**PPN Super Event Session 2\_Transcription**

[Rachel Davis] (0:00 - 0:02)

Everybody, please take your seats.

[Speaker 4] (0:03 - 0:24)

Let's get down to business. Give you one more night, one more night to get this. We've had a million, million nights just like this.

So let's get down, let's get down to business. Mama, please don't worry about me. Mama, about to let my heart speak.

[Rachel Davis] (0:25 - 0:34)

Ladies and gentlemen, it's time to take your places. Now, finish up your conversations, get your drinks, sit down. We're about to start soon.

[Speaker 4] (0:34 - 0:48)

Let's get down, let's get down to business. Give you one more night, one more night to get this. We've had a million, million nights just like this.

So let's get down, let's get down to business.

[Speaker 9] (0:49 - 0:56)

Let's get down, let's get down to business. Give you one more night, one more night to get this.

[Speaker 4] (0:56 - 1:20)

We've had a million, million nights just like this. So let's get down, let's get down to business. Back and forth, back and forth with the bullshit.

You know I said it before, I don't mean it. It's been a while since I had your attention. So in my heart, you're with it.

[Rachel Davis] (1:20 - 1:31)

Ladies and gentlemen, if you haven't already taken your seats, please take them now. We're about to get into the next session of your October Super Event. Please take your seats, everybody.

[Speaker 10] (1:45 - 1:52)

Final warning, everybody. Property entrepreneurs, please take your seats. So let's get down, let's get down to business.

[Speaker 4] (1:53 - 2:12)

Let's get down, let's get down to business. Give you one more night, one more night to get this. We've had a million, million nights just like this.

So let's get down, let's get down to business. Let's get down, let's get down to business.

[Speaker 9] (2:13 - 2:24)

Give you one more night, one more night to get this. We've had a million, million nights just like this. So let's get down, let's get down to business.

[Daniel Hill] (2:45 - 5:08)

Hello, hello, hello and welcome back. Good first session? Did Dan deliver?

You bet he did. You bet he did. Okay.

Fantastic. Welcome back, virtual. Welcome back, everybody.

Seeing these people getting steps, that's fantastic. Getting a lap for the newbies or virgin as someone introduced themselves to me earlier. I was like, that's cool, but how long have you been on Property Entrepreneur?

Do you know what I mean? Sorry, I've just embarrassed that guy. I won't name him.

Josh. It's not in the room. I can do whatever I want.

Yeah. A lap of the Belfry is 1,000 steps. How good is that?

Perfect, isn't it? That's when you've got to do 10 while you're here and then you're done. So, session one.

Session one. We're going to go into cave time in a second. This is while we're ready with our journals.

But before we do, I've got a couple of big announcements in terms of people that have actually joined the Property Entrepreneur team that you're going to see more and more through the year, through the years. First one is our new host of the program virtual. So, she's a strategy award winner.

She was a double blueprint team captain. Ladies and gents, can we give a massive round of applause to Katie Harvey. Katie, please stand up.

Katie's passionate about helping people. She's got a business mind master she's into. So, she's absolutely loving it.

She can't wait to make sure that all the virtual delegates have a fantastic experience on Zoom. So, that's Katie. That's the first one.

Second of all, I would also like to introduce, we've made it official finally, the new host of the Property Entrepreneur Advanced Program. This guy has been a board member for eight years. When he started, he was sourcing deals for 3,000 pounds.

I think he's done five in the last 12 months. He's now scaled that up to 15,000. He's bought over 400 properties.

He's now got a team of 15, all because he followed our blueprint. It really is a huge success story. He's an absolute legend.

He's been on advance for a number of years. Ladies and gents, let's give Shiv, Harry a big round of applause and welcome to the stage, please.

[Shiv Haria] (5:23 - 20:58)

So, one of the things you guys don't know is that when you do this kind of role, they ask you to choose your own song. So, this is the song that I chose. Someone just said to Adam, I can't wait to be wealthy.

So, I feel like a millionaire. So, guys, just a really huge pleasure to be here. I can't wait to serve you the same way that the team has served me and got my business to where it is now.

I want to make sure that we can help you get your business to the same place as well. So, first things first is I want to just show you a little bit more. So, I'm the MD and co-founder of Lifestyle Property Group, which is a property sourcing and portfolio building company.

This year, we should hopefully turn about just under or just about a million pounds worth of turnover. And like we said, we've got a team of 15 people, which I manage on about a day a week. Actually, it's more like four hours a week.

But the way that I've got here is by literally just following the blueprint. The guys of you that have seen me at the blueprint events, you'll know I've said this over and over again. I've just followed what they told me to do.

I've not done anything outside of what they told me to do, and that's exactly what I think you guys should be doing. So, over the next three months, over the next year, just follow what they tell you to do, and you'll be standing here in a couple of weeks, a couple of months, a couple of years. Now, I spend my time, most of my time traveling, and I basically do, I mean, outside of my four hours of meetings I have, I do what I want, when I want, and it's just a really, really great time.

My biggest tip for you guys is this one. This is us at a board retreat probably about five years ago, something like that. This was obviously a six-pack challenge, as you can see.

But my biggest tip for you is make friends. I know we're in a networking event, but this is make friends. And really, the point here is I've now been on the board for eight years, and I've made friends.

And as Adam said earlier, there are people in the room that are doing business with other people. The most business that I've done is on the board with the friends that I have made there. And more importantly, when it comes to the amount of wealth and money that I've created, it's come because of little tips that I've made during the networking sessions.

So, absolutely, when you've got those half an hour or the hour's lunchtime break, sit next to someone different every single time, tell them a bit more about your business, learn about their business, and make friends. Talking about friends, I'm going to talk to you about the culture club. How many of you have heard this saying you are the average of the five people that you surround yourself with?

Hands up. Yes. So, everyone has heard this.

And the people that are sitting on your table right now, those are the five people that you're currently surrounding yourself with. I want you to look to the left of you. Everyone looks to the left, yeah?

Now look to the right of you at someone else's back of their heads. The point is, these people to the left and right of you, they are your community. Have a look around the room.

Your community is packed with high-value people that know what they're doing, that have been on this journey. Any problem that you are having, someone in this room has had it before. Any problem that you're currently having or have had in the past, someone's had it.

And if you've had the problem in the past, you can help other people as well. If you remember, your network is your network, and that's where we want to start with this. So, this is a unique community here.

We are a like-minded people. As Adam said at the beginning, you absolutely will not find any other community like this that is focused on not just wealth, not just health, but also life by design. Remember, we're here to support each other and to inspire each other, and as well as that, we're going to build friendships.

The point of this community is to make you the best version of you possible. That's why you're all here. Every single year, we're going to update that and say, what is the best version of you look like this year, and we're going to execute on that.

Remember as well that people come here for the content. How many of you have so far liked the content, whether it's the Blueprint, the Property Entrepreneur Program, or the Property Entrepreneur Advanced Program? Yes, hands up.

So, you like the content that you're here for, but people come for the content, but they stay for the community. And the fact is, this is literally a community you will never, ever get in any other place. But this community is created because we have three simple mantras.

And what I want you to do is, on the books that you've got, I want you to write these three simple mantras down, because this is what's going to help us keep this community alive. The first one is that we say, bless you. At the end of the day, when someone sneezes, we say, bless you.

When we want something, we say, please and thank you. Sometimes, when we're leaving the rooms, we'll hold the doors open. Sometimes, when there's people around us and we can see that their glasses are empty, we'll top up their water.

At lunchtime, you'll see that we hand out plates to other people, because we're courteous and we have good manners. That's one of the key pillars of who we are and the attributes that we have. Hands up, how many of you have read Karma Credits?

Yes, Dan's book. Dan, have a look. The people who haven't read Karma Credits, they need a copy.

Karma Credits is all about this kind of community. We're here to create that community that can be well-mannered and can create a positive influence and environment for the rest of us. The second one is that we leave our ego at the door.

This is a safe space. I know we've heard that before. This is a safe space.

It's a safe space for collaboration, not competition. That's what we're here for. You're here to live a life by design.

The second part of that quote is, not by comparison. Whilst I've told you to look to the left of you and look to the right of you, what you need to actually do, and we're going to do this over the next three months, is look inside you and say, what do I want? Then create that life over the next year, over the next years that come through this.

What we're trying to do is we're trying to run your own race. Everyone's got to pick their own race at their own pace. There might be someone in this room that's doing exactly the same thing as you, but they're doing it slower than you or faster than you.

It doesn't matter. We've got to look inside us, find out exactly what our race is and what pace we want to go at. That's comfortable for us.

The last one here is that we share and we support. This is a community where we're all on the same journey. At the end of the day, we're going to share our challenges and we're going to be really vulnerable.

That's one thing I really want to ask of you guys, is when you're in the Facebook groups, when you're in the WhatsApp groups, when you're in the room, be vulnerable enough to share your challenges because the fact is we learn so much more from the challenges than we will ever learn from the successes. Of course, at the same time, we do celebrate successes because in our communities we're doing great things, but we can't always tell our friends and family about it. How many of you know what I'm saying?

Hands up. We can't tell them because they think we're boasting. They think that we're blowing our own trumpet.

Here's the kind of place that we can celebrate our successes but also share our challenges. How can you support? When we get out of this room and we go to our Facebook groups, loads of people in there will be commenting every day saying, oh, I've got this issue, I've got this challenge, can you help me with this?

Here's a success. What we need to be doing is we need to be constantly engaging with those people. If you want to be someone that is high value, we want to be engaging.

How can we engage? Number one, if someone asks a question and you have the answer, write the answer down because you have it and they'll probably come back to you and ask you more questions. The second thing is, sometimes people have contacts.

