partner. So can you please give a massive round of applause to Kay Hutchby. You've got this.

You've got this. You're going to be absolutely fine. Time's over.

[Speaker 11] (31:06 - 31:07)

Time's over.

[Rachel Davies] (31:08 - 31:09)

Impressive.

[Speaker 2] (31:10 - 35:49)

Hi, everyone. Being a few years a little bit nervous and doing it after my husband Grant is extremely difficult for me. So well done, Grant.

You did a fantastic job. So I'm Kay Hutchby. And this is my end of year.

My year of was thriving balance. And that has come from years and years and years. My first paid job was when I was about eight years old, door to door selling scratch cards.

And I would get 10 pence for every single card I ever sold. And I did pretty well for my age. But it meant for me, that's where I understand where my work ethic has come from.

Because I've literally always thrown myself into work. Thriving balance, when we started this journey at the beginning, I realized that I put around 60 hours a week into work and don't leave much left for anything else. So family and home life and things like that, it really did just get put to the side.

So I built my personal objectives purely around this because I really wanted to challenge myself to change the way I behave with work and my balance. So my first personal objective was generational harmony. It's a picture of us at Christmas with Grant's parents, our grandparents, and daughter, my little grandson, Arlo, who is a redhead for extra points there.

I targeted myself to get the wider family, so not just the kids, but the wider family together 14 times. So that'd be events or meals. Just got a couple of pictures.

Obviously, we have hundreds because I actually managed to get everyone together 11 times so far this year. The year is not over and we've got other events coming up. So definitely achieved that one.

My second one was being present. So just so you know, my grandson is not passed away, although I realize it looked like he was an angel in the picture today. Yeah.

And that photo is probably about five years old in all fairness for the family. But being present was really forcing myself to, when the kids are around, actually being there, not finding other things in the house to do, like plodding around and just being a mum and thinking that everything else is more important. So I targeted myself one fun activity a month with the younger kids.

One one-on-one with Chloe and my grandson, Arlo, once a month. And date night. Date night was easy to do.

Really easy to do. So some pictures of us and the kids. This was just a little caravan getaway we did with them.

Very, very recently, we ziplined on the fastest zipline in the world. One child had a complete meltdown and had to get collected by a bus, which was a bit traumatic. But I didn't get the one-on-one with Chloe and my grandson.

And on reflection, that was probably because she is a mum with her own life and doesn't actually have the availability when I want her to be. She's got her own things to do. So I feel like better planning on my part, and that's what let me down.

And then empower the body. Well, that was really just about this extra time that I intended on getting back was to reinvest back into myself. And so the 28-day habits really leveled me up.

Did the first one, and I was okay with it. But the second one, I really made sure I put as much effort into sticking to them as I could. Gym five times a week.

Intermittent fasting 14 hours, five days a week. And cutting out sugar. Sugar is my biggest crutch ever.

Massive issue with sugar. But I've done all of that. I'm really pleased.

Now, guys, I do not take pictures of myself in the gym. I don't know if that's a thing. But I am at the gym because I took pictures of Grant.

So this proves I was physically there. This is us in the gym in New York. So even on holidays, we still go to the gym as well.

But he took the picture, not me. And then my professional objectives was time mastery. So initially, Togo told me that I spent 30 hours a week on a department that I really shouldn't be putting my time into.

And so I targeted myself to get that down to eight hours a week. And this is my toggle. The 14% is that specific area I needed to cut back.

The calculation works out, but I actually got it down to two and a half hours a week. So I clearly smashed that one. Profit priority was to ensure that the company achieved 35% minimum net operating margin by optimizing financial strategies.

And as you now know, we achieved 59%.

[Speaker 11] (35:51 - 35:52)

Thank you.

[Speaker 2] (35:52 - 41:18)

And weekly wisdom, it was just about, again, a little bit giving back to myself. So I gave myself one hour a week where I needed to give myself some wisdom. This is our audio book.

This is actually Grant's. There's 206 books in here. That's all Grant's.

I only have 12. But I did listen to 12 this year compared to one the year before. So that's pretty good for me.

Much better. Thank you. So a headline strategy was laser-focused loyalty.

So this was really about our current client base, not about going out and getting more. We wanted to do better with what we already had. So trust through performance was targeted to deliver 100% against client payout and to achieve 87% on our customer results.

We only achieved 84%, but I know I'm going to get that to 87% by the end of this year. And we paid 100% on all of our client statements. So we've done fantastic this year with them as well so far.

More with less for me was how I could contribute to the 35% net operating margin. And that was about, for me, just looking at what we had. And I'm going to go into that in a little bit more because it's actually one of my successes.

And quality core. So it is true that 80% of our noise comes from 20% of our clients, and those 20% do not make enough money. So we decided this year to rewrite our contracts.

It took a couple of months. We're launching them this month, so they're ready to go, and we've got the plan in place. And we anticipate to lose between 20% and 30% of our clients by the end of this year, which is actually a good thing because that gives us scope to take on better quality clients next year when we start bringing them all back in again.

So the one that I missed, I think, is the one that I'm most disappointed about because that was the one where I didn't get the one-on-one time with my daughter and grandson, and I think that's the one I probably wanted more than all of this. But I'm overall satisfied with that score. My successes.

Okay. Tyrone is my executive assistant. I hired him just over three months ago.

He's just passed his probation, and he saves me 30 hours a week. That's 30 hours on work that's everyday work that has to get done, and he's fantastic at it. He does more than that.

He does about 50 hours in all fairness to him. But that's one of my biggest successes. My second success is the impact that all of PE has done for us this year and leveling up all of our departments and grants reports that he's introduced.

We've managed, for the first time ever, our one-million-pound sales. Woo! I appreciate what you said.

And my next one, which is the one I'm most proud about because it's the one that I actually had the most individual impact. I took control of this. This was my big deal, and I made sure that I put as much of my effort into this as possible.

So there was that session that you guys said, go through your bank statements and look for any things that shouldn't really be in there. And I did that, and I found, like, five grand's worth of fraud that I was able to, like, recoup back from the bank. I found utility bills we were paying for clients.

Don't even know how that happened, but managed to prise that out of their hands as well. One of them was HMRC. So I went back four years and managed to get 60,000 pounds back from HMRC.

You'll see here that they paid us 23 grand. It's because the rest of it paid for two outstanding VAT bills that we had. So we got the 60 grand, and that was amazing for us.

But that's not the best bit. Thank you. The best bit is we had a massive cash flow issue last year, which we realized last year, and we figured it out.

But one particular company, Booking.com, were extremely difficult with paying back what they owed, and were being very difficult about it. And it took months of investigating, tracking all bank to ID transactions, going through all the invoices. They really did put the work back on us.

And I managed to get, and you'll see it's very small, but 102 grand in one day from Booking.com. And that was them paying back what they owed. So I think my biggest success is that I reclaimed 113 grand back into our business in 2024, back into the bank's account.

