**PPN Super Event Session 4\_Transcription**

[Rachel Davis] (0:00 - 1:49)

Take your seats. Ladies and gents, it's time to take your seats please. We've got two minutes, finish up your conversations, finish your drinks.

We're live on stage in two minutes. Ladies and gents, we're live on stage in two minutes. 60 seconds time, please take your seats This is your final warning, this is your final warning, please take your seat

[Speaker 9] (2:02 - 2:08)

We've had a million million nights just like this, so let's get down, let's get down to business

[Speaker 7] (2:09 - 2:24)

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 6] (2:32 - 2:48)

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

[Rachel Davis] (2:58 - 6:18)

Hey baby, don't you know I'm good? Yeah, I'm feeling alright Fabulous, everyone sit down please Come on people, on time is late, be early Right, who had a nice walk? Anyone get some steps in?

A few of you? Excellent, well done It's really nice to see all of you chatting so much as well, the networking is going well You're all becoming friends now, which is what it's all about Right, we're about to go into session four and session four is on the long game So this is the next methodology and tool that we want you to use this autumn season and for your homework But before we get into that, actually before we get started, just wanted you to let me know, this gives them the programme and idea of how we do on the long game Who here has already got a five year plan? Look at that, well schooled And who knows exactly where they want to be in five years time?

Brilliant Right, if you're sat here and you're on the programme and you don't know, that's absolutely fine, don't worry This is where the long game methodology comes in And to think about the long game, what we need to do is to get into a reflective mood, don't we? And this is the perfect time of the year because in the autumn, the nights get darker, the days get shorter The high activity of summer fades away and the natural world calms down and that's where we need to be So to help you get in the mood and get more reflective and introspective for the long game session We're bringing on board one of our very own Property Entrepreneur Advance members And this chap is going to walk you through an amazing meditation So what can I tell you about him? This man has had incredible success over the years And he credits meditative practice as one of the big reasons of his success and also one of his superpowers Over the last 12 years, he has founded and co-founded six businesses He has invested and advised over 50 international businesses He has a property portfolio that generates a seven figure income and makes him an absolutely fantastic portfolio His North Star today is working with businesses in the property and the health sectors To help them start, scale and systemise their businesses and then finally successfully exit them He is, a few years ago, some of you might recognise him a few years ago He's one of the most sought after meditation teachers in London He's guided thousands of entrepreneurs in meditation Even the likes of people from Amazon, Cisco Systems and Starbucks And in September 2019, they shut Tower Bridge And on Tower Bridge, this chap led a meditation for a thousand Londoners It's definitely one of his claims to fame In fact, I've never told him this, but when I met him I thought, I'm sure I've met you before And I'd seen him on the news, but I didn't tell him So we've brought him out of retirement to give a very special meditation for you This is the calibre of the property entrepreneur community So can you give a massive, massive round of applause to Mr Niran Shah please

[Niraj Shah] (6:32 - 21:50)

Thank you Rachel I wish I could hire Rachel to do all my intros You up for that?

It's been a while since I last did one of these Actually, the Tower Bridge was one of the last ones I did Because in 2021, I stopped doing this And I've been asked so many times over the years to guide meditations And I've always said no But when dear friends like Adam and Dan asked me to do this And to give something back to this particular room of difference makers I couldn't really say no So here we are Right now, you're probably on a spectrum between two extremes On one extreme, it's the I love meditation crew So they can't wait for this They know what's coming and very much looking forward to it The other extreme is, what is this woo woo stuff? I came here to learn about business We've already done the seven year human design What is this?

Most of you will be somewhere between the two I was very much the second camp That was me, wasn't interested And when I got into meditation around 10 or 11 years ago It wasn't because I was looking for something to add to my to-do list That wasn't the reason It was actually because I was having trouble sleeping And after a few weeks of bad sleep And I'm sure anyone who's been there with insomnia feels the same way I was willing to try absolutely anything And that's when I came to meditation And tried some meditations And it really improved my sleep quite quickly And because I'm a sceptical so-and-so I started looking into this I got curious, what is this? Where's the science? What's the backing?