Someone in the virtual group, which I'm currently looking at, actually. Virtual group, can you wave at me? There we go.

These are the virtual guys. Someone in the group said to me, I'm looking for someone to source properties for me. Hands up if you source properties.

Virtual group, have a look. There's loads of people in this room who are sourcing properties and as well as that, someone said, oh, but how do I find these leases, these back-to-back leases that Dan's talking about? Hands up who can help with these leases.

There's people in the room that can help with these leases. If you have contacts, then we can just give those people those contacts and say, here, use this person that's going to be really useful for you. The final thing is, it may be that you don't have the contacts.

It may be that you don't have the experience and you don't have the answers, but you can just listen sometimes. Sometimes, just being able to get that information out of you to help someone say, don't worry, I don't know how you're going to work it out, but I'm here with you, is really, really important. If you do all of those things and you are able to create the life by design that you have decided for yourself, then you'll become like this, an award winner.

You're going to step change your life and you're going to win awards, as we talked about at the beginning of this session. These award winners, every award winner that you've seen, they embody these mantras that we talk about, these three mantras over and over again. They're active in the groups, these people, and you'll see them, the people that end up on the stage are always the people that you knew were going to end up on stage because you've seen them, you've talked to them.

They're active in the community, they're active in the groups, and they're always helping, they're always sharing. Now, the next thing I want to talk to you about is Sunday Sanity. How many of you, hands up, who have been doing Sunday Sanity consistently?

And how many of you put your hands down? Thank you. How many of you are like, well, I've kind of started to do it, but I'm not 100% sure what I'm doing?

Perfect. So Sunday Sanity is a game changer. This is the thing that has helped me get to where I am because consistently for the last eight years, every single week, I've written down 10 things that are going to progress my business, and as someone said on the board yesterday, it's going to make the boat go faster.

So here's what we're trying to do. We're trying to make the boat go faster. And what you're going to do is every, whether it's Friday, Saturday, or Sunday, it's called Sunday Sanity, so you can do it on a Sunday.

Before we get to Monday, we're going to write our list of top 10 things, top 10 tasks that we need to do this week. And the first thing we're going to do is we're going to list the tasks out. Okay?

Here's 10 things I need to do this week, and what I do actually, it can be personal or professional or whatever. I say to you that I have four hours of meetings a week. The rest of the time, I've kind of got other stuff to do, no personal stuff to do where I want to go traveling, I need to book this holiday.

I write everything down. It can be personal or professional. The second thing we're going to do is we're then going to prioritize.

So we've got this list down, but we're going to say, well, what's the most important thing here, and what's the least important thing here, and let's make a priority of this. Because you and I both know that sometimes we make a list of 10 things, but sometimes only eight of them get done. How many of you know what I'm saying?

Yes? So what we want to do is make sure that we prioritize them so that the things that don't get done are the lower priority stuff, and all the big things get done. There's a great saying I heard.

Has anyone read the book, Eat That Frog? Yeah? Eat That Frog says if you eat a frog every morning, then you'll know that's the worst thing you're going to do today.

And what we want to do here is when we prioritize is say, what's the thing that I absolutely need to do? We're going to eat that frog, and we're going to get those things done. After we prioritize, we're then going to schedule.

This is the game-changing part of this. You guys have all written to-do lists before. You've probably all prioritized them before.

But this is the bit that's going to change how you do things. You're going to figure out, how long is this task going to take me? And by the way, any of you that have ever done this before will know, it always takes more time, probably double the time that you've said.

So I used to tell my mom this. I said, Mom, how long do you think it's going to take? She says, she's a blaze, by the way.

She said, it's going to take an hour. I said, great, let's make it two. Just double the time.

Whatever time it is, double the time. That's how long it's going to take. Then you're going to schedule that into your diary.

You're going to look at your diary. Some of you will know about default diary, and you'll say, oh, well, you know, I start my working day at 10. I finish my working day at 4.

I've got lunch between 12.30 and 1.30. So I've got these slots that I can work in. You're going to schedule these tasks into those slots, from Monday to Friday, whenever you want to do them. Some people work best in the morning.

I do a lot of my creative work in the beginning of the day, and I do a lot of the meetings and stuff in the afternoon. That's how I work. And once you've scheduled them, what's the last part of this Sunday sanity?

Anyone know? Execute. Who said that?

Perfect. Execution is everything, and you know that. We teach this on Property Entrepreneur.

Yes, of course, post as well. But execution is exactly what we're looking for. So what are the four steps?

Let's write these down, please. We're going to list the tasks. That's the first thing.

We're then going to prioritize the tasks. We're then going to schedule the tasks into our diary, into our calendars. That's the important step.

And the fourth one is we're going to execute these tasks. And where do we find these tasks? Because obviously we're doing all these things.

The first place you want to go to after a Property Entrepreneur event is the back of your book. The back of your workbook has actions lists, right? We're going to take those actions lists, and we're going to put them into our Sunday sanity to make sure that we can get loads of those things done as well.

Remember as well that a post grows up on Friday. Every Friday at 2 p.m., a post will go up in the Facebook groups. And what we want to do is make sure that you post your Sunday sanities every Monday by 10 o'clock.

If you have to post by Monday 10 o'clock, that's the deadline, when should you post? Anyone? Saturday?

When else? I'll tell you when you should post. Friday at 2.01 p.m. That's when you should post if you've got it done. If you haven't got it done, Saturday, Sunday, whatever, but absolute latest, you should get it done by Sunday because it's called Sunday sanity so you can start the week off the right way, okay? And if you're unable to commit or if you're on holiday, then you will need to email Sundaysanity at property-entrepreneur.co.uk so they can take you off the list because otherwise we're going to have this list of all these people that are green, green, green, green, green, and you'll see your name at the bottom red. We don't want that, okay?

Moving on from that, we also have a great thing which some of you who have been on Property Entrepreneur Advanced will also have done previously. This is the Buddy Up system. And every single month, you're going to be allocated a new buddy.

Now, this is board-level accountability. This is exactly what we do on the Property Entrepreneur Board. And every month, we get allocated a buddy.

This is our buddy for two reasons. One, because we're going to make friends with them. We're going to get to know them a little bit.

But two, because it's going to give us accountability, support, and the last one, really important one, inspiration. There are people like me, I'm a tempo genius, and tempo geniuses sometimes look around and go, well, what should we be doing? How should we be doing that?

And we need that inspiration. So we want accountability, support, and inspiration, but that means that we have to commit to making sure that we get involved with the buddy system. How you're going to work with your buddy is on a Monday, you're going to WhatsApp them your Sunday sanity, say, here's where I am.

On a Wednesday, you're going to arrange a call with them sometime, whenever it's convenient for both of you, and have a 20-minute, half-an-hour chat with them. Hey, how's it going? Let me get to know you a bit.

Here's where I am with my week, here's how I'm doing, and here's what I still need to do. And on a Friday, you're going to send them a WhatsApp to say, well, guess what? I've done 10 out of my 10 items, okay?

That's the way we're going to use the Buddy Up system, and that's how it moves together with the Sunday sanity. That's exactly the way I want us to do this. So that's Culture Club.

You've got to make use of this community. It's a very unique community. You're not going to have this opportunity forever.

Anyone who leaves this community regrets leaving this community, and people who are here make the most of it whilst it's here. Very special and inspiring community. Moving on, we have a happy birthday to one of our new members at the moment.

Where's Maz? Maz? Oh, perfect.

Here we go. Maz, happy birthday to you. We don't have time, so we're going to all shout on the count of three, happy birthday to Maz, but it's got to be the loudest you can possibly do it, okay?

We're going to try it. One, two, three, happy birthday! I mean, that was really good, but I've got a feeling that Adam, Adam, what do you reckon?

We can go one level higher? 100%. 100%, okay.

We're going to do this again. One, two, three, happy birthday, Maz! Fantastic.

And the final thing here then is, before I go, sorry, that was my picture of Maz, there we go. Before I go then, I want you to now put your hands together for the next bit, which is going to be amazing. Put your hands together for your host, the PEP host, Rachel Davies!

[Rachel Davis] (21:04 - 27:22)

Thank you very much. Wow, that was really good. Thank you, Shiv.

Now we're all in the spirit of it. We know what this community is all about. We are all incredible people here, all of you, each and every one of you, and you're going to make such amazing friends over the next 12 months.

I'm really looking forward to the programme, getting to know everyone else. It's going to be absolutely amazing. So it's now time to move into the next session.

So we're going to introduce you to one of the blueprints now, and we're going to bring Adam up shortly, and he's going to walk you through this. But let me just get started first. For those of you who are on advanced, or on the mastermind, or on the board, who is absolutely buzzing to get back in the cave again?

I've got two hands up there. And who cannot wait to start doing strategy? Who's really looking forward to it?

Programme, look around the room. This is the impact that property entrepreneur can have on you. For many of us, this is a habit that we just look forward to every year.

We finish the summer broken. We've done everything we can. We've smashed all our goals.

We've step-changed our businesses. Lots of us feel like that at the end of the summer, and then we just think, oh my God, I'm so looking forward to strategy. Because this is your opportunity to craft your life by design, and I want you to take this very, very seriously.

But what's it like for most entrepreneurs and most people? Well, let's just set the scene here. Most entrepreneurs, and we've all been in this position before, haven't we?

They are working really hard. They're chasing all the shiny pennies down, doing all the deals that they want to do, chasing the money, working. Sometimes they're underpaid and overworked and feeling exhausted all of the time, and they're on this treadmill, this constant treadmill.