My biggest challenge is systems, because building a business, as you know, the systems are in your head. Getting that out onto paper and videos was difficult, but getting other people to buy in, including Grant, please, that was a nightmare to do. But we did it.

We now have a process. We have a folder with all the SOPs inside of these folders. It's not finished.

I'm actually, it's more work to be done. It's like a rabbit hole, but we've got it, and we're getting going with it. So we're really pleased with that.

And I think my biggest lesson, guys, is just what I've learned over the last couple of months. I found 113 grand missing, found it though. And that was because the systems were not in place to begin with.

So the lesson is write systems, write people, and you won't have to find the 113 grand, because it will just be in your bank. Thank you.

[Speaker 14] (41:23 - 41:25)

That was amazing. That was absolutely fantastic.

[Rachel Davies] (41:27 - 42:09)

Oh my gosh. Wow. That was amazing.

Can we give her a massive round of applause. Oh my God. Who's writing good notes?

Are we writing notes? We're keeping a track of the scorecard, because this is going to be so hard to decide, isn't it? What an amazing top caliber performance that we had on the stage.

So now it's time to invite another one up to the stage. Please give a massive hand for the next finalist. It is Mark Reid.

Woo! Go on, Mark. There you go.

Thank you very much. That goes forward. And then your hand's in the corner on the left.

Right there, definitely. Thank you. Thank you very much.

That's all right.

[Speaker 5] (42:11 - 52:03)

All right, guys. Well, thank you very much for Table 3 for putting me up here. I feel like I'm representing you all because you've had fantastic years, all of you.

So it's actually been really, really difficult to get my year down into just a 10-minute presentation. So we'll do a quick overview of what my year of was supposed to be about. What I was trying to do, really, is get all the building blocks in place so I'm able to move up and move forward from here.

So it's spending time with the family. It's getting outdoors, which is where I get my mental refresh from. And it's getting my fitness back up.

That photo is me feeling very, very unfit about a year ago. For professional, it's working on the business, not in the business. I'm the managing director, not the managing doer.

It's getting my head up and looking out where I'm supposed to be going next to get the drive and motivation to keep going. And it's controlling my time better, not getting burnt out six, seven times a year. And for the business, the headline strategy, it's really about getting the work done at the coalface.

Ilse and Robson has not been profitable for two years at this point. This got changed, because that is a drain on your resources that takes your resilience away as well. So I had a lot to do, but I had a really, really good plan I was going to execute.

And I was just going to go through and come and tell you all about how all I did was follow my plan and execute, and I would have built my base camp. I really, really thought it was going to be that straightforward. There were a couple of curve balls that landed our way.

The really, really big one, well, sorry, we'll go for it. It started off with the January of blind optimism. I thought everything was going to be going really well at this point.

We had a new EA accepted job offer. Our quality manager said he was going to start, really, really talented guy. And we'd closed down a machining section that was just a drain on our resources.

The net profit and the gross profit was still too low. But we'd taken our first steps to move forward, and we had a really good sales forecast that was totally achievable. All the orders were out there.

This was going to be great. We just need to start moving through. So what happened?

Well, the curve balls. Basically, we had a 33 drop in sales from the target, 33% even. The new quality manager never started, completely unrelated.

Something cropped up, just didn't turn up. And the new EA started the very week when it all became clear how rough this could potentially be, which was when we realised we only had two months' worth of cash flow left in the business, and then done. Nothing changes, business over, bankrupt.

Oh dear. So what are we going to do? So we had three.

So, well, first things first. We needed to cut costs. So we went from a five-day week down to a four-day week.

We didn't have the orders. We didn't need the people in. Let's save the costs.

We put some really, really stringent spend controls in place. So every PO came to me to be signed, and I wasn't signing anything that didn't get an order out the door. We've now managed to get everything set.

All the holes are plugged in the sales, and we're not losing, sorry, not in the sales, in the cash flow. We're not losing money anymore. We're no longer hemorrhaging.

So what next? So we've got three options. Option one is we cut and run.

Set up the company. Let's go. Let's leg it.

Don't lie to us anymore. This is hard. Option two was to cross our fingers, hope for the best, wait for the sales to come back.

And option three was to go, this is it. Let's move with it. Let's work.

So we started with a blank piece of paper. We knew what the sales were likely to be. We knew what product mix was likely to be.

So let's work out what we've got here. What staff do we need? What teams do we need?

What overheads? What should we be spending? What should our costs be?

And we came up with a brand new business model, and we thought, yeah, this is a fight that's worth fighting. Let's fight it. Unfortunately, the very first thing we had to do there was we had to make 20% of our workforce redundant.

So we lost eight staff, and not only are redundancies a really unpleasant thing to go through, also my year off is toast, because my plan for my year off was to be working on the business, not in it. But I've stepped down a level because I'm covering jobs that are no longer there. So what did we do?

It's the next challenge. You just get going, don't you? So we worked out what everyone's role should be doing.

What do we need? Who's gonna do what? We filled the blocks.

Sorry, the blanks. So we had a guy who came in to be a quality leader. He was an internal hire.

Win-win, he got a development, we got someone in. Everything works out right. What, not what people are gonna be doing, how are they gonna be doing it?

Let's get everything defined. When are they gonna be doing it? Lots of useful PE blueprints have helped us move through these phases.

And then we took everything we got from the blank piece of paper all the way through the exercise, and we built our business plan, which we then presented to our staff. We had our Ilse and Robson's first AGM. Because what we wanna do is we wanna get people from stop looking in the rear view mirror at all the horrible stuff that's happened over the last three months.

Let's look at the positives. What's coming? Let's get the drive to go forward.

So where did we end up? So we have a full team in place again. Everyone we need.

We only made a loss for two months. The gross margin grew from a low point of 25% to a high point of 45%. The net profit, thank you, the net profit went from a loss of 13%, our lowest, to a higher, a high point of 13%.

And we did this with the sales only increasing from 35K from the low point. So that's not the percentage change you're seeing there. So we've had to make some really big changes to achieve that.

And almost more importantly is we, in the two months in June and July, compared to the two months June and July last year, we made 80,000 pounds more profit than we had. So not only have we fixed the hole we had in February and March, we've taken a huge step towards where we wanted to be at the headline strategy. We're moving forward.

This isn't just recovery. So with all that going on, how did it get on with all my personal year of stuff? Not too bad.

So I wanted a daddy-daughter day with Sophie every week. Managed that. Date nights with Claire, not so much.

There was a lot going on and we just couldn't get everything to work out there. So unfortunately that one didn't go. I managed to get my adventure days outdoors.

Get up, give back, helped with that quite a lot. And I tracked all of my fitness goals, my activities, what I wanted to be doing. And I managed to achieve all of those things.

Professional. So the first one was the idea of not being caught up in the business on the daily stuff. And I've got that in place now.

I'm back. I'm back out. I wanted to come up with a business idea for moving forward and I haven't.

A, I didn't have time. And B, when we read the Roger Hamilton book, I realised that it's not really my strength coming up with new things. Fortunately, I'm married to Claire.