And that led me down a rabbit hole Of uncovering all these different meditative practices That since then have done wonders for me in my life In terms of my mental performance in business My clarity, my calmness, my creativity And that's before we get into a whole host of other intangible stuff So there's two big issues I see with meditation The first is that it's not the best term Because it's really an umbrella term for a number of different practices A bit like exercise Exercise consists of lots of different movement practices And this is something that's not really well understood So people will try a meditation It's not right for what they're trying to do It doesn't work out And then the second issue with it is related to that It's the fact that it's an umbrella term But also there's so much meditation around Now it's difficult to know what's actually good and effective And what isn't It's a very unclear term So what we're going to do today Is go through a short practice I'll guide you You don't need to do anything other than listen to my voice And this in particular is going to work on training our focus and attention But there'll also be a whole host of other benefits What we do here will turn on your parasympathetic nervous system Which is a fancy way of saying your body's healing systems It's something that your brain will thank you for Even if it doesn't always feel comfortable We up for that? Good Okay, so let's start getting into it If we can just have a bit of that spiritual music Most spiritual track you've got And there's three ground rules before we really get into it And then I'll guide you The first one is phones If your phone is... Please make sure your phone's off If you're not sure, get it out, make sure it's off Do not be the person who's going to drag everybody Out of their state around you because your phone goes off Second one is posture and how you sit So the Tower Bridge picture That's just posing for Instagram That's not how I look when I meditate And how you look is unimportant So being comfortable is the most important thing So I'd encourage you to just use your seat back if you want Sit up straight, feet flat on the floor Hands wherever they're comfortable If you need to move around or fidget That's completely fine, it's not an issue But try and stay still And first try and override it And tell yourself I'll move at the end We're not going to be here long And the third one is eyes So the most beneficial way to do this Is with your eyes closed Which will be fine for most people in a room If for any reason And the reason we do that by the way Is so that by shutting down one sense It allows us to heighten the other senses If for any reason That's not comfortable for you Then just take your gaze down Soften your gaze And just find a point on the floor So let's get into it I invite you to gently close your eyes Placing one, your top eyelid On the bottom eyelid And just starting to not change anything Just letting some tension go Let that softness spread from your eyes Relaxing the muscles behind your eyes Up through your forehead Through your scalp Then down through your cheekbones And jaw Settling in here Relaxed Alert And silently thank yourself For giving yourself this gift of time and space That we're creating together Meditation isn't necessarily about finding peace or calm Although those things can happen It's just as much about learning to sit with and be Okay with whatever is going on with your mind and body right now Outside this space You probably have a lot of responsibility To your family To your loved ones To your business or businesses For the time you're here I invite you to give that responsibility to me So that you can let it go All you need to do right now Is embrace this time and this space Taking your attention to your breath Noticing it moving in and out You don't need to change anything Just noticing for a few breaths And with every exhale You have the option to let some tension go Notice your breath with the wonder and curiosity of a child As if you've just realised for the first time That this miraculous process is happening Keep your focus on your breath Follow it into your nose Down your mouth and throat Down your neck Your spine Swirling around in your stomach Until it comes back through your body Up your neck and throat And out of your nose And just keep following that breath Throughout this practice Your mind is going to wander again and again and again When that happens Not only is it okay It's welcome Every time that you notice that your mind has wandered It's your job to gently bring it back Over and over again Training your attention to go where you tell it You can follow your breath by Following its flow in the way I've described Another option is to give it a colour And visualise it as it moves through your body So for the next few breaths Try that And now we'll spend a quiet minute Focusing on our breath Using whichever method Flow or colour Works best for you When you notice that your mind has wandered Just gently bring it back to your breath And gently coming back to the here and now Reminding yourself where your physical body is Noticing that the breath that you give and take Is a shared breath Another 160 souls in this room And in that way With this one shared breath We're all connected Enjoying these last moments of connection And stillness with your breath Bringing your attention slowly back to the here and now Cultivating a sense of awareness And alertness Introducing some gentle movement back to your fingers And toes, eyes still closed Maybe roll your head around gently Keep it slow and deliberate Acknowledging the time and space that you've just given yourself to breathe And in your own time When you're ready You can slowly open your eyes No rush Let the data back in Let that sense back in Notice how you feel Welcome back from wherever Just went, whether you stayed in a room Whether you went somewhere else in the universe So right now You'll be in one of Two different camps or somewhere along the way The first is That may have been a really peaceful, blissful experience If the stars align for that Including your own experience and practice At the other end You may be sitting here thinking All I did was think for ten minutes I just want you to know Wherever you are along that And for me, that varies from day to day Even after all of this experience The practice was very valid in terms of what we did And turning on those healing systems So it's a bit like we did the mental equivalent of going to the gym And if you haven't been to the gym for a long time or never Or not experienced Then it's not always going to feel good But it's that same principle Where we've done something good for the mind So I just want to say thank you for participating with an open mind And a huge thank you to the team for inviting me here to share this with you If you have any questions about meditation, mental performance Optimizing your mind to help you in business Come find me after If you want to scale and sell your business in the next couple of years Then definitely come and find me And you will not be surprised to know That even with stuff like that We get so tactical with who we work with But it all starts with the inner game The outer reality all starts with the inner game So I hope that's been good for you Please come talk to me after Thank you so much I'd like to invite back Rachel Davis