Sometimes these entrepreneurs are in danger, and you might have experienced this, of building businesses that they actually don't like, because that's what can happen at this point. But where we want to get you to a place is that you spend three months on strategy. You have a really clear idea of what you want out of life, where you want to get to, and how you're going to get there, because the detail is key as well.

If you do that, then you will start to think about what type of businesses suit my lifestyle, and in the end, what we want for you is that you're building businesses that you absolutely love and that fit around your family, fit around your lifestyle, and that's what we want for you. Because the truth is, for most of us and most entrepreneurs and most people, we set our goals on one day of the year. Anyone recognise this?

One day of the year, we think, all of these great intentions, I'm going to do this, this, and this, this year, we're going to have a fantastic year, but when New Year's Day comes, and we're all hungover, and we're feeling rubbish, we've completely forgotten what those goals were, and the following year passes pretty much the same as the last, and most people don't get the step changes that we get on Property Entrepreneur, and that's why this is different, because you spend so much time in the cave, and we go insular, we ask ourselves what we really want, we review the year that we've had, and we work out where we're going to, and that's what we want for you. And for some of the guys on the programme here, you might be sat here thinking, three months is a really long time, can I think about being insular and asking myself big questions for three months?

For the rest of us on Advanced, and the Board, and the Mastermind, there's lots of people nodding, we know that it's probably not long enough once you get going into this kind of stuff. But this is what we want for you, we want absolute clarity, and before Adam comes on and talks to you about all of this, there's just one word of warning that I want to give you, and that is that nothing should be arbitrary. Now it's really, really easy to fall into this trap, how many of you here have plucked a figure out of the air and thought, I want that?

Anyone heard, I want to make 10 grand a year? 10 grand a year? No, I want to make 10 grand a month, obviously, we're all high performers here.

Who's said things like that to themselves before? I know I have, yeah, absolutely, there's quite a few of us who have, but you need to know exactly what you need, you need to be very specific about your goals, it's really, really important, and if some of your goals are going to be on family, or on relationships, or on the softer side of things, you still need to understand the end outcome that you're looking for, what is it you actually want? You want to be able to measure these targets, you want to be able to see the difference, but if you set very vague targets with arbitrary goals, you are very unlikely to hit them.

We give this warning every year, because I can tell you at least three times in my time on Property Entrepreneur that I've fallen into this trap, got to the end of the year, and thought, actually, I can't measure that at all, I've no idea if I've hit it or not, so this is a word of warning to you now, write that down, nothing should ever be arbitrary, put that in your notes, make sure you've then, and return to it when you start doing your Cape time, it's really, really important.

Right, so how do we do, how do we do three months on strategy, and how do we dive deep and understand what we really want out of life? Well, the key thing here is to use this tool, we call it Cape time, this is your opportunity to go introspective, do a deep dive on what you really want, and if you use this time well, the outcome is inevitable, so if you know exactly where you want to go, you've worked out the detail, how you want to get there, the results are inevitable, yeah? Lots of people who end up on this stage at the end of the year, it's because they've done strategy really well, I cannot tell you how important the next three months is, because this is your story, you're writing it, and you're the one who's going to be on this stage at the end of the year, telling everyone what an amazing success you've been, because you've had a good strategy, so now it's time to invite Adam onto the stage, what can I tell you about this man, I'm going to give him a bit of an intro, because he didn't get one earlier, so he is the master of strategy, he is, I call him Mr Life by Design, most people in this room who are on advanced or on the mastermind are quite jealous of him, because he lives an amazing life, he lives in Bali, he works in the Belfry, he comes all this way to work in the Belfry, and he is a multi-awards winning, seven figure property and entrepreneur, and also an entrepreneur in his own right, he's been living off the steam since he was 37, he's an incredible guy, please put your hands together and give him a massive round of applause, it's your head trainer, Mr Adam Gore.

[Daniel Hill] (27:35 - 1:20:42)

Thank you, what a lovely welcome, thank you very much Rachel, that's very nice, working at the Belfry, life goals right there, life goals, sorry I don't hear the works of the Belfry, but no, I do enjoy it here, and I enjoy being in front of you guys, what a treat we're in store for now, this is it, this is cave time, we're getting into the real stuff now, I just want to take you back to what I said earlier, that life by design is a privilege, it's a privilege and we should make the most of it, we only get one life, so let's not squander it, so let's make the most of this, and I also want to touch on what Dan touched on, this think big concept, this is a challenge for you over autumn, because what we've realised is first of all nothing happens by accident, or nothing amazing happens by accident, step changes don't happen by accident, so success and failure are very predictable, what we've also realised is that we are all pushing through our own limitations all the time, and actually we're only limited by what's between our ears, and everybody is limited by what's between their ears, it doesn't matter if you're Elon Musk or whatever, you're literally limited by your own beliefs, and so this think big thing is really important to us, because as we've grown, you know Dan and I have been doing this since we were basically teenagers, we've always had to overcome these limitations, as have you, to be where you are today, so I really can't stress enough how important this think big thing is, and when I think about Dan and I's example, you know what Dan didn't share earlier is that when he was thinking about buying this dream home, you know he came up against his own limitations, you can't live in a house like this in your 30s, it's way too big, what's everyone going to think, it's just you know it's not right for me now, every sort of like negative talk of talking himself out of it, and he just gave you the blueprint that he gave earlier, but what if I could, who do I know that has, how would I make it happen, and lo and behold, this huge manor is now his pile of bricks, and I had the exact same thing with living in Bali, you know I never thought that I would, I always dreamed of living in a tropical destination and having that lifestyle, but I guess I never really dreamt that I would actually own a piece of land and really settle down there, and it was only when I actually started going through that process that I realised it actually was quite advantageous for me to buy in Bali, and I had the funds and they were sat there and everything else, but I had to overcome all my negative beliefs and fears to do that, and this is just the journey, it never stops, we're always coming up against our own limits, and you'll come up against them in cave time, another one for me was flying first class, I was like first class looks cool, but it's not for me is it, way too expensive, I save money, you know I'm a frugal guy, I would never fly first class, I just flipped it on its head, and something about flying first class, and it's something about life, Dan isn't driving a Rolls and living in a fancy car because he cares what you think, he's not, he's not, he's doing it for the same reason I now fly business and have flown things like first, because when you do things like this, when you treat yourself, when you level up your standard of living, your brain subconsciously tunes into that, once you fly business class, you get used to getting a nice towel when you sit down, a menu, being asked when you want food, you know not getting woken up every five minutes by screaming everyone, like trying to jump all over you and everything else, and you start to get used to it, and your brain is like I like this, or I like living here, and it starts to subconsciously think of ways it can make that continue to be a reality for you, and this is why it's so important that we give ourselves these like glimpses into what we want, and treat ourselves to these things, so that our brain can actually get used to it, and I honestly believe the law of attraction comes into play, so it is all a game, and so we need to think big, try big, treat ourselves, and actually that will manifest, I absolutely promise you, so I'm going through the same thing now with my land in Bali, and I've got my land in Bali, it's 1350 square meters ish, so it's a reasonable plot, I mean I'm not a developer, I don't know how big that is, it's pretty big, a couple of times maybe the size of this room, I said oh yeah I'll build two villas on there, because you know it's quite big, and I'll make a bit of money on the second one, and I took all my masterminders there, and they all unanimously said Adam it needs to be one villa, now why didn't I want to build one villa, well when I was doing all the designs, I was like yeah you can get two villas on there, you know I'll rent that one out, or flip it, obviously he's thinking about business, and they were like Adam you want a big garden, you want a landscape, that's why you bought this land, I was like yeah, they were like yeah well you need to build one big villa, and I'm thinking well one big villa is going to be like six, seven hundred grand, so I'm coming up against my own limitations, but now I've got to think big, I'm like actually I can make this happen, how do I make it happen, so honestly it never stops, but now I've slept on it, I've got used to it, I'm now telling everyone I'm building one big villa, and it's like it's going to happen huh, yeah I'm going all in, I'm committing, that's it, I'm doing it, I'm doing it, I'm going to make it happen, so yeah I've instructed the architects, we're going to design the plot, and I've told them it is very more than likely it's going to be one now guys, so yeah, so this is it ladies and gents, so whatever it is for you that you're holding back, I just can't stress this enough, like you've got to have a mindset shift, and you've got to treat yourself to the better things in life, and it all starts with the cave, you know the cave time is what no one else is doing, no one's got the self-awareness, no one's talking about this stuff, they might watch it on YouTube, it goes one in here and out the other, all right, we realise on Property Entrepreneur, this is where we add the most amount of value, it's in that little journal, it's the best return on investment you're ever going to get in your life, is between those pages, and this journal is your toolbox for autumn, and it's your toolbox to be honest as an entrepreneur, Shiv said famously every time I get a problem, I know I just need to get in the journal and I'll solve it, it's where you go to solve problems, it's where you go to dream big, it's where you go to think big, so this is your big project, is getting out your journal, before you think that journalling is some sort of waste of time, or just like pay it lip service, not for me, I'm not a journaller, or anything else, it's like some of the most successful people in history have been journalists, like General Wellington, Mary Curie, Queen Victoria, obviously everyone knows Marcus Aurelius, like Leonardo da Vinci, John F Kennedy, like Oscar Wilde, when I googled famous journalists, it was like so many, is it coincidence that all these famous people in history journaled, no of course it's not, because they take time out to get self-awareness, and that's why it's so important, and that's why this blueprint is so important, this journal blueprint effectively that we're going to teach you, will help you figure out how you got where you are, but also where you're going to go next, and this is why you need your journals, autumn work is done in your journal, the best thing about a journal, why do we do it in a journal, do you think? No distractions, there's no notifications on your journal is there, thank God, this is why it's so important, because you don't have distractions, you don't have to turn it down, there's not a screen brightness, it doesn't buzz, or red ticker or whatever, the red dot that gives everyone anxiety, it's just you and your journal, so make sure you put it on your action list, when I go through these exercises now, the journal is where the work is done, now if you've been around the track a few times, and you know about journaling, I would say get your journal out, and as I go through each section, start writing the exercise at the top, and either take some notes from what I'm saying, or just start going, get your journal out and use this session to inspire you, for those people that have never done it, listen, learn, take notes, because you're going to need to go back to them, because what journaling isn't is sat there with a blank sheet of paper, wondering what to write, just writing what your day was yesterday, that is not journaling, our journaling is a blueprint that you follow that's going to give you the results that you need, so first of all we have some rules around journaling, so we're going to give you some guidelines, and I'm going to give you the exercises, now, we have a saying in the health and fitness world, that abs are made in the kitchen, has anyone heard that? If you haven't heard it before it means you can't out train a bad diet, it doesn't matter if you run 30 miles a day, if you eat rubbish, you're going to keep putting on weight, it doesn't matter how much exercise you do, diet is 80, 90% of the game, that might be news for some people, but it's true, now in the same way that abs are made in the kitchen, your life by design is made in the cave, the life that you are going to spend living for the next 1, 5, 50 years is going to be designed in your journal, so the rules for cave time is that you need to create headspace, so write this down as I go through them, you need to create headspace, which means it's got to be a dedicated time, location and space, time in your diary, location and the right headspace and everything to actually do it, it's not just something that happens accidentally, it's something that's very intentional.