And coming up with new things is what she's really, really good at. So we're just gonna lean into the skid. And then I had a really ambitious goal to complete 95% of all my Sunday sanity tasks that I set myself.

Yeah, it's mathematically impossible now. I have checks. But I've completed 92% and I've kept on track with 80% of all the tasks I set myself being on my year of and my headline strategy.

So I've managed to keep my focus where it needs to be. I haven't kept going down the rabbit hole. We're only two years into our financial year.

So with what we've set in place so far, I feel really confident that we will achieve this. So I've given myself a tick for everything, but I've made it orange because obviously there's a long way to go yet. So I've achieved 80% on my scorecard.

It's a win. This year has been a win, irregardless of how you guys vote for me or not. But I've already won this year.

This has been great. So biggest lesson, I've learned so much this year. There are lessons I didn't want to learn the way I learned them, for sure.

But it's, the biggest one for me has been, how do I motivate myself? And it's this, not exactly this, this wasn't part of the plan. But it's the year of, it's the Sunday Sanities.

It's given me the targets to focus. They're the lighthouse moments where I can go when everything's getting difficult. Where am I going?

Oh yeah, I'm going that way. So it's been really, really useful learning that. And I now know that whatever targets, whatever I want to achieve, provided it's reasonable and manageable, if I set myself the right targets, I'll keep going and I'll get there.

Thank you very much.

[Speaker 14] (52:06 - 52:09)

Oh, well done, Mark, that was amazing.

[Rachel Davies] (52:09 - 52:11)

Oh, even in heels, I'm too short.

[Speaker 14] (52:13 - 52:15)

Massive round of applause there for Mark, well done.

[Rachel Davies] (52:16 - 52:34)

Whoa, yeah, what a year. Oh, wow, such an incredible performance. Well done, Mark.

Feel good now? Yeah, I can breathe. Right, so it's time to invite the next finalist up.

Can we give a massive, massive round of applause to Macy's Naps, Macy's Naps, Macy's Naps. Katari Carter.

[Speaker 11] (52:35 - 52:42)

Woo! ♪ I'm so hot, I'm so hot, I'm so hot, I'm so hot, I'm so hot ♪ You can fall to this.

[Speaker 6] (52:44 - 1:00:10)

♪ I'm so hot, I'm so hot, I'm so hot, I'm so hot, I'm so hot ♪ Okay, imagine everybody naked, imagine everybody naked. Hi. You sexy lot.

Welcome to my end of year presentation, which is the year of growth. So just a bit of background, I know you probably all know it, so sorry if I'm boring you already. But I joined, I got signed up for the blueprint on the back of Anthony telling me to, and I always do what my husband says.

You know. Oh, hello. Oh, go back.

Yeah, because I was, say, a home mom, 17 years, and didn't really know when they hit 17 and 13 where I fit in. So I signed up to PE after day one, I was like, yeah, this is where I need to be, and decided on the year of growth, because I wanted to grow personally and professionally. So this is how I've done this year.

Personal objectives, my first one was to level up physically and competitively, which I've done. I leveled up at skating and competed at bronze level, I'm seven seconds off and four seconds off a PB in my 5K and my 10K this year, which I'll nail, that's not a problem. And, sorry.

Yes, lifting more month on month as well in the gym. Second objective was to nurture the bond, so that was extended, spending time with extended family members. I'm a normal child, so cousins and aunties mean quite a lot to me.

I don't know why it's doing that. We'll just roll with it. So yeah, I've spent quite a lot of time with cousins and aunties, seeing my cousin baby, my cousin in London, chatting to my cousin on Zoom, who lives in Thailand.

Aunties and cousins did the Manchester Marathon 10K for Alzheimer's research, and we booked a party for the end of the year as well. As long as they all turn up, that'll be great. I've paid the deposit, so they better add.

Reshape the Nurse was all about extending our home and having the boys in put on the rooms, because they were going to be extended over the garage. But we re-evaluated that, we sat down with the boys and the boys were quite happy with our rooms, so we have reshaped the Nurse, but we reshaped it financially instead, and we spent money on paying off credit card debt, so now we just have the mortgage on the home, which we're happy about. Professional objectives, Feed the Seeds, that was about me levelling up professionally, which I've achieved by attending a workshop each month.

This is just playing itself, by the way. So these are all the workshops and the seminars that I've attended over the year. My second objective was to greet the Garden Fairy, so at the end of the year to have my own VA.

Achieve that as well, and whilst he's not virtual and he shouldn't employ family, that's my eldest, he's doing business at college and he's absolutely nailing those low-value, high-volume tasks for me, and he wants to elevate himself in the business as well, so we've got a working document in progress so that he can pass that on to a VA when he employs the VA next year. Know your numbers, this was one that I thought I was going to panic about. To be able to stack my own refurb deal at the end of this year, I thought, well, I don't know if I'll be able to do that, but actually, two refurbs completed and fully tenanted, and we're into our third one now, and about to start the fourth, so yeah, I can definitely say I can do that.

Nest Living was about next-level landlord and raising my game and the product that we produce, so supporting objectives to that, yes, thank you, was processes and procedures in place, so we have no processes or procedures, we've got those in now, they are basic, they are foundational, but they are there, and they're there for us to develop as we go on through the years, thank you. Second one was to increase the portfolio to buy an additional six to eight vitalettes, which we're on track, because we've got four, we've got until March next year to get an additional two, and I have put on some before and afters, like magic, of the refurbs that we've done, so these are the two that are tenanted, and this is the third one that we're just starting, so we're trying to achieve those two, at least, by March next year, and that's all me. And my third objective was to story-tell through socials, so doing two posts per week, yeah, I'm definitely doing that, don't know if you follow me on socials, but I think you might all agree.

Fun fact Friday, Motivational Monday, Throwback Thursday, Trade Tuesday is my favorite, where the boys interview the trades, because it's been so funny. Distribution of focus hit the 70 and the 10%, I was panicking about the 20%, but I did Supper Club in July, with Josh and people in the room, and it was suggested that I did something, I was given an idea, and I'm running with it, so the back end of this year, the 20% will definitely be on my passion, which is to create something for people living with dementia, so next month I will be launching the Dementia Dialogues podcast. So, thank you. I've done a lot of conversations and interviews already, and I'm getting so much, so many ideas, and stimulating conversation from that, so that's really important to me, so thank you Josh for that idea, thank you.

Don't take all the credit, it's me. Execution scorecard, so yeah, I missed one, I say I've missed one, it was the reshape the nest, we have reshaped it financially, so as much as it's 89%, it's 100% for me. Biggest lesson learned, the importance of routine, school holidays, nightmare, routine goes out the window, out the window completely, and that just causes disorganization and stress for me, but I've realized actually that at 17 and 13, they don't want to be sitting, crafting and baking with me anymore, they just want to sleep and have me as a taxi or feed them, so it means that the lesson I've learned is going forward I can keep that flexible routine, and I can enjoy that balance of enjoyment and productivity. Hold on, do you want me to click this one now? Do you want, shall I do that then?