[Rachel Davis] (21:55 - 27:26)

Well done Shall we give Niraj another round of applause That was great wasn't it Thank you Niraj Who feels a lot calmer now? Are we feeling reflective?

Because it's now time to start getting into the long game So let me introduce this concept to you And just explain to you the benefit of doing the long game So what's it like for most entrepreneurs? Well we're really busy aren't we? Busy chasing money, busy doing deals Busy on the treadmill of life with family, with work We often don't pull ourselves out above the parapet To actually stop and think about what we really want And what we really want not just for the here and now And next year but for the future Because where we really want to get you to By the end of this 12 week period Is a place where you have a crystal clear vision A really strong vision Of where you want to be in five years Now if you're sat here and you're pretty afraid And you're like I have no clue Don't worry because the exercises we've given you These methodologies we're going to give you Adam's going to walk you through this long game in a second This is going to help you get there I absolutely promise I was in exactly the same boat When I first started with the long game I'm a tempo, I'm not a natural visioner I'm not a natural journaler And I am so much better at all of these things Having gone through the Property Entrepreneur Program So we will help you, we're going to give you everything you need And that's what we want The biggest single difference I've had over the last five years To where I was before Is that I live my life intentionally now There's all kinds of plans in my long game And my new long game My children are involved in it So they've played a part in choosing The places we visit, the things that we do And also I've had to consider their milestones as well Because they're teenagers And I need to get them through their GCSEs So it's got all of those kinds of things in it And that's what we want for you We want you to be able to have a focus For every single year, a major priority You know what it is And of course, over time When you do these long games It will change, you will adapt it That's exactly what I'm doing with mine But the main focus here Is that you get the opportunity During these next 12 weeks To take yourself out of the noise Of your day-to-day business and your families And just stop for a moment How often do you get that opportunity at home?

How often do you sit quiet and still In a peaceful environment? Anyone get to do that? Wow, I'm very jealous of the people Who just hold their hands up Because I definitely don't But what we want you to do Is make the most of that time then Make the most of it, get strategic Take yourself out of that really busy day-to-day And start thinking very clearly About what you want for the next year coming For three years time, for five years time And if you've already got a long game Let's have a review Quite a lot of us have already got a long game Because they're part of advance You need to revisit your long game And that's what we want you to do And really think about, does it suit? Do you need to change it? Are there any different directions you need to go in?

Do you need to change your priority? All of those kinds of things And this is my long game This is my second long game My first long game was literally All about going from corporate Building a lifestyle HMO business Replace my income I wanted to become a better parent Because I spent long, long days in London My children never saw me I had a nanny, they loved the nanny more than they loved me And I wanted to change that rhetoric I wanted to get to a point Where my children became teenagers And they didn't hate me Because I wasn't ever there And that's what I did That was my first five year plan It was all about getting to a place Where I could replace my corporate income And I could justify What I was doing with the lifestyle business And now I work about half a day In my HMO business And it generates me the same income That I was making doing 12 hour days in London And that's what my first five year plan was Thank you That was the first one, thank you And that's through the help of being on this programme And all the people around me My second five year plan is this one I do think it needs quite a lot of adaption Because I'm right at the beginning Of my five year planning But there's some big objectives in here The first is that me and Paul Yes I am in my 50th decade But we do still want to start And scale a new business Doesn't mean you don't have to do businesses In your 50s, you don't have to retire We want to do that So we want to start scaling And systemising a new business We want to complete our financial fortress We're really close to it And we just need to get our heads down And get it done And we want to be present for all of that Because it's really, really important for them And getting them in the right place And that's what we want for you I've got some clarity on my destination I know exactly where I want to be I think some of this will change slightly Some of the numbers certainly will And it's worth mentioning That behind all five year plans You've got financial plans as well That build up the back of it So this is just the imagery But there's a lot of other planning That goes on behind it as well And hopefully by the end of the next 12 weeks We'll have one of these So let's invite our head trainer to the stage Mr Adam Gough Thank you Adam Thanks Rach

[Adam Goff] (27:26 - 35:37)

Good stuff Did we enjoy that meditation? Wasn't that amazing?