Journaling should be done alone, it's where you go off the grid, it means phones on airplane mode are in the car and it means you just, you and your journal, that's it, it's not a team sport, it's just you. This is not hard work, this is high value work, so it needs to be very high value and focused, you need to go there knowing that you've got a job to do, you're going to give yourself anywhere between 30 and 120 minutes to get something done, you go in there for a purpose, into cave time to do something. You will pick a topic or a title to go into cave time with, you'll know that I'm going to do this exercise now, I'm going to revisit that exercise, because you'll put it in your Sunday Saturday and you'll put it in your diary, so your brain already knows, the night before the brain knows I'm going to be working on an exercise tomorrow and it will be doing you favours, it will be working in the background and you have to just enjoy this, some of you won't like it, some of you will think it isn't work, some of you will think, no, no, I've got too many emails to be doing cave time, it's like, cave time isn't going to make me any money, is it Adam? I can't pay my property owner's invoice with cave time, can I? I'm telling you, that is the thinking that got you where you are, this is the answer, this is where the value is added, but you need to retrain the brain, because the brain plays tricks on you and thinks that clearing your WhatsApp is going to make you the big bucks, but the big bucks is in the journal, let me promise you that.

So what is a cave? Well a cave can be anywhere, the reality is a cave could be in your Costa Coffee or it could be in the nicest hotel in your area, I picked the nice hotel, it doesn't have to have a high cost, you can go to an amazing hotel like the Belfry and pay 58 quid for a coffee and sit there and do your cave time, it's an absolute bargain, but seriously you can go to very nice places and be inspired by the space, I'll talk about this later, you can have caves wherever you want, but the most important thing is that it's alone. I always enjoy cave time when I'm travelling, obviously I do a lot of travelling, I've always enjoyed paying the extra money, going into business class or whatever on the train or on the plane and with the goal that I'm going to actually do some cave time. When Dan and I flew to Bali earlier in the year, he booked business class because he had certain things to write and it was the same thing for me, I know what I'm going because I've got business plans to write and I'm going to book business class because I've got a six hour daytime flight and it's going to get done.

That's the sort of game that you want to be playing. I also love doing it at the weekend frankly because I just feel like I have more fresh air, yes I don't have kids, so that's a luxury not all of you will be afforded, but these are, with some headphones and a business class seat on the train from here to London, you can get an hour's cave time. This is what a cave time is not.

It's not at the kitchen table with the kids running around, cramming it in, I've got ten minutes, I'm just going to do some cave time, that's absolutely not that. There can't be any distractions, there can't be any noise, it's very important that you do get away and if that means getting up early, that's the reality for some people. One of my masterminds is getting up at 4.45 in the morning before her kids to do cave time. That's kind of what it takes if you want to have a step change. I love going to nice places for cave time, I think it's a good way to treat yourself, no we can't always go to the fancy hotel down the road, we just have to sometimes sit in the spare room and do it, but you could do this on occasion, it would inspire you and I would say, when I say trust the process, this is about treating yourself, it's like luxury, bless you, it's a little luxury, going to a nice hotel with your journal and planning your life, what a beautiful life we lead. Where's Stephen?

Recognise this? It's a trademark now, you can't have it back. So Stephen made us this image on AI, how cool is that?

Very cool, Stephen Calgo, well done. This is one of our quotes, not Stephen's. You can't paint a masterpiece while you're running on the treadmill.

You can't paint a masterpiece while you're running on the treadmill. We have to slow down and think to paint our masterpiece. It's so hard to do, very easy to say, very hard to actually do when we're running at a million miles an hour.

So that's kind of the framework for cave time, so for some people that's a nice reminder and for some other people it's like, oh right, okay cool, now I know what we're getting ourselves into. Right, the next phase is what we call, this is the first exercise you'll do, it's called Lessons Learned and we actually started this already with the property entrepreneurs who are returning because they did end of year presentations. This is where you review your year and try and actually figure out what it was that you learnt from the last 12 months.

What gifts has life already given you? So we call this the review phase, so you review, if you're a property entrepreneur, your end of year presentation because you've already kind of decided some of your big lessons learned. You might go through your camera roll, this is a great exercise, Amesh was going through his camera roll, doing this already a couple of weeks ago because he's ahead of the game, he's a high performer and he sent me a video, the first video I put in the mastermind group last year.

So he went back 12 months and he goes through his camera roll to remind him of all the lessons learned because it's very easy to forget pain and stuff, right, we forget the bad month, the bad week, the bad days, the arguments with clients, with our partners, we sort of forget all those things. It's very important to try and remind ourselves of those, go through our diaries and just get back into it. And then one thing to do is then to consider, the whole point of lessons learned is to really consider how it was that I got here.

So if you're in a place now where you're on a bridge and you're up against it, it's like why did I make that decision to buy that property and take that bridge? What was it that did it in me that has put me now in this sticky situation that I'm in? And you use it as a self-reflection time.

It can be pretty ugly. There's some pretty ugly things in there that you maybe don't want to think about or you've had some problems in your personal life or in your business life generally. That's a time to really address it and take responsibility.

And you basically just try and find at least 10 lessons that you can take from the last 12 months. That's the objective. So you relive some of the experiences and you say, well what did that teach me?

What did I get from it? Everyone says everything happens for a reason. So why did that happen to me?

What has it given me? Very few people ever do this and I'll talk about why in a second. Very, very, very few people ever do this.

Then what you want to do is shortlist, like I said, you want to get to 10 because you may have 30. I often have way more than 10. Shortlist the highest 10 value ones, the ones that really are the biggest, the punch.

Whatever, small ones at home aren't going to count. I should never let the dogs out with the cat at the same time. That's not what we're talking about.

We want the high value ones that we can really take into the future with us. And then we turn them into mantras. We turn them into sayings that we can remember.

Like Rachel just said, nothing should ever be arbitrary. Now that's come from a lesson of, oh yeah, it's just 10 grand a month. No, you don't shortcut numbers.

You don't just make up a quick number. You do the business model and you work it out. That's why I didn't make any money this year.

That's why nothing should ever be arbitrary. I'm not going to guess the numbers again. I'm going to actually do the work so I don't spend a year realising I've made no money.

That's where nothing should ever be arbitrary would come from. Say you've had a bad hiring experience and you're in a rush and you're like, I just need someone now. One of the lessons, and you've probably heard it, it's quite a famous mantra, it's hire slow, fire fast.

We all hire fast and fire slow, right? We do the complete opposite. Take your time getting to know someone, a good mantra.

You want to take those 10 mantras into the next year with you so they just become part of your mindset and you never make those mistakes again. Unfortunately, as human beings, as apes, we consistently make the same mistakes over and over again. Most people never get out of this loop.

They never get out of this round and round and round and round because they set a goal, make a mistake, set the goal, make a mistake, never ever taking time to reflect. Ray Dalio, Principles, if you've ever read it or you want to Google it on YouTube, I'll post it in the Facebook group for everyone to watch, he talks about this failure loop and what the 1% actually do is they actually learn the thing, they learn the lesson and then they go again and every time they go up another level and that's the difference between us and everyone else, is that we take the time to reflect and learn the lessons, we crystallise them, we turn them into mantras, we put them on our mirror, we tattoo them on our backsides, whatever we want to do to make sure we don't forget and then we take them forward and then we go to the next level and then we learn and make a whole load of new mistakes next year. That's this, that's lessons learned. So put that in your journal, put that in your action list, that's in your homework, put it in your journal now if you've got them open, some of you maybe have already started to think about your lessons learned.

Existing property entrepreneurs, you've probably already got some from your presentations. That's lessons learned, fantastic exercise. Okay, so moving on, moving on.

The next step we call validates, so we're going to validate where we are effectively. So we start off by actually again thinking objectively and saying where am I now, where have I got to, what's my income, what's my lifestyle, what are my working hours, am I happy in my relationships, how's my weight? Just kind of give yourself a moment of actually now I'm probably doing all right or I'm not so good in those areas and I'd say where you've achieved a level of success, just take it in for a moment and realise actually I'm really good in this spot, the business is running really well, I'm only in it a day a week, actually I should be pretty happy about it because this isn't just about what's finding what's wrong, this is about what's finding what's right. But equally you are going to come up against some things that you want to change.