Who knows, I've no idea. There we go, successes. Shall I click it again?

Oh, there we go. Strategy day, had to be didn't it? It wasn't on my radar, it really wasn't, to win strategy day at all, but actually having you all vote me on stage, and then to come away with an award, really helped me give imposter syndrome a really big kick up the ass.

Can I say ass? I just did. Because that was my biggest hang up coming into PE.

Yeah, having imposter syndrome, and was I worthy to be in the room, and should I be in the room, I'm a stay at home mum, and have no business experience whatsoever. But seeing that you could see where I was, and where I've been in the past, and where I wanted to go, gave me a massive confidence boost, and I don't know if I'd have done half of that without that. And the last one is me.

I'm gonna say it, yeah. I am my biggest success this year, because I'm just so much more confident. I can have conversations with people now, and I don't hide behind my husband, and I don't deflect the question I let go.

I'll have this conversation, and it's mine, and I'm owning it. So thank you very much, because you've been on that journey with me as well, and I really appreciate it. So thank you.

[Rachel Davies] (1:00:19 - 1:00:42)

Pardon. Absolutely amazing what you've achieved. Oh, wow, right.

So that is all of the finalists for Property Entrepreneur of the Year 2024. Yeah, only that. I think, do you have a question?

Oh, hang on, hang on. Can she do it one-handed? I'm not really sure.

Just gonna try.

[Speaker 15] (1:00:42 - 1:00:51)

I just wanted to say the importance of the supper club. All five of them were last night at the supper club.

[Speaker 14] (1:00:51 - 1:00:51)

Yay!

[Rachel Davies] (1:00:51 - 1:00:52)

Well done, Josh.

[Speaker 14] (1:00:52 - 1:00:55)

There you go, there you go. Give the supper club a round of applause.

[Rachel Davies] (1:00:57 - 1:01:37)

Wow, wow, that's amazing. That is, right, remember that, everybody, and I'll take that with me next year for the next delegates. Right, so we're now on to Deal of the Year.

So Deal of the Year, one-minute presentation. Kate's huffing and puffing already. But we've got a running order, so we're going to start with Andy.

Where is he? When are you needing me? When are you needing me, Scott?

He was on the stage for his heart, by the way. Does anyone wanna share anything from what they've heard or anything they wanna add in here? Or talk about their step changes while we're waiting for him to return?

Yeah, well, we know, yeah, we've read his Deal of the Year. Should we just tell him to stay off the stage?

[Speaker 15] (1:01:38 - 1:01:40)

Can we do the other one, then?

[Rachel Davies] (1:01:40 - 1:01:46)

I think someone's gonna like to cheer, so here he is. Hey, Andy! Andy, this way.

[Speaker 19] (1:01:48 - 1:01:49)

How are you? Woo!

[Rachel Davies] (1:02:01 - 1:02:06)

There's a microphone. Click that, and that's next if you've gotten on the slide and the time is over there, one minute.

[Speaker 9] (1:02:06 - 1:03:33)

One minute, I've gotta be quick. This was my biggest challenge in the Deal of the Year. So we bought it for 818, and then we added value to it, and we had to even challenge the valuation, which was 1.34 million and uptick by 35K. But our estimate value, once we've done some more work on the balconies and stuff, it should be 1.5 million because it's a block of six flats equipped to about 350K each. And the estimate income, because we do holiday lets and long-term let as well, so we're optimising it out, so it's anything from 90K to 120K. And there's some photos that we can show you.

This is the holiday let flat in flat two. And then flat five, we went from a one bedroom and turned it into three bedrooms. So we changed things around, moved the bedroom in the kitchen, bedroom in the bathroom, and moved the bathroom into the hallway, and then the open kitchen plan.

And here are some pictures before and after, as I'm time limited. And that's it, that's it for me. Thank you, if you enjoyed it.

Round of applause everyone.

[Speaker 14] (1:03:34 - 1:03:37)

Brilliant, thank you very much. You all right there?

[Rachel Davies] (1:03:38 - 1:04:11)

Take a deep breath, you'll be fine. Fabulous, I love the way we had to get you to come to your own presentation on the stage, love it. Right, so who is up next?

Okay, so hang on, was that my rabbit? Or is this a new one? New one?

So, oh, I'll leave that for a second. Let's give a massive round of applause for the next finalist for Deal of the Year, it's Carol. Go on, Carol.

I'm giving everyone a sneaky peek there. Sneaky peek. They show my props.

Just one slam.

[Speaker 10] (1:04:13 - 1:05:28)

Everyone, so my Deal of the Year, I'm thrilled to say, was actually found on Property Filter. We found it in April, it's an end of terrace property in Stockport. It's got a basement, a one bedroom ground floor flat, and a one bedroom first floor flat.

However, when we get planning permission, it will be converted to the basement and the ground floor to a six bedroom all en suite HMO, and the upper floor to a three bedroom all en suite HMO. So it's a good job I know a good town planner. We bought it for 225,000 pounds, and it's not really cash flowing at the moment as just a straightforward buy select with around two and a half K profit.

But with a commercial revaluation, for the nine bedroom all en suite, it will increase the value on a commercial valuation to 675,000 pounds with a gross cash flow of 81,000 pounds, netting down to 28,000 pounds. But of course the best bit for us is that it's pretty much no money left in with 3,000 pounds. And that is my Deal of the Year.

Thank you.

[Rachel Davies] (1:05:28 - 1:05:46)

That was amazing. Cracking deal. Amazing.

Well done. Right, so the next Deal of the Year. So we invite on, okay, it's you my lovely double mommy.

Here you go. You know the drill.

[Speaker 2] (1:05:53 - 1:07:15)

Okay, everyone. So Ibiza, three years ago, having a laugh, getting into a conversation with someone we know, and they tell us that their SaaS is due, and it needs to be commercial. So Grant comes home, not me, I'll be honest, and found this lovely, ugly duckling, not far from where we live, believe it or not.

It's a pub restaurant, it's called The New Lodge, and it had six functioning rooms upstairs already. Not looking as decent as this, I'll be honest. We purchased it.

I'll go through the numbers in a second for you. I had 30 days to get the six rooms refurbished and opened, which we did. We then refurbished the cottage next door, which is a three-bed cottage, and we also redeveloped two rooms into a studio.

So whilst we were waiting for permission, so we did not need to get planning permission, we just needed to get permission to get downstairs converted into six studio apartments. The whole time that we were waiting for this, which took over a year, by the way, upstairs we're still bringing in the money. These are the plans, and this is what it looked like.

Permission was literally granted at the end of July, so it was forever. This is the purchase of 370. Obviously associated costs, the expected value, but obviously the number we really like is the number at the bottom, 90 grand in our pocket at the end of the year.

Wow. That is my deal.

[Rachel Davies] (1:07:16 - 1:07:31)

What a fantastic deal. Yeah. Lovely, lovely, lovely.