Beautiful Absolutely fantastic So that's going to get us in a nice, calm Focused, chilled But attentive state So this last bit now Is the culmination of the day The skill of cave time And why you're here And what you want to do We've given you the financial fortress blueprint The inspiration that everyone needs to be aiming For this living off the steam And then building their financial fortress So they never have to go back to work But none of that's going to happen Unless it's in the long game It's got to be part of your plan It doesn't happen by accident So this is where we're going to put it all together And everybody needs one of these Everybody needs to have one of these But unless you put things down on paper They're definitely not going to happen So we're going to go back into that autumn mode Now of planning Not just the year But the next five years And as I've said, most people The whole You can't paint a masterpiece While being on the treadmill They never stop, they never think about this They never invest the time to build A vision board or the like So they never get anywhere What we do We put the big rocks in first For those people that have heard that analogy You put the big rocks in first So some people who've sat here now I really don't know, I don't know what I want This is too difficult The steels are getting lost in the detail Too many options And the blaze and the dynamo I literally have no idea Especially tempos We'll struggle with this exercise But this blueprint will give you some key areas That you might want to focus on And some inspiration So we want to get the big rocks in first And we want to build our long game Around those big rocks Whatever those big life events you want are Living off the steam Financial fortress at the best level Kids, marriage As someone on my table at lunch was saying Whatever it is Honestly, loads of people put kids on their long game In their year of's And then set targets around it We won't go into that So it's about the law of attraction Why are we doing it? Having the courage to think it To say it, to put it on paper To share it with your entrepreneurs That is the law of attraction In practice And this stuff really works This is by the way what everyone else is doing Running on the hamster wheel This is not what we're doing in autumn We are stopping, thinking and making a plan Before we go hell for leather Now an important point Which we've made a couple of times today And a few people have already said Is that Property Entrepreneur Makes us different to a lot of other people In this world It's not about being the biggest The baddest, the richest Etc, etc, etc It's your race at your own pace Which means you put whatever you want On that long game It is entirely a matter for you It's none of my business I'm not going to judge you for it And neither is the person next to you If you start setting goals for the person sat next to you Or the bully at school It's just not going to work The really key thing Is it's actually what you want Your own objectives In your own time And there are board members It took them 7 years to crack the blueprint 7 years at board level So some people get it in 7 months Some people take 7 years Not everyone gets it at the same point Because everyone is starting from a different position So I'll just have that caveat Around this whole life by comparison thing I think it's really important to frame it for everybody And when we do things like this You're different from Basically everybody else Just by doing this exercise You're different from Probably most of your friendship group Potentially even most of your family And there's going to be a lot of people in your life That might try and neg you out of it And talk you out of it And they'll start projecting their own reality on you When you start setting these think big goals And these crazy ideas About moving to Bali Or moving to Australia Or buying the local mansion It's not possible They literally will tell you it's not possible And someone shared a story with me recently About having a big dream And ignoring the naysayers Who's read Arnold Schwarzenegger's autobiography? One of his autobiographies One of his rules is ignore the naysayers Is that right? Ignore the naysayers Don't listen to them This story was shared with me by One of our community And it's about a guy called Mel Fisher Has anyone heard the story?

He was a hunter And he had some success finding treasure In different parts of the US And he moved down south I believe to Miami In search of this Spanish galleon That had gone down in 1622 With 700 million dollars worth of gold on it So it's a bit of a story An old wives tale Is anyone ever going to find this treasure? This guy relocated Him and his family committed full time To find this treasure And it took him 16 years 16 years in He'd actually lost his son In an accident Trying to find the treasure Everyone told him he was mental Everyone told him he wouldn't do it He lost his son doing it But 16 years later Mel Fisher discovered this gold And that's him Obviously bathed in gold Bathed in glory And that's such an amazing story About the power of persistence It's absolute bullshit To say that it's easy to do this stuff guys It's not easy It is really difficult You're going to have moments Where you want to jack it all in You're going to have moments Where your health suffers You've lost a friend You've had a massive argument with your partner Because you're stressed You're not attentive enough In your relationships It's going to come at a sacrifice Like Rachel said It's going to be hard But if we believe And we keep focused We will get there For some people it will happen quicker than others But the important thing is We don't give up And that is the real message I want to give you Is that we're going to set these goals And we're going to blimmin' well go and do them Know it's not going to be easy But they will get done Because we won't stop until they're done Isn't that right?