So you will actually, this is good, the business is good, but the dog's got to go, right? So it's like it's always barking, I'm not even joking by the way, all dog lovers are like, what? It's just a joke.

So you're going to find some things that do need to change, they need to improve, they may be causing you some discomfort, some unhappiness or someone else has brought it to your attention and you know you've got to resolve it. So that's something that you're going to take with you that you need to change now in the next five years, you know it's got to get done. And this exercise, this is the next exercise for those people that have got their journals out, you can create a new page for this, it's called More Less Keep.

So you're going to write on each double page, more, then a new one, less, new one, keep. And you're going to just get yourself into that flow, have a triple expressor in cave time and start brain dumping everything you want more of, more money, more time, more love, more holidays, more this, more that, less, less, you know, upset clients, less cash flow worries, less going to bed at midnight and getting up at five, less, less, whatever those less things are, you dump everything you didn't like, dump less, less, less, less, less, and what I want to keep, you know, property entrepreneur, right? Your partner, you know, what's good, right?

These team members, this product that I'm doing, I love this business, these things are all good, they don't need to change, they are absolutely fine. This is a really important exercise ladies and gents, this brain dumping, it's like getting it out and you won't do it in one session, you're going to have to revisit it, but you'll start to analyse your life in this really analytical way that you've probably never done before. Yeah, as I said, it's a working document, so you write the more or less keep down and you may only get a few things first time round in each of them.

For some of you unhappy people, you'll have a lot of things in the less. Okay, that's fine, but you'll come back to it and as you're going through your daily life, you'll be like, ah, that, you know, that contract has really upset me, I'm just not, less working with people I don't like, right? And it's like, you know, you put on a top and it's a bit tight and you're like, oh, less body fat, you know.

It's like, you need to just kind of like activate the reticular activating system in your head, so you start to see the things that are right or wrong in your life. That's why you need three months, you can't do this in three minutes, you'll just get like a little sliver of your actual life. You'll think, everything's fine, I'm good, then you go through a month and you have all these things that actually, it's not as good as I thought.

So that's really important, that's why it's crucial. We have this saying where you can't fix the roof, sorry, you can only fix the roof when it's raining. In fact, you can't fix the roof when it's raining, but you can spot where the holes are.

So you have to kind of go through life to spot where the holes are. So it's important you write these things down as you go. You want to take your journal with you, make it a regular thing so you can actually make a note of these things and then download them into your journal.

So yeah, we call this more or less keep, and this will be another one of your homework exercises to take you through autumn. Okay, so moving on then, so identifying what success is. Okay, so the next part of this is what is success to you?

And I often ask this question to people where I say like, if I had to put a gun to your head, what is this year about? In fact, we did it in Mastermind last night, I think, didn't we? It's a really good way, money or time or health or selling the business.

It's like there's something in you that you really want to do. That's what this is. So you have to try, when you start the exercise of success is, you really want to try and craft actually in a nutshell, what does this year need to look like to feel happy at the end?

When I get to September and I do my end of year presentation, what do I want to have? I no longer want to worry about the bank balance. I want to have lost 10 kilos.

I want to no longer be doing the viewings in my business. I don't want to be booking my trains anymore. I want a nanny.

What are the things? This actually would make my life 10 times better if I could just have these things. And this is the step changes that we're all about.

And if you can get to a point, and this will be an iteration process, if you can get to a point where you're very, very clear on what you want, then we can craft a whole strategy around you actually getting it. So you want to think to yourself about what you really want to achieve in the next, certainly in the next 12 months. Some of them might go longer, and we're going to do long game later in the day, so don't worry about that.

But what is it that you want to achieve? What ambitions have you got? What visions have you got?

I would hope that everybody in here wants to have a very, very stable, secure, well-fortified financial fortress. Is that true? Everybody in here should want that.

So you, that's a clue. You want to put that in your journal. Because who doesn't want to live off the steam to have the freedom to do whatever they want, whenever they want, stop working for people they don't like, for money they don't need because they've got enough.

It's a very, very powerful place to be. So that would be, for me, that's the reason why I started my business, because businesses do make a lot of money. And with that money, you can invest it into safe, secure assets and live off the steam.

So it's probably why a lot of you are here. Hopefully everyone is here for that same reason. So what do you want to achieve in life?

What do you want to have? You know, what do you actually physically want to have or intangibly want to have? Location independence was always a big one for me.

I was like, I don't want to be tied to the same place. I'd love to be able to just travel the world or live wherever and be remote because actually, like, life in the UK isn't always that great and it's pretty dark and gloomy and that makes me sad. And, you know, I can go to Cape Town when it's gloomy here and that was always really important to me.

But it might be something else for you. It might just be whatever. The money to provide for your family, like being the provider, being the carer for your family, like having the time to do it, having the energy to do it.

It could be whatever you want it to be. It's like, what do you actually want to have? And that could be physical as well, like the big house.

And a really good one that I like is who do you aspire to be like? Okay? Who in your life do you look at and you think, God, like, they really inspire me or they're such a nice person.

I really like that. Or I wish I could have that level of success or credibility or have served that many people. Whatever it is that inspires you or done what they've done.

And we call this the My Hero concept. And every year on PE, you're going to take a hero with you, at least one. So another thing you're going to spend some months, because some of you will know right away.

You'll have a hero in your head. I'll say, who's your hero? And you'll have someone.

But some of you won't. Some of you will be so narcissistic that you think that you're the best thing since sliced bread. And how could you possibly have a hero?

All right. But I'm telling you now, there are people out there that you look up to that could inspire you. And your job is to find them over autumn, so you can model them, study them, in order to have whatever it is that they have or have done.

It's a very, very powerful concept. You may even, they may even be in this room, in which case you can actually physically speak to them. Or they, for example, may be on people on YouTube that have done loads of interviews.

Who loves reading autobiographies here of like famous entrepreneurs or famous people? It's like, why are you reading that autobiography? Because they inspire you.

All right. I'm just thinking I'm reading Chris Kamara's autobiography at the moment. It's not necessarily because he inspires me.

But yeah, he's not necessarily my hero. But yes, I read those books because I love it. I love it.

And I think, wow, this is amazing. What a great story. What a great person.

And they become my hero. So we need to figure out like, okay, what do I want to be like? And who's actually done that?

And then make them your hero. And you study them. You start to study because success leaves clues.

Really, really important concept. So yeah, we call this successes. And by the end of autumn, you need to be able to tell me in a sentence what success is to you this year.

It's really, really important that you get this nailed to the point where it's as crystal clear as a sentence coming out of your mouth. This always changes because life is a journey. And I remember every couple of years, this always changes for me.

When I was first in my business, all I wanted was the four-hour workweek lifestyle. The Tim Ferriss stuff, you know, online, four-hour workweek. It was back in the day, like 2008.

I had to buy a VoIP phone. It was actually a phone and take it with me to Spain and plug it in the internet modem. That was what VoIP phones were back then, can you believe it?

But I did it. That was my successes. Like, yeah, I'm the man, you know.

I'm living in Barcelona, and I'm, you know, woo-hoo. And then it was like, oh, actually, no, I really want some assets. Like, this nomad lifestyle is cool, but it's not really going to get me anywhere.

So I was like, I want a business, an office, and a team. I don't want to do something significant. So for me, when I started Capital Living, it was around significance, around office, team, assets, something real, you know, rather than online business that was just kind of like whatever.

It was that. So I wanted the big, bad business. I went for it.

I went mental. And then around the time I met Dan, it was profit. It's like, okay, cool, I've got a big business, but I'm not actually a millionaire yet.

I need to bank some money. Otherwise, why on earth am I doing this? Because my ego's now been satisfied.

I've got this business, I've got an award, and I can, you know, walk into the pub and be like, hey. But I haven't actually really made any money. And then it became all about profit.

And then once I'd made the profit, I was like, actually, you know, after COVID happened, I was like, actually, success for me now is just getting rid of this business. Like, I don't need it. I've got my financial fortress.

I don't know why I'm doing it. I've got no energy for it anymore. The thing I used to love, I now, frankly, would give it away.

I'm done. So success to me was just get me out. And then obviously, after starting the company, success for me was running around the world, ticking off my bucket list, no ties, no absolute freedom again.

And it would be different for you at different phases in your life. So the really important thing is to figure out what is success for you right now. A little word of warning for all the beast mode savages out there is that, you know, this does come with a bit of a warning.

When you start making these big ambitions, which we're telling you to do, think big, it doesn't need to come at the ultimate cost of your mental health. Because mental health is a very serious thing. And we all, I would say, as entrepreneurs, tread the line sometimes quite fine with mental health, because we're pushing ourselves so hard.

Some of us more than others. I know definitely me. And this story about Avicii, you know, on the outside was this really successful DJ, was named as the Mozart of his generation.

Everyone absolutely loved him. Sold out concerts. Couldn't get off the treadmill.

Couldn't get off the success wheel. You know, he's created for himself. His persona.

Tried to cancel concerts. His team told him they'd cancelled them. And then he realised they hadn't and he had to do them.

And in the end, he took his own life. Okay. And this is kind of the ugly side of success.

So when I say all this stuff, I mean it with love and care. We don't celebrate people that have success at the cost of everything. Okay.

So it's very important you figure out that you can get some balance. And if you're going in beast mode, it's for a limited time. And it's because you really want it, not because it's to impress someone else or, you know, it's this hamster wheel of success that's very, very dangerous.