Right, so next deal of the year. So the next finalist for deal of the year is Rona. Give her a round of applause, people.

Woo.

[Speaker 11] (1:07:34 - 1:07:40)

Okay, you don't need it. Oh, hang on, you do. There you go.

[Speaker 8] (1:07:42 - 1:09:41)

Oh yeah. Sorry guys, I should have put a picture, but I didn't, so you just gotta bear with me. To say I'm not nervous is just being very funny.

I am actually quite feeling my boots. This is not my, I'm so out of my comfort zone. But anyway, in 2023, my solicitor came to me and said I have an investor who's a million burning in his back pocket and would like to spend it.

And I said, happy days. What the investor or my solicitor didn't know, I'd already been down in Cork, which is in South Ireland, and I'd seen a bed and breakfast, 14 bed, beautiful bedding, guys. Picture, it's like near the sea.

It's blue in color. It's boxed windows. You can just picture the plants in them.

And at the back, there's a three bedroom stone cottage. So I had my eyes on the prize, did an investment appraisal for the client, came on, bought, stamp duty, renovations, 800,000 all in. I had secured a contract with an emergency accommodation space in Ireland for 1.4 million for 12 months. Those of you who are mathematically in the room will get my next comment. The residents did not move in in the May when the contract was exchanged. They didn't move in until 26th of January this year.

And I hope that makes sense to you. So I negotiated for the same clients in May, which the contract was executed in June for a million. Another two year contract, which expires in 2026.

I've already pre-sold that building in 2026 because I'll carve up the existing bed and breakfast to six units. I haven't sold for 1.9 million. At the back of the cottage today, I have an offer of 560,000.

That is my deal.

[Rachel Davies] (1:09:48 - 1:10:00)

Right, it was really, really good. Right, so then last but not least, we have the last finalist for Deal of the Year. Let's give him a massive round of applause.

It's Mr. Tom Dale. Woo!

[Speaker 14] (1:10:09 - 1:10:12)

There you go, good sir. Click there, it'll come on. Yeah.

[Speaker 12] (1:10:15 - 1:11:02)

Right, so the Deal of the Year was Josh Keegan's master plan. Do you mind? Oh, no.

No, so we've got this 24-bedroom HMO. I bought it into it as a lease option. It cost me 50,000.

I automatically get 150 grand equity and it's paying me 1,000 pounds a month. And I've also got a great JV partner through this deal, Paul Collier. I don't know if anyone knows him.

Yeah, basically that's it. Oh, we're gonna add a couple more in as well. It's a 10-year lease, so I think in the next, it's gonna be worth about 1.5 million to two million.

[Speaker 15] (1:11:02 - 1:11:03)

Oh, my God.

[Speaker 12] (1:11:04 - 1:11:04)

That's the plan.

[Speaker 14] (1:11:06 - 1:11:08)

Thanks, Tom. Brilliant.

[Rachel Davies] (1:11:10 - 1:12:01)

Fantastic, wow. Great deal. Some marvellous deals there.

Lots for you to choose from now. Right, so now we get the difficult task, which is to vote. So everyone who's on this stage 100% deserve to be here.

They were absolutely epic performances. I was absolutely blown away by the quality, but now it's time for you to do the difficult task of voting. So if you, I think quite a few of you have scanned the QR code already.

You're making a decision on who is the Property Entrepreneur of the Year, the best person, yeah, in the first round, and then who should take Deal of the Year, Property Entrepreneur 2024. Those are the two things that you're voting for. So let's put some music on deck for two minutes while everyone votes.

[Speaker 20] (1:12:04 - 1:12:09)

QR code for Property Entrepreneur of the Year is pages 24.

[Rachel Davies] (1:12:09 - 1:12:11)

Yeah, through on the speaker notes.

[Speaker 20] (1:12:11 - 1:12:16)

Yeah, and then the Deal of the Year is separate on each, the other ones.

[Rachel Davies] (1:12:16 - 1:13:52)

Yeah, so there's two, remember I was telling you earlier, there's two parts. One is where the Property Entrepreneur of the Year was done when you wrote notes, and then the other one is in the section for Deal of the Year, yeah? So make sure you scan each QR code to vote for each best in category.

Take the time to consider your scoreboards and the notes that you made. Is it not working? If you're having problems, let us know.

[Speaker 15] (1:13:57 - 1:13:59)

What about the people on the internet?

[Rachel Davies] (1:14:00 - 1:14:00)

Hmm?

[Speaker 15] (1:14:00 - 1:14:02)

The people on the internet.

[Rachel Davies] (1:14:02 - 1:14:12)

What, here? Yeah, I think, yeah, there might be some issues with the internet. Have you, can you manage?

Might just be busy. It's a busy hotel, isn't it?

[Speaker 15] (1:14:12 - 1:14:14)

No, no, sorry. I meant, I meant the presentations.

[Rachel Davies] (1:14:15 - 1:14:18)

Oh, they're being added to the internet? On what, the Facebook community?

[Speaker 15] (1:14:19 - 1:14:21)

No, the people who couldn't be here in person.

[Rachel Davies] (1:14:21 - 1:17:43)

Oh, sorry. Yes, we'll talk about those in a second. Yeah, yeah.

So some of, yeah, yeah, sorry, I could, yeah. Oh, I needed to give you the microphone. No.

You can put your phones down when you've voted. That'll help me understand if you have done it. Right, can you raise your hand if you've voted?

Yeah? Raise your hand if you've voted. Nearly everybody.

You guys voted, you two? Yeah. If you haven't voted or haven't finished, you've voted, haven't you?

Right, so I think everyone is done. Thank you very, very much for voting. Very difficult task that, deciding who the winners are gonna be, but well done.

And while the votes are being counted, I'll just talk you through some nice things for the start of the new year for Property Entrepreneur. So in October, we have got, we're kicking off the launch event with a World Class Women's Breakfast. Jackie Goodman is gonna be hosting this one.

Jackie has been a Property Entrepreneur for five years. She's a very highly experienced life coach and she has also been in the community for a very long time. So this one's gonna be absolutely fantastic.

So if you want to join in on World Class Women's Breakfast, the great ladies in the room, then you are very much welcome. It's at cost price and Bianca will be sending a link around to tell you about that, okay? That's something really to look forward to from October.

And also this Friday, we are live streaming the awards for the finalists. Remember I told you about this last month? 2.30, you will see the creme de la creme of advance battle it out on the stage. There'll probably be loads of masterminders in there. Won't there, Adam? This is how good they do.

And it's gonna be live stream. So across Property Entrepreneur Socials for the first time. So it's gonna be absolutely epic.

So if you want a few more, tune in to a few more finalist presentations, then this is who you're gonna be up against next year. So I highly recommend that you do that as well. Right, so before we find out what the votes are, before we finish counting them, does anyone want to share some of their step changes or their experiences, especially people who haven't been on the stage today?

Does anyone share some of the real successes or step changes they've had? Katie, where's the catch box? Does anyone know where it is?