Good, that's the point That absolutely changed my life And this is my current long game So I've had two long games This is my second version I'm in By the way, I loved Rachel's one Where she had her age, her husband's age And her kid's age, did you notice that? So cool, obviously I'm far too selfish I only have my age Because I am the most important person in the world So that's absolutely fine But no, this is it You can expect, bless you You can expect to have something like this And in colour, in HD This thing has got to be visual It's got to mean something And it looks like a lot of work And it looks really difficult But I promise you If you just put those big rocks in first And build the rest of it around those things It actually really starts to slot into place Really easily So this is where we're going to get you to By the end of autumn If you've already got one Then you'll dust it off You'll shake it up, you'll reassess You're always changing Things are always growing The world's changing, you're changing Things are growing, things are shrinking It's life So we have to bring this out every year And we have to reassess where we're at And adjust accordingly So I think just to reiterate the importance Of knowing where we're going in the long term This is my new favourite clip That I found recently From the godfather of personal development Mr Jim Rohn So hopefully the audio's going to work

[Speaker 5] (35:42 - 36:20)

And you can keep up the present pace That you're on Where will you be in five years?

Boy, it's easy to say Hey, I haven't really thought about that So now make this note In five years, here's the probability You will either arrive At a well-designed destination Or an undesigned destination Well-designed or undesigned And I promise you, five years from now You really don't want to arrive At an undesigned destination Because you may very well wind up Living where you don't want to live Maybe doing what you don't want to do Simply because you didn't design A better destination

[Adam Goff] (36:22 - 55:58)

Powerful, powerful words So you can sit there And you can think That you don't need to do this Because you know what to do I've just got to work hard I've just got to get a couple more properties And everything will be fine Like don't fall into that trap That is the I can only see the trees I can only zoom out and see the woods This is about seeing the woods It's about crafting That well-designed destination Because there's nothing worse Than getting to the end And realising that's not actually what you wanted And that's the danger If you don't have the long game And you don't invest now In the direction of travel Because if you just go out of your house And turn left Who knows where you'll end up We want you to end up Where you can achieve in 12 months We all have these massive goals And you'll be all really excited after today And you've probably wrote in your workbooks already That you're going to literally take over the world Before January You know, bless you I don't know if that was a laugh or a sneeze Probably a sneeze knowing the value of my jokes But the reality is It doesn't happen that easily It's going to take time And so we can actually First of all we can enjoy the journey a lot more If we lengthen the timeline And that's what I say to people On the Mastermind sometimes And generally is Why don't you just lengthen the timeline Why does it have to be this really stressful Horrendous journey You know, just to fit within a 12 month calendar Why can't you just chill out a bit And take a little bit longer And actually probably your enjoyment Goes up 10 times No one heard that did they You know So make sure you set realistic targets You will get there But don't absolutely kill it There's no point getting there Literally dead or with mental health issues Or single because your partner has divorced you But people really underestimate What they can achieve in 10 So the reality is You're going to be around in 10 years So you can actually In a decade You can make a serious dent And that's the point of the long game That is the point of the long game We're going to make a dent So time to get your journals out This is journal work This is where you will define Where you're going to go Over the next five years And we start off with a review exercise So a bit like we did with The cave time exercise As I shared with you earlier What we really want you to do Is review the last five years So for those people who just came on the blueprint It was the exercise we did on day one It was to review Where you've come in In the different areas of your life So you literally can sketch out A nice little table One page 2023, 2022, 2021, 2020, 2019 And just write your highlights Where were you in 2019 Where were you in terms of your health Your money, your home Your family, your relationships You want to go back in time And just kind of review If you've got a long game I've got my long game It's like a picture that I'll show you in a second So you can obviously refer back To your previous long game And like I said Just recall all the big events That have happened to you During that time The step changes you've had The breakthroughs, the achievements The milestones that you've reached It's really important to just acknowledge Where you've been in the last five years To get yourself in that state of mind For the next five years If you want to be a property entrepreneur For a year or more Review your property entrepreneur presentations Chris Moss is famous for this Making his presentation into a workbook That he refers back to all the time To get him through the year When he needs to go back to his goals and targets Something I do the same thing Lots of us do it And we create these little Almost mementos of our year And they're really good for reviewing Oh my god, yeah, that was really important to me then How things have changed This was the one I set back in Goodness knows when So I would have set it in autumn 2017 And it started from 2018 And it ended up, you know, with me Exiting the business, right And basically most of these things Actually happened I mean, it was really quite remarkable Yeah, I mean, I suppose I sold the business a year earlier Than I'd wanted to But all of these things happened I went through it year by year Basically I'd give updates Every single year on PE And got to the end and completed it That was it It was like, oh, what do I do now And I was a little bit lost So I just went travelling, did my bucket list That was always the plan No ties, nothing to do, just enjoy the view So you review your last five years And you remember all the things you've done But then also what I want you to do Is if you get your workbooks out Is you can complete this exercise So this is called the Wheel of Life It's really good I just did it at the back of the room This is where you give yourself a score now Of where you are now So you've remembered where you've been Over the last five years And you've acknowledged the journey That you've been on That's set the scene And now it's like, where am I today And what you do is you give yourself a score On this wheel Of where you are in all of these Key areas of life You give yourself a score from one to ten You draw, you make it a circle And it just acknowledges where you are In terms of where you want to be Against all those things It's a really good exercise And if I ask Dex to put some music on I'll actually let you fill this in now So either you can use it in your workbook Or you can draw one and do it yourself We're going to give you a soft version on Facebook So don't worry about defacing it We'll give you another version you can print off Why don't you all complete that now It's an interesting one to do Zero is...