So I'm going to ask Dex to put some music on now, because I think this is a good one. Are you at that point where you could actually say what success is for you this year? So if you are, I'd like you to take a moment.

Just reflect. You can have a couple of moments just to reflect. Think about what I've said.

And just write it down, what you think it might be. You might write a few things down. Just go for it.

Off you go, ladies and gents. Okay. Just finish off your notes.

Nice. I love it. There's some focused people in this room.

This is good. Good stuff. Well done, ladies and gents.

Awesome. Absolutely awesome. Okay.

The next thing that cave time affords us, which is a real luxury again, is a chance to get to know ourselves better, to really enhance our understanding of who we are, why we do what we do, our conditioning, what's pushing our buttons, what upsets us, what doesn't, you know, frankly why we're here and what we're doing it for. This is the big question. Why?

Why am I here? Why do I do what I do? All right.

Why? So it's really an opportunity to get to know yourself better. You've only got yourself for the whole life, that's it.

So you might as well get to know yourself pretty well. And obviously you can ask yourself these questions, but I would really encourage you to actually ask other people. Someone once said to me, you can't see your own eye.

I had to think about it for a second as well. But you can't, unless you're in the mirror, of course. So you need someone else sometimes to help you.

You need someone else to ask, someone you trust. And if you really want some bad answers, someone you hate. You know, to ask him, what do you think about me?

You know, what am I like? And you'll get some really interesting answers back. So you want to start asking yourself questions like, what values are important to me?

You call these internal values, like who am I? Like, what's driving me? We've all heard the word values before.

What is it that I value? It's security, trust, freedom, friendship, love, integrity. What is it that is actually driving me inside all the time?

And some of us will have those to hand and some of us won't. They'll be new. So what is important to you in terms of values?

And these things we call external values, like why am I here? What value can I bring to the world? What are my gifts?

What are my gifts to the world? And how can I bring them to bear? You know, what do I know I'm good at?

And this is where you might need a friend to help, because we don't always, CRO&R, we don't know. So what skill or talent have you got? And what can you, and how can you share that with everyone else?

A good question to ask yourself is, why do I do what I do? What is it that got you here? Why are you doing it?

Are you proving a school teacher wrong? Is it because, bless you, is it because you didn't have any money as a kid and you've been determined to never be poor again? Or, like, what is it?

What is it that you want? Is it because you're doing it for your grandkids? Like, what is it that, why are you doing, why are you here?

Why are you in this room? What is it that you want to achieve? It's a really interesting question.

A lot of people are doing it for all sorts of reasons, but it's very important you understand your own. And linked to that very closely is, of course, who's influencing me? Have you got an overbearing father that, you know, said you were never good enough and that's why, you know, you're always pushing?

Or, like I said, was it, is it a brother that you're constantly competing with? Or is it people on your newsfeed, on Instagram or Facebook that you're seeing that are so successful? And you're like, oh my God, I just need to be more like that and I'm not going to be happy until I get it.

What is in, what's in your, what are you watering your plants with? You know, if we think about the brain as a garden, it's like everything you put into that garden is going to have an effect on the plants. Everything you're watching, everything you're reading, whether it's the news or like social media or like crap on Netflix or whatever, it's like it's all influencing you.

So it's really important to think about what you're letting into your garden and how that's affecting you. I love that for me. So another one of your homework questions is to try and figure out your reason why.

What is your purpose? Why are you doing what you're doing? For me, I know that I just want to live a life with no regrets.

I know for me it's like, yes, I'm trying to prove myself and have financial independence because when I was younger, I had, we had money as kids and then we didn't. And I saw money and I was like, I want some of that. And it drove me very, very hard.

But I know that the reason I do everything is because when I leave, because I'm very aware of my own mortality, I want to die happy and I want to die feeling like I did everything I ever wanted to do. Because a lot of people say, you know, it's things you didn't do in life that you regret. I've heard those words and I've taken them to heart and I now make it my mission to make sure that every day, if this was my last day, I'm happy.

I've not fallen out with anyone. I've said sorry to everyone I need to say sorry to. I've said I love you to the people that I love.

There's no crumbs in my life, personal, professional. I try and keep as clean a slate as possible and I'm lighter for it. It took me a while to catch up on all the bad stuff I've done, right?

But like, I feel lighter for it and I feel happier for it and I'm no longer in that purgatory of unfinished business with people or things. And so for me, it's like, it's all about just living in the moment and not having anything left on the table in all regards. I know that's kind of, for me, something that really drives me.

There's lots of other things that drive me, obviously, being here, but that I know is like one of my driving forces. So what is it for you? I'm going to ask Dec again to put some music on and see if you can start to ask yourself that question too and why you think you're here today.

Okay, we'll come out of that now. Good stuff. Okay, fantastic.

Really, really good. Ladies and gents, you can go so deep with this. You can really, like we've had people have complete epiphanies on property entrepreneur in autumn, but realise they've been completely ruled by something else.

One young man was all about Rolls Royce. His whole life was geared around getting a Rolls Royce. And then he had this complete epiphany.

He was like, oh my gosh, I can't believe it. He completely flipped it on his head. Now he's, I think he's a shaman now.

He's had a complete reversal in life. This goes, this can go deep. Okay, this rabbit hole can go deep.

And if you're really into this, I'd recommend listening on your action list, episode 79 around self-awareness. Dan's got loads of these episodes around your soul purpose, self-awareness, going deep. This is something that Dan and I, to be fair, we're very spiritual.

We love it. And yeah, you can really, if you want to, you can really get into this. I know Rachel had some big breakthroughs last autumn.

So you can really have some moments with yourself in the cave. So last but not least then is looking at your wins and losses. So we call this a SWOT analysis.

Some people will have heard this before. Some people this will be brand new to you, but we do this for your business and for you. We do a SWOT analysis on your business or businesses and on yourself.

It's very, very simple. The S stands for strengths. So you will list what you are good at or what your businesses are really good at.

And you'll list them all. And every year we need to do this because things change. What are we really good at?

What are we, however, not so good at? Where are our weaknesses? If you think you've got an invincible business, check your Google reviews.

Check your bad customer complaints team. Trust me, you probably will have upset someone somewhere along the line. So look for it.

Look for it or ask for it. Ask for feedback from customers, from people in your life. Where are my blind spots?

What could I do better? We do it every single month on Property On Demand, every single event. We literally ask for it.

You have to invite it because people don't want to hurt your feelings. They don't want to hurt your feelings. That's the bottom line.

Like sometimes I find out things that are going on at Property Entrepreneur. I'm like, why didn't anyone tell me? I just honestly think it's because people don't want to hurt my feelings.

It's like, no, no, you've got to tell. You've got to tell people. So you've got to ask as well.

Because we live in a world where we don't want to upset anyone, even if it's the truth. You can't handle the truth. Okay.

Opportunities. So what opportunities do you have in your business? What's coming up?

Some people might look at the budget as, oh no, they're going to change all this stuff. Akash, where's Akash with his black box? You might be thinking, oh, they're going to get rid of trusts, whatever.

Or you might see it as a huge opportunity. Oh, this market's going to be shaken up. I'm going to be the first mover advantage to figure out why this is a good thing.

So where are the opportunities that are coming up that you know are untapped resources or things that might change? Where are your opportunities for yourself and for your business? And equally, where are the threats?

You know, nevertheless, it is a threat also. If the rules change with the tax, it could be a threat. So what change is coming up?

Renters reform bill, budget, something that's going on specifically in your life, for example. What is on the horizon that you're going to have to factor in to your year of or your long end? Because you can't get away from it.

There's something coming over the hill, you can't get away from it, so you need to factor it in, otherwise you're going to set yourself up for success. So this is something for your homework, is to actually analyse every business through a SWOT analysis and yourself. And if you're brave, and I would suggest all of you are brave, then you ask people to also do a SWOT analysis on you.

On you. Kay can't wait to do it on Grant, can you Kay? It's the moment you've been waiting for.

Someone get Kay another journal. Invite it, invite the feedback. Ask people that you know in your life to give you some honest feedback.

I bet a lot of you don't do it, but I'm telling you now, when you do it, it's very, very valuable. And you know when it's good feedback, how do you know it's good feedback? It hurts.

Who said that? When it stings, when it stings, they've got you. When you get upset, they've nailed you.

So when you find yourself getting upset, it's more a reflection of you than it is of them. It's very interesting, it's a fascinating little conundrum that we have with feedback. So some top tips, and then some time for some questions.

And we'll get Rachel on, and we'll go get some food. Should we get some food? Good stuff.

So tip number one is you have to be really strategic with cave time. Like I said, it's not done in between Netflix episodes, or while the kids are in the shower. It's like it has to be a strategic time in the diary with a strategic location.

So it's like in the week, it's strategic when you do it. It's strategic what time of day you do it, and it's strategic where you do it. It's like a well thought through thing.

Cave time won't happen, successful cave time will not happen by accident. So it has to be very strategic. And it's also a non-negotiable.

Let me say that. Cave time is non-negotiable. When it goes in that diary, it does not get moved, it is happening regardless.

Because you are the first person to let yourself down, let me tell you that. How many times have you made a promise to yourself and just gone, oh, it doesn't matter, it's fine. You see cave time in the diary from like 7.30 till 9, and someone says, oh, could you do me a favor, could you take my kids to school instead?

And you look at your diary, and you see cave time, and you go, yeah, that's fine. It's like you've just let yourself down in that moment. You had a meeting with yourself.

And you wouldn't do that if you had a meeting with me, so why would you do it if you've got a meeting with yourself? Because we don't put ourselves first. So actually, no, I can't.