Do you want to chuck that back to Katie, if that's all right? Oh, there we are. Oh, there you go.

Katie, what would you like to share?

[Speaker 17] (1:17:46 - 1:17:58)

My biggest step change is that since I was 16, I've been in hospital probably every six months with my Addison's disease from burnout, stress. It's been a year and a half now since I've been admitted.

[Speaker 14] (1:17:59 - 1:17:59)

Wow.

[Speaker 17] (1:17:59 - 1:18:02)

So it's the longest since I was 16.

[Speaker 14] (1:18:03 - 1:18:04)

Wow, that's massive.

[Rachel Davies] (1:18:05 - 1:18:21)

Oh, that's amazing. Katie, I'm so proud of you because that was a really big deal for you when you first started Property Entrepreneur, wasn't it? You didn't want to have to go back into hospital from the last time.

Well done you, that's great. Anyone else want to do one more share? Gareth?

[Speaker 13] (1:18:24 - 1:18:50)

Thank you. Not so much a step change, but more obviously some people are going on to Advance next year, some people aren't. So I want to say thank you to Rachel and the guys in the team.

It's been a fantastic experience for me personally. I think everyone else is probably in the same mindset. Hopefully, I'm looking forward to seeing you all on Advance next year, but I think everyone's made lots of good connections in the room and just, yeah, getting quite emotional, really.

[Speaker 11] (1:18:51 - 1:18:52)

Thank you to everybody.

[Speaker 13] (1:18:52 - 1:18:59)

I think everyone's made each other's journey and the people in the room just as much as the people delivering. So just, well, well done and thank you.

[Speaker 19] (1:18:59 - 1:19:02)

Let's give everyone a round of applause. Woo!

[Rachel Davies] (1:19:05 - 1:20:30)

Woo! Aw, it's so nice of you. And it's so true, isn't it?

You've gone on this amazing journey. You know, you start on Property Entrepreneur, you go on the blueprint and half the time you don't want to and someone talks you into it. And then you get on the blueprint and you realise, oh, I don't want to do a property course, but you realise then it's not a property course, it's a business course.

And then throughout the journey in the year, by the end of the year, you realise it's not a business course at all, it's a life-changing course. Some of you here have had absolutely enormous step changes, personally, in your businesses, professionally. And you know, some of you have had some huge mega curve balls to deal with, but you've still kept committed, you've still kept coming to these events and you've focused on hitting those targets and objectives and you really have, all of you, done an absolutely outstanding job just for being here today and being accountable and standing up to everyone else and telling us all what you've achieved and how you've achieved. But there can only be one big winner, four winners overall. Here are our beautiful awards, everybody.

So what have we got to go? We've got Dean of the Year and we've got third place and second place for Runners-Up and then the big, big deal, the Property Entrepreneur of the Year 2024 for this, for your programme. Okay, so that's what we're up against here, that's what we've made decisions on.

So it's now time, I think, to invite Adam and Josh back to the stage. Come on.

[Adam Goff (Appears in closing, announces Kay’s win with Josh)] (1:20:43 - 1:20:44)

Joint winners.

[Rachel Davies] (1:20:44 - 1:21:07)

Yeah, you are, joint winners. They are looking very, are they looking smart? They're looking very, very dapper in their bow ties.

I love the way you're both matching this year. Are we ready? They're friends again now.

Do you know what? It's only because they've drawn, yeah, that that's happened. Yeah, you should have heard them last year.

[Adam Goff (Appears in closing, announces Kay’s win with Josh)] (1:21:08 - 1:21:08)

It was a win-win, wasn't it?

[Rachel Davies] (1:21:08 - 1:21:54)

Yeah, it was a win-win. Right, so I'm going to do this in reverse order, just to explain how I'm going to announce the winners. I'm going to start with virtual because in the background, the guys on virtual have done their own awards voting this morning and we do have a winner.

I'm going to announce that in a moment. And once I've done virtual, then we're going to go on to deal of the year. And then after that, I'm going to announce in from third place through to first place, who's won for the year.

Okay, are we ready? Yes. I said, are we ready?

Yes. Absolutely, let's go for it. So I'd like to announce the winner of Property Entrepreneur 2024 virtually is, drum roll, please.

[Speaker 19] (1:22:02 - 1:22:04)

Woo! Well done, Stephen!

[Rachel Davies] (1:22:06 - 1:22:30)

Our girl has impressed me so much this year. He has been absolutely phenomenal. I think there's some stealing, isn't there?

Because he's taken the blueprints and he's gone into so much depth and so much detail with all of them. He's an absolute champion. So I just want to say to you, to the end of the screen, congratulations, Steve.

You really deserve that.

[Adam Goff (Appears in closing, announces Kay’s win with Josh)] (1:22:30 - 1:22:32)

And he's on Josh's mastermind as well.

[Rachel Davies] (1:22:32 - 1:22:34)

Is he on Josh's mastermind? Well, there you go.

[Adam Goff (Appears in closing, announces Kay’s win with Josh)] (1:22:34 - 1:22:36)

Well done, Steve. Good job.

[Rachel Davies] (1:22:36 - 1:23:06)

Yeah, well done to you. Right, so now it's time to get into the detail. Are we ready?

So it's deal of the year first. I'm so over excited I don't speak. So the winner of deal of the year for Property Entrepreneur 2024 is...

Bruno! Woo!

[Speaker 11] (1:23:07 - 1:23:30)

Woo! Woo! Well done.

Congratulations. Well done. Woo!

Woo! Woo! Woo!

Woo! Perfect. Woo!

[Rachel Davies] (1:23:34 - 1:23:45)

All right, I'm actually... Yeah, well done, Rhona. Congratulations.

Actually patting it. Don't drop it.

[Adam Goff (Appears in closing, announces Kay’s win with Josh)] (1:23:46 - 1:23:47)

Get it on the right airflow.

[Rachel Davies] (1:23:48 - 1:23:55)

Yeah. Yes. Yeah, you've got box.

Well done. All right. Quite nervous now.

[Adam Goff (Appears in closing, announces Kay’s win with Josh)] (1:23:55 - 1:24:00)

Did you clarify? Did you say you'd finished your financial fortunes as well? Fantastic.

Well done.

[Speaker 14] (1:24:00 - 1:24:05)

Give her a round of applause just for that. Rhona's completed her financial fortunes.

[Rachel Davies] (1:24:05 - 1:24:07)

Well done. Right, so.

[Adam Goff (Appears in closing, announces Kay’s win with Josh)] (1:24:10 - 1:24:12)

Yeah, right. Well done, you.

[Rachel Davies] (1:24:12 - 1:24:13)

Are we ready?

[Adam Goff (Appears in closing, announces Kay’s win with Josh)] (1:24:13 - 1:24:14)

I'm ready.

[Rachel Davies] (1:24:14 - 1:24:15)

All right, I'm a bit nervous.

[Adam Goff (Appears in closing, announces Kay’s win with Josh)] (1:24:16 - 1:24:18)

Grant. A bit over excited? Grant is bricking it.