If you're struggling, do the ones you can answer now And then come back to the hard ones When you've done it, put your pens down Don't talk to your neighbour Okay, cool, we'll end it there Shiv, I can actually see your chat on the screen It's brilliant, I love it Shiv asks everyone, have you got a perfectly round wheel? Who's got a perfectly round wheel? Good, because I would have called you a liar Fact, okay You cannot have it all You can't, sorry So you definitely can't have everything sus That is total nonsense So for me at the moment I can't remember exactly But effectively I'm doing really well I'm pleased to say I'm doing well in the romance department Which is unusual for me Across the last seven or eight years I've been the butt of Josh's jokes Because romance has been one or two But no, that is going very well It's at three now I have definitely taken some sacrifice in Not so much family, but friends I've definitely sacrificed some health And some fun and recreation So all the things I've had loads of Over the last few years Now it's definitely come at a cost They're a lot lower, they're probably like fives and sixes But all the other areas are doing really well And that's kind of the pendulum of life You can't have it all Now what you do is you do that exercise And you decide what you're okay with And what you're not Are you cool with it?

Are you cool with fun being one? You may well be cool with it That's absolutely cool That's your own race at your own pace If you are fully on beast mode You don't want to be like having fun And getting drunk at the weekends It's not congruent is it So it's whatever you're okay with But the idea is that you identify Actually no I'm not okay with that bit That bit needs improving And this ladies and gents Is part of how we discover Our personal or professional objectives for the year We're like health, okay Health needs to be an objective This is part of the unlocking of the clarity So when you build your five year plan Or if you've already got one What you do is you pick six areas you want to focus on So like in this wheel of life There's what? Eight areas, nine areas We just pick six And they don't have to be those exact ones But this gives you a framework to use We pick six areas Now what I do here is I just go through What I think are the main six So first is health Health is wealth at the end of the day And how we spend I love this quote How we spend our days Is actually indeed how we spend our lives So in other words There's no point suffering The next day may never come It's delayed gratification It's like Claire was talking about Rolling the profits up in the business Going, going, going, going One more, that's bigger Let's go to six figures, let's go to seven figures Let's go to eight figures It's relentless And at some point you've got to chill out And enjoy yourself and make a switch And that's what this is all about So we need to appreciate our health And for health, if you want health goals Just some things to consider Things you want to think about Is your weight and your well-being How you're sleeping What your stress levels Can you touch your toes If you can't do your shoelaces What's the point of being a multi-millionaire You say I'll pay someone to do it for me But at the end of the day There's no quality of life If you can't get up the stairs What is your health like What's your metabolic age What are your habits Do you have healthy habits I do Netflix and chill And Domino's, pizza And in the weekends I do 300 steps It's like what are your habits Are they healthy habits Or are they not What hobbies are you going to do In this long game of yours That you're going to create What would you like to do Clark mentioned to me at lunch I would like to get going at squash again Fantastic, what a great thing to put in your long game Pick up the racket again in year one Get some lessons do, get some lessons, join a club.