I've got something in the diary. I'm really sorry. I'm happy to do it next time.

You put yourself first, ladies and gentlemen, otherwise it just won't get done. That is so important. Second one, obviously, creative thinking.

You've got to go in with a clear head. There's no point going in after three Jager bombs from the night before, and five hours of sleep and thinking you're going to have the best cave time ever. You're not.

So bring your best self to cave time. Make sure you're well rested. Make sure you've got head space.

That's what I like to do at the weekends, because I tend to get a bit more clear air, or on planes and things like that, because I can't do anything else. So make sure you've got a clear head going into cave time. Go back over your pages.

This is a process. You will not get this. I'm sorry for all the overachievers in here, basically all of us.

You are not going to nail this in 30 minutes. I'm sorry. It doesn't fit into a nice little box that you can tick off.

This is a practice that you are never done with, so that's the bad news. The good news is the more you go back to it, the more it will evolve. I was looking at my year of's for my draft more or less key headline strategy things for last year in my journal on the way over.

I was like, wow. I wrote those in December, and I completely changed five out of six of them by January. I've been doing this for eight years, so it's like you think you know what you want, then you sit on it, and you go back to it, and things happen in your life, and then you change your mind, and then you have to start setting targets.

That's not right, and trust me, ladies and gents, it's a journey. If you try and do this on January the 5th, you're just letting yourself down. Start now, and make sure you've got time to revisit it.

Don't rush it. Please enjoy it. I've said it a few times now.

This is an absolute honour. It's a privilege, and it's what everyone else isn't doing, which is exactly why we need to do it, because this is where all the value is added. Enjoy it.

It's a process. Indulge. Go to a nice hotel, et cetera, et cetera.

My last tip really is to get going. What are you waiting for? If you haven't been making notes in your journal while I've been talking, you've already missed the boat.

No, I'm joking. You need to get this in your diary. This should be part of your Sunday sanity this week.

You need to have figured it out when you're going to do it. If you get in the train home, perfect time to do it. Maybe this weekend, you can grab an hour.

You can grab a couple of hours. Could you book yourself a day away or a night away in Champanese or something like that? Very popular with lots of people in this room.

Love going to Champanese for a night away to get a lot of their cave time done, if you can do it. Not everyone can do it, but if you can, that's what we're after. We're after those dedicated times.

Get them in the diary so they get done. We need clear blue sky thinking. That's what we need.

We need to be in a really good mood when we're doing this, and we need to remember how important that is for our headspace. This is a classic. Every year, we ask you to watch this video.

This video is in the homework. I'll post it in the group, or I'll ask Bianca to post it in the Facebook groups. This is John Cleese.

Obviously, he's famous for being a comedian, but he's a genius. The guy went to Oxbridge, and he's very clever, and he talks about the need to be creative in business. He's actually referring to management, but it's the same thing, and it's how you get in that state of creativity.

Some people will get it from going on a walk first to get the juices flowing. Some people need to listen to motivational videos in the shower, like Josh. It's true.

Every morning, I always hear it. It's weird when he's naked in the shower, and all you can hear is, you can do it. Push harder.

It's ridiculous, isn't it? I know. It's disgusting.

Some people need it. Whatever you need to get it going, that's what you need. You need to get yourself in that state of cave time.

You need to be zinging off the rooftops. Three triple expressos, whatever it takes. Ladies and gents, have you got any questions for me?

We've got some mics at the back. If you've got any questions on cave time, Matty D is going to kick us off. Anyone else, raise your hand.

We've got a few minutes for questions.

[Speaker 8] (1:20:44 - 1:21:08)

Hi, Adam. Hello. With SWOT analysis, if doing it on our personal, showing our vulnerability, what would come under opportunities and threats?

Because you've got, what are your strengths? What are your weaknesses? Yes.

What are opportunities and threats, if it was related to us personally?

[Daniel Hill] (1:21:08 - 1:21:13)

So Matt, are you asking me in front of 160 entrepreneurs to give you some SWOT analysis on yourself?

[Speaker 8] (1:21:13 - 1:21:14)

Absolutely not.

[Daniel Hill] (1:21:15 - 1:23:13)

Because I've got it ready, baby. I've been waiting for you to ask me this question. Unleash it.

Hang on, we've only got six minutes. We might need an hour. Sorry, I'm only joking.

I love Matt. Okay, good question. Let me think about it.

So they are kind of similar. Let me think of an example. So let's just say your weakness, not you, a weakness, because this isn't you by the way, is you're quite closed.

Someone would be closed. I keep referring to you. It's not you.

But let's just say you're closed. No, because you're not closed. You're very open.

Let's just say the weakness is you're closed. You don't let people in. You keep everyone at arm's length.

So the opportunity for you would be to be vulnerable, to let people in, to talk about your biggest fear in front of other people. These would be opportunities. Almost the flip of a weakness in that sense.

That's just one example I can think of off the top of my head. Of course, there's other opportunities like, bless you, like, for example, just connecting more with the community, things that you're not doing, like you've got an opportunity to get fit if you're not fit. It's things like that.

It's like, come on, you've got everything you need. You just need, you know, your opportunity would be to actually make more of being part of this community, for example. Hopefully, I'm answering that question.

And then what was the other one? Threats. Threats.

Yeah, level up, absolutely, UMS. Level up. It's an opportunity to think big, to push past it. I guess these are all, it will be more specific for each person, but absolutely, yeah.

Threats. We'll come to you, Richard, after. Threats, Richie.

Let's give Richie the mic, because Richie is one of our top students, without a doubt. The top viewer on The Vault, Richie Miller. If you haven't met him, by the way, he is the man, okay?

[Speaker 5] (1:23:13 - 1:23:14)

Fake it till you make it.

[Daniel Hill] (1:23:14 - 1:23:19)

He's going to be on stage very soon, I'm sure. Absolutely, no. You say fake it till you make it?

[Speaker 5] (1:23:19 - 1:23:20)

Yeah, fake it till you make it.

[Daniel Hill] (1:23:20 - 1:23:21)

Yeah, give maps, absolutely.

[Speaker 5] (1:23:21 - 1:23:54)

Good first impression. Tell me, Richie. Strengths, weaknesses are internal.

For you, a strength would be connecting with people and personality and stuff. The opportunities and weaknesses are how that's external to you. Strength is people skills.

The opportunity is going out and talking to people and networking. A weakness would be potentially superficial relationships, because you know absolutely everybody to say hi, give a high five to, but how many deep relationships have you got to? That could be a weakness you might want to look at and work on.

So it's the internal, external bits that you can identify from strengths and weaknesses.

[Daniel Hill] (1:23:55 - 1:24:33)

Cool, that wasn't that loud. So people in virtual, basically internal and external factors, Richie was saying. Thanks, Rich.

I thought that was very insightful. I never thought of it like that. Yeah, so...

Sorry? I thought I said last year. Did I say that last year?

I'm ablaze. I forget what I didn't have for breakfast this morning. It's different every year, Umesh.

That's part of the fun, right? It's whatever I feel like. I'm emotional.

I don't know. Stop doing a SWOT analysis on me, all right? Richard.

Did you have a question? Oh, of course you were, Richard. Yeah, yeah, whatever.

I've heard it all before.

[Speaker 11] (1:24:33 - 1:24:35)

You've got a mic. You've got a mic.

[Daniel Hill] (1:24:35 - 1:24:42)

No, perfect. Okay, fantastic, yeah. Thank you.

Well, then... I think I've heard you. Shiv's got a point.

From virtual, you've got a mic?

[Shiv Haria] (1:24:43 - 1:24:45)

I've got a mic. Is it working? Yeah, perfect.

A question from virtual.

[Daniel Hill] (1:24:46 - 1:24:46)

Yes.

[Shiv Haria] (1:24:46 - 1:25:00)

This is from Andrew. He says, if I understand, we have like three months to deep dive, but there is still a weekly process of setting goals and reflecting to make sure we're still on track with the discoveries we're making in the next three months. Is that right?

[Daniel Hill] (1:25:01 - 1:26:19)

Yeah. So, on a weekly... So, thanks, Andrew, for your question.

So, on a weekly basis, you're going to be setting things that you need to achieve that week, and three of them might be three cave times. I'm going to get three cave time sessions in. The result of cave time over three months will be clarity on what you want for your life and your business over the next 12 to 60 months.

So, they're very, very different things. We've still got things we've got to do in our lives. The key thing is we've all got too much going on, too much noise, not enough time.

Sunday sanity helps you focus on what's important, and hopefully some of those things will be, without a doubt, cave time. But cave time is three months of doing things that you've never done before, probably, asking some difficult questions and maybe getting some difficult answers, writing down what you think you want, sleeping on it, coming back to it, figuring out if it's still what you want, sleeping on it, repeating that process 30 times, so when you announce your strategy, it's actually what you want, and it's not what you wrote down today because you think it sounds good. It's got to be what you actually want, and that's why it takes three months. I've answered the question, Shiva.

Oh, we'll get Shiva's mic on, please.

[Shiv Haria] (1:26:19 - 1:26:27)

I think that's a good answer. Thank you. We also talked about something else, which I've forgotten now that my mic's not working.

[Daniel Hill] (1:26:27 - 1:26:27)

No worries.

[Shiv Haria] (1:26:27 - 1:26:28)

I'll come back to you.

[Daniel Hill] (1:26:28 - 1:26:30)

Any other questions? We've got a question.

[Speaker 7] (1:26:31 - 1:26:46)

Rufin. Yes, please, sir. Adam, thanks for this.