[Rachel Davies] (1:24:19 - 1:24:32)

Right, so third place on Property Entrepreneur of the Year goes to Natalie!

[Speaker 11] (1:24:33 - 1:24:54)

Woo! Woo! Woo!

Woo! Woo! Give her a hug.

Oh, yay, sorry. Aw. Aw, thank you.

Well done! You get the middle.

[Rachel Davies] (1:25:07 - 1:25:25)

Well done, Natalie. You are an inspiration, everything you've done this year. Honestly, going from being a stay-at-home mum, we did the podcast, what was it?

Remember your claim to fame? Yeah, to making dinner to an award winner. Absolutely true.

Two awards out of Property Entrepreneur this year. Well done.

[Speaker 13] (1:25:25 - 1:25:26)

Another masterminder as well.

[Rachel Davies] (1:25:27 - 1:25:32)

Another masterminder. Absolutely fantastic.

[Speaker 11] (1:25:32 - 1:25:32)

Already, it's already started.

[Rachel Davies] (1:25:33 - 1:25:50)

And the reason I keep checking is I don't want to get it wrong. I'm really nervous for everyone. Right, so second place.

Are we ready? So second place on Property Entrepreneur 2024 goes to Mark Reeves.

[Adam Goff (Appears in closing, announces Kay’s win with Josh)] (1:25:53 - 1:25:58)

Congrats, mate. Well done. Well deserved.

[Speaker 11] (1:25:58 - 1:26:05)

Well deserved. Oh, well done, darling. I know, I can't read this.

[Speaker 16] (1:26:06 - 1:26:07)

It's on here. Evening meal.

[Speaker 11] (1:26:09 - 1:26:14)

Oh. Hey. Hey.

[Adam Goff (Appears in closing, announces Kay’s win with Josh)] (1:26:44 - 1:26:49)

So, yeah, I'd say 10 out of 10. Absolutely 10 out of 10. Well done.

[Speaker 14] (1:26:49 - 1:26:57)

Give a massive round of applause. Well done, well done, well done. Right.

Ooh. The big one.

[Adam Goff (Appears in closing, announces Kay’s win with Josh)] (1:26:59 - 1:27:01)

It's heavy. This one's made out of gold.

[Rachel Davies] (1:27:02 - 1:27:22)

It's quite heavy. So there can only be one winner for Property Entrepreneur of the Year 2024. Who's it going to be?

So, the winner of Property Entrepreneur of the Year is... Kay Hutchburn!

[Speaker 11] (1:27:28 - 1:27:57)

Yay! Yay! Yay!

Yay! Yay! Yay!

Yay! Yay! Yay!

Yay! Yay! Wow!

Whoo!

[Speaker 2] (1:27:58 - 1:28:15)

Speech, speech, speech! I've been three times back in Sardinia, one time, then twice, but I actually just want to say thank you to you guys. Grant dragged me here, as you all know.

This was not my thing.

[Rachel Davies] (1:28:15 - 1:28:16)

There's a thing with the thing.

[Speaker 2] (1:28:16 - 1:28:42)

He made me come, and I've loved every minute of it, and I've really come out of my shell. I'm doing things I never did before, didn't think I was able to do before. But the blueprints have really levelled me up.

If you put into it what you want to get out of it, then you will get what you want, for sure. Thank you very much, guys.

[Speaker 11] (1:28:42 - 1:28:43)

Massive round of applause.

[Adam Goff (Appears in closing, announces Kay’s win with Josh)] (1:28:50 - 1:30:22)

Well done, everyone. Just for what it's worth, for anyone who finds £113,000 down the back of the sofa. That's incredible.

I think one thing I took from Kay's presentation is that behind every great man is an even greater woman. Absolutely. It's just the classic, more revenue doesn't equal more profit.

We all go chasing the next big thing, the next deal, and we think that more money is the answer. When you actually slow down and you stop comparing yourself to your friends or Alex Ormosi or whoever it is that you're competing against, Dan, Josh, me, whoever it is that whatever your ego is telling you to do, and you just stop and you actually organise your business and you get it into norm and then into perform, and you get time to look at the margins you're missing and the money that's down the back of the sofa, and we all just think that more is the answer, and it's not often.

We're often already sat on a mountain of value, and we just need to drill down and run a tighter ship. All the money and the margin and the time we need is actually there. We're often way closer to our goals than we think.

I think that was the biggest lesson I took from your example, and it's a world-class example, so very well done. Best of luck on the board, you two. Dan said to me earlier, he's like, Grant's like you, isn't he?

I went, I've got bad news for you, Matt. I said, he's way worse than you. He was like, I thought so.

I got that from his video. It's going to be a good year on the board for you guys. You're going to add a lot of value.

It's going to be great. Well done. Congratulations.

Let's give Kay a massive round of applause.

[Speaker 14] (1:30:27 - 1:30:28)

That was mind-blowing.

[Adam Goff (Appears in closing, announces Kay’s win with Josh)] (1:30:29 - 1:32:10)

I just wanted to say, because I know Mastermind has been her theme for today, but all of the finalists were on Supper Club last night. I think it just goes to show what mentoring and coaching can do for you. They all had a dry run.

They all got feedback. I think for those people that really want to execute to the next level next year and want that more one-to-one support, Bianca's just told me that we're now down to three places on Josh's Mastermind. Two have gone today, and there's two more people that are thinking of putting deposits down.

There's no hard sell. That thing's going to sell out on Friday without a doubt. If you're sat there and you're thinking, I should do it, I'll tell you now, literally I'd say six to eight people on Advance last year came up to me during the year and said, I should have done it.

I wish I did it. If you are thinking about it, just don't be the person that misses the boat. It's just like an opportunity for you all.

That's all I want to say. Well done, Josh. Josh is a fantastic mentor.

I haven't said thank you to him yet. I feel like I never say thank you enough to Josh. Honestly, this year he has been fantastic, hasn't he?

Yes. I mean, he's so active in the Facebook group. His advice is always on point.

I go to him for advice, mainly about hairstyles, but definitely not about dress sense. But in all seriousness, Josh, he's done an amazing job for us all this year, and I think he also deserves a round of applause. So can we give Josh a round of applause?

I know you're going to absolutely kill that mastermind, and I know it's going to be super competitive between you and I. So I wish I'd never invited you to do one.

[Speaker 13] (1:32:10 - 1:32:12)

I'm glad we set a draw.

[Adam Goff (Appears in closing, announces Kay’s win with Josh)] (1:32:12 - 1:32:24)

Yeah, it's like a peace. Absolutely. And before I go off stage, because you know once I get the mic, I can't get off, I also want to say a massive well done, congratulations, and this is just the beginning for Rachel Davis.

[Speaker 14] (1:32:24 - 1:32:25)

Thank you, Josh.

[Adam Goff (Appears in closing, announces Kay’s win with Josh)] (1:32:32 - 1:32:57)

That's a big round of applause. You're a crowd favourite. Rachel came into this year with absolutely no real public speaking experience, just a lot of energy, enthusiasm, and property entrepreneur knowledge.

I think we've all seen her journey from starting out and giving it everything to frankly just running today like it's just normal. And yeah, Rachel, I mean, I said this to you privately, but I'll say it to you publicly. Everything you do is to the highest standard.

[Rachel Davies] (1:32:57 - 1:32:58)

Thank you.

[Adam Goff (Appears in closing, announces Kay’s win with Josh)] (1:32:58 - 1:33:40)

And that is something that's so rare. And that's what we are, hopefully all of us at Property Entrepreneur are, and all of us in this room. There's very few people in this world that will actually execute to that world class standard.

Most people just can't be bothered. It's not for them. The rare thing about this room is that we all want more from life, and we're prepared to go the extra mile and deliver.

And these presentations today were absolutely fantastic, and it takes hours to put these presentations together. I did mine for an hour. No, I'm joking.

It took me five, six hours to do my presentation. I know how much goes into them. Anyway, so it's a reflection of your hard work, how far you've come, and how great this community has been.

So for the last time, Rachel and Josh, thank you guys. Over to you to finish off. Thank you so much.

[Rachel Davies] (1:33:43 - 1:35:02)

Adam, can I have a pair of eyes, please? Look, he disappears. Right, homework.

Right, homework. Are you ready to get your pens out? There is no homework.

You don't need to do anything. Yay! Because school's out for summer.

Even though the kids are going back to school, you guys have done Industrial Property Entrepreneur until the 10th of October. That's when we start again and go back into the season. So have some time off.

You have all climbed enormous mountains this year, all of you. So take some time to enjoy the view from wherever you are. Yeah, really, really important.

And just know, in the back of the workbooks, there are some dates for Property Entrepreneur 2025. So if you haven't got them in your diary, you should be getting them in your diary, so you know whether you're doing it virtually, whether you're doing hybrid, whether you're in the room. Just make sure those dates are booked in your diary.

Book club, there is no book club. Yay! But I know, yes, well, we will have you tune into the podcast.

Obviously, Dan is a machine. He's still going. There's lots of great ones.

There's Grace of Gratitude that's just come out recently. So tune into that.

[Adam Goff (Appears in closing, announces Kay’s win with Josh)] (1:35:03 - 1:35:04)

You could always pick up Jim Rohn again.

[Rachel Davies] (1:35:05 - 1:35:05)

Yes, great idea.

[Adam Goff (Appears in closing, announces Kay’s win with Josh)] (1:35:05 - 1:35:07)

How to Live a Good Life. That's a classic.

[Rachel Davies] (1:35:08 - 1:35:09)

Yeah, and I go back to that every year.

[Adam Goff (Appears in closing, announces Kay’s win with Josh)] (1:35:10 - 1:35:11)

The Art of Exceptional Living.

[Rachel Davies] (1:35:11 - 1:36:06)

And then the 28-Day Challenge. I think this is the toughest one I've ever set. It's time off.

Yeah? It's a requirement, not a luxury. We now need a break.

If the kids go back to school, you get a bit of peace. For those of you, others of you who can go on holiday, absolutely fantastic. Midweek Mentoring, there is none.

It starts again in October. So we'll see you all back in October. And that was it.

What a day. Who's enjoyed the day? Hands in the air.

It's been absolutely fantastic. You are absolutely incredible people. You are all top performers.

But a massive congratulations to all of the winners today. You have done, you've blown us all away with the amount of curveballs, the challenges, and all the successes you've had. This is real life, right?

And it's happened here on this stage. And then Bianca's dancing in the background. She's got, what have we got?

Accreditations to give out still? Please make sure.

[Adam Goff (Appears in closing, announces Kay’s win with Josh)] (1:36:12 - 1:36:14)

Yeah. With Josh, Rachel, and I at the back.

[Rachel Davies] (1:36:15 - 1:36:18)

Photo moments at the back with Bobby. She's there going, yeah, photo moment.

[Adam Goff (Appears in closing, announces Kay’s win with Josh)] (1:36:18 - 1:36:22)

No, she's actually saying, if you wouldn't mind leaving us a 10-second testimonial.

[Rachel Davies] (1:36:22 - 1:38:45)

Yeah, 10-second testimonial as well. On the wall that's just in the tea and coffee area. You might have already seen it.

So video testimonials, big photo at the end. Please stay for that. If you're jumping off to get on the train or anything like that, we're going to do a big group photo.

So stay around because we're going to celebrate very soon. And wow, it's been such a journey, hasn't it? Where have we been?

We've come all of this way together. So we started off in autumn going into the cave, asking ourselves what we wanted from life and where is there? And a lot of you have been on this stage right now telling exactly how you've achieved that.

We went through autumn and our businesses were on cruise control. Then we went into the pit stop and we rebuilt the engine of our businesses. We went through the winter hit list and worked really hard on that.

And then we went into spring. We hired the capacity that we needed, the VAs, the PAs, and the team members. And then we went full steam ahead into the summer season where we did more in 12 weeks than most people do in 12 months.

And what an incredible journey it's been. It's been fantastic, hasn't it? Now it's time to celebrate.

So we have got PIMS o'clock. So we've got mocktails and cocktails to celebrate. Are they in the reception area behind us?

Yeah, where all the fruit is. That's where you're going to have a nice drink. Celebrate your achievements with us.

We've all become really good friends, haven't we? We've all got to know each other and each other's businesses and it's going to be really great fun. So let's all get together and do that.

That's it, folks. You have just completed Property Entrepreneur Programme for 2024. And if I could leave you with any final sentiment from me, it's this.

You have had, even though you've all had some major curveballs and some challenges, the momentum that all of you have got right here, right now, is absolutely incredible. What we want for you is to keep up that momentum, keep it going. Remember, a journey of a thousand miles starts with one step.

Keep that momentum going, whether you're coming with us on Property Entrepreneur in October or you're not, and you will always be part of this community. You will be welcome back at any time. We have absolutely loved having you.

It's been my absolute pleasure to go on this journey with you. You have now officially graduated from Property Entrepreneur 2024 and you will always be my favourite because you were my first. Let's finish!

Woo!

[Speaker 18] (1:38:52 - 1:39:12)

MUSIC More Tom Harvins, please, for everyone. We're going to take a picture. Come on, award-winner.

Yes, you can stand with me. Come on, don't be shy.

[Rachel Davies] (1:39:13 - 1:39:19)

Get yourselves up here, we're going to take a big photo. Come on, K, get in the front. Come on, little award-winner.

[Speaker 19] (1:39:20 - 1:39:42)

Woo! Where are you going? Smither, Smither!

Get the smaller Smither in the front. What are you doing? Do you want me at the front?

Am I all right there?

[Speaker 18] (1:39:44 - 1:39:59)

Ready, everyone? Say cheese, everyone. Cheese!

Woo!

[Speaker 11] (1:40:02 - 1:40:02)

Woo!