Just a question on the wire, getting feedback from others. So I'm thinking I'll text someone, and I'll say, what do you think of me? And they say, twat, and I don't want that, all right?

So the way I was looking...

[Shiv Haria] (1:26:46 - 1:26:46)

No swearing, please, Rufin.

[Speaker 7] (1:26:46 - 1:27:00)

Yeah, it was twonk, yeah, sorry. Yeah. No, seriously.

What method have you used in the past to get this feedback from business people, personal people? What have you used?

[Daniel Hill] (1:27:00 - 1:28:15)

Yeah, good question. Well, it's very simple. I mean, you're part of the mastermind.

Now, okay, you've just started your mastermind, so people don't necessarily know you as well yet. But something that we always do on the retreats, whether it's board, mastermind, and I assume you'll be going to center parks with your guys, is to ask those people that are invested in you, because they're part of your mastermind. It's really rare to have this opportunity to ask people of good standing, people who are entrepreneurs.

Everyone's in his opinion matters, and they're educated people with good values. So I've had most success from asking my peers at Property Entrepreneur, frankly. I wouldn't normally...

I've asked my family as well. And one of the things I do when I'm doing cave time and long game was I'd always talk to my girlfriend, or my mom, or my dad, and I would ask them, do you think this is going to make me happy? I want to share this with you, because they know me better than anyone.

So family, and then my peer group, to be honest, are the people that I've asked. I wouldn't ask the MD of the cleaning company I use, because I've worked with them for eight years necessarily. I wouldn't probably go there.

They need to have a good view of you, a good context. So you've been on P for a couple of years. There'll be people that know you quite well, a PIN, maybe in your PIN network as a PIN host.

So I would do that.

[Speaker 7] (1:28:16 - 1:28:17)

Excellent, thank you.

[Daniel Hill] (1:28:17 - 1:28:25)

Good. Okay. Okay.

Have we got? Are we out of time? Arden, quick question, and then we're done.

[Speaker 6] (1:28:26 - 1:28:54)

Hello. I just wanted to ask a quick question about the brain dump. It said get stuff out.

Is that bad stuff or good stuff? Because I've done exercises like this in the past, where you go really in on yourself, write pages and pages of all the bad stuff and everything that's bad, and then one nice way of closing that exercise off is tearing up the paper and throwing it away and going, okay, that's all gone now. I'm going to concentrate on the new stuff.

So are you talking about bad stuff or good stuff or both?

[Daniel Hill] (1:28:55 - 1:29:00)

Honestly, Arden, I would get it all out. Right. I've done that exercise.

Write it, burn it.

[Speaker 6] (1:29:01 - 1:29:01)

Yeah.

[Daniel Hill] (1:29:01 - 1:30:09)

Absolutely. This is a cathartic process, like getting it out. If there's stuff in it that needs to come out, get it out.

That's what the journal's there for. I would say get it better out than in. Get it out.

Get that emotional closure from it. And if you want to do a little ceremony because it means something to you, absolutely, like 100%. This is the personal development side of our course.

So absolutely, let that stuff go. Sorry we can't answer all the questions. I need to move on.

Ladies and gents, I just want to finish with this, and then Rach's going to come on stage. This is coming, okay? Every month, we're going to ask you to mark your homework.

You cannot get away by not doing this. At the start of every session, we're going to ask you, have you done your homework? Now, this is the easiest month for homework.

It's the easiest month to do and the easiest month not to do. Don't just coast this month. Go deep on this month.

Don't shortchange yourself in this month. Make progress in this month. That's my last sentiment.

Have we had a good session? Should we invite Rachel back on to stage? Ladies and gents, thank you very much.

♪ I'm good, I'm good, I'm feeling all right ♪ ♪ Baby, I'm not in the past ♪ ♪ Freakin' out of my life and we're everything ♪ Woo!

[Rachel Davis] (1:30:10 - 1:37:11)

Thank you very much. Thank you, thank you. Good session?

Yes. Did we enjoy that? Yes.

Did we enjoy that? Yes! That's what I want.

Stay with us. Brilliant. A couple of pointers from me.

For those of you going on the programme for the first time, this is all very new, so I just want to reiterate a couple of points and this serves as a good reminder for all of us who are on advanced that this is your race at your pace. You are in a room full of really high performers and yes, we all get a bit lost because we do start comparing ourselves to each other. It's something that happens, but I want you to be really aware of it as you go into your curve sessions.

This is not about what you think other people want you to do. It's about what everyone around you or on the table you're on right now is doing. It's about what you really want.

That's what it's about. Everyone's got different ambitions here, different desires. If I'm really honest, my first five-year plan on my long-term vision, what I really wanted was to replace my income from corporate and be a better parent.

That's all I wanted. I worked five years on getting that and delivering that. Some of you, you might want fast cars.

Some of you might want to make millions and millions of pounds. That's absolutely fine, but just make sure you're being completely honest with yourself and that's why I've got this here. Speak your truth and nobody else's.

Don't get wrapped up in all of the people around you and in your circle, writing about the things that you think you want, but you don't actually want. The way to do this in practice is to just go deeper. Write your first iteration of what it is you think you want when you go through lessons learned and all of the other exercises and then go back to them and question what you've written.

Is it really what you want? Or is it something you think that your husband wants, your business partner wants? That's just a word of warning, if you like.

You must be brutally honest with yourself. If you've got children, this is one of my daughters, Evie. It is a lot more challenging.

I'm just going to give you a couple of tips here. I know Josh does this really well. He does curve time.

He does it in 20 minutes. Are you still doing that, Josh? 20 minutes a day for five days a week because his children are preschoolers and it's really, really hectic.

If you are right in the middle of it with a new baby and a toddler, that is really difficult. You might want to take it in turns. Speak to your partner.

See if they can let you have an hour to yourself so that you can go into a quiet space because you cannot do this multitasking. All the ladies in the room who love multitasking, you can't do this at the same time. You need to be in a calm, collected space.

Then those of you who've got school-age children, who here has got school-age children? With me, I've got school-age children. You might want to go straight to a cave after you've done the school run.

That's your guaranteed quiet time. They're at school. They're not going to be home asking you a million questions or asking for your help on homework.

Please go straight to a cave first thing in the morning. That's my advice there. Then if you've got teens, who here has got some teens in the house?

A few of you, yeah? Well, I would ask them what they want out of next year as well. Get them involved.

Do a cave time with them. What are their milestones next year? What do they want to achieve?

You can get them involved. As to, word of warning here, for all of you who are planning your life by designs and getting into the cave and enjoying this, just make sure that you include your partner. Who here on Advanced has done a couple cave time before?

Done it with a partner? I don't think that's enough of you. You don't want to get in trouble with your partner, create this amazing life by design, and then they have a look at it, and then they rip it apart.

Please do some couple cave times with your business partners and with your significant others. I think that's really important. Make sure you're both singing from the same hymn sheet.

I think that's really important. If you miss a day, don't be hard on yourself. Just get back to it as soon as you can.

Now, we've got the homework. Let's just review it so we're absolutely 100% clear on what you've got to do. Top tip here as well is, at the front of your journals, you want to be writing these exercises down like a contents page.

I'm just going to move to the side here. The first thing I want you to do is book out your dedicated cave times. What are you going to do next week or maybe starting from Saturday, and where are you going to go?

You won't always be able to go to a fancy hotel or a cafe, but you will be able to. Maybe there's another room in the house you can go to. I've got a reading chair.

Sometimes use the living room to do journaling if you need to just move locations from your office space. Because in the office, there are hundreds of distractions, so make sure you're not there. Then these are the exercises that you should be writing in the front of your journal.

There's the exercises that you want to do. Lessons learned, more or less keep, my hero, reason why, then a swap for your personal life and a swap for your professional life. Those are the topics that you want to be covering.

There's six topics there. That's six days, one hour a day. You can do that.

Then you can revisit it the week after. That's the top tips on getting your homework done. That's what you've got to do.

That's in the back of the workbooks, by the way. If you guys want to have a look in there, that's where the homework is. Then I've been doing cave time for the last five years.

It does take practice. For some of you, this journaling will be much harder than others. Dynamos tend to love this kind of thing, sort of blazes, tempos, steals.

You might find it a bit more difficult. You might find a blank page quite overwhelming. What we're going to do next week on Wednesday, I'm going to be doing what we call mid-week mentoring.

You can come to the session with me at 12 o'clock noon. I will talk you through how to do this in practice. You can bring all your questions.

If you've started working on it, you'll have a week of experiencing it. You can talk to me about what all your challenges are. I can help you get through them, work out the best way to do it.

I'll walk you through my experience of doing cave time in practice. That's what that's all about. That's next week.

Put that on your action lists. Then, right, private dining. This is really aimed at those who are new on the programme.

What we do at the events is at lunchtime, we want to give you the opportunity to have some one-on-one time with one of the trainers. We want you to be able to sit down with them at lunch, talk to them, ask them questions, get to know them. This is going to happen at every single event.

At every event, you might get a text message, a WhatsApp that lets you know that you're on a specific table. Today, it's a big event. We've got five tables running with all the trainers on the tables.

You will have had a WhatsApp to let you know whether you're on one of those tables. If you haven't been selected, you will be selected in the future. In the next 12 months, you'll get the opportunity to do a private dining session at lunchtime with the trainers.

That's just wanted to explain how that works. As you go to lunch in a second, what I want you to do is just check your WhatsApp, see if you're on a table. If you haven't been selected for a table, you can just sit anywhere, but the tables are named.

Does everyone understand what they're doing at lunchtime? Fantastic. Let's finish that session on a massive round of applause and be back by two.

Thank you very much.