You can start to build so that, you know, as he goes through his long game, he's picking that passion that he had up again. It's given him health benefits and he's got social and mental health benefits as well. Absolutely fantastic.

So what have you left alone that you want to, you know, you want to do again? What's your lifestyle like? You know, where's your lifestyle?

Are you on the beach at weekends in Bali or, you know, are you in the pub on a Saturday watching the football? Like, what is your lifestyle? Are you working till 10 o'clock at night or are you the chairman?

And you've got no diaries in your calendar, you just do what you want, when you want. And if your neighbour rings you up and says you fancy a game of snooker at 11 and a pint, you go for it. All right?

It's really up to you where you want to be. You get to decide. And yeah, like I said, your metabolic age.

This is something we do on Advance. We'll do this next month, is we get you to track your metabolic age. Do you want to have, you know, do you want to be 60 with a metabolic age of 45 or do you want to be 45 with a metabolic age of 60?

Okay, so that's a very good KPI to think about when you think about health. One of the best things I think to do with health, if you're not already doing it, is just walking, steps, being outside. We are literally designed to roam.

We are hunter-gatherers. We're supposed to be roaming for hours every day and all the roaming most of us do is on our phones or to the fridge. Okay?

So we need to, like, in my head, getting outside, doing steps is great for health, mental health, and for me, like, hiking, walking is always part of my day. I also love board sports. I always go to the mountains all the time.

This is me last year in Japan. I like it because it's physical. I'm outside and I feel like a kid when I'm doing it.

It's me in my play zone. I'm 40 going on 14 when I'm on a snowboard. All right?

Like, I'm just in my, it's like complete play. I'm completely free of everything and I can't think of anything when I'm going down the hill apart from where I'm going to make my next turn. It's beautiful.

I love it. You need something like that. Okay?

That's a form of meditation. So that's some inspiration around health if that was part of your long game. Wealth, I would hope that wealth would be on all of our long games.

Yes. So we want to have some, maybe a cash flow target in there. If we haven't hit our cash flow target yet, your salary, what's it going to look like?

Lumps of profit. Are you going to have a profit play you introduce or are you already at profit? In which case, year one is all about profit.

How much is that going to create? What's the target? How are you going to make some lumps of money?

What's your asset column going to look like? Your net worth, your assets minus your debts. What does that look like?

Your net worth, assets, debts, all of that kind of stuff that we've been literally teaching in the last session in the financial fortress blueprint all needs to go on the long game. That's why having a strategy for it is frankly so important. Your financial fortress.

Financial fortress should be on your long game and you should absolutely have a strategy for it. If you've got a strategy for it, you can set targets, the 60 second strategy that Josh talked about. You need to know your strategy.

You need to know the ROI, the targets, the timelines for when this is going to happen because that is what it's all about. Josh covered this obviously earlier. This, I think, is where we want to get to because then we can start moving into chairman level or life by design level, which is what we all really want to make the most of this time.

Josh said this earlier, but your financial fortress is your lifeboat. It is the ultimate security blanket that you go to sleep with every single night and it changes the whole game. Some of you will think it was really alien when Josh was talking about wanting to live in a debt free house, like you must be mental.

That's the difference between being in wealth creation mode, which is like, I need to make money, I need to make money, to wealth protection mode, wealth preservation mode, which is like, hey mate, this was hard earned. You can go away. I'm not giving this up for no one.

That's wealth preservation mode and that's why we invest in our financial fortress strategy because someone's going to want to take it off you. The economy's going to change. Nothing stays the same.

It's not just as simple as getting to, well, my income's higher than my expenses. I've nailed it. That was the mistake I made and I think that's what I want to share with you.

When I completed my financial fortress, being a blaze, I didn't realise I'd completed it until I was literally having a consultation with someone because I thought I was going to lose capital living during the pandemic. I was like, if I lose everything in my business, what am I going to be left with? I realised that I actually was, I could easily flip my houses and be living off the steam.

Because I didn't have the structure and the blueprint, I hadn't realised it. It took me a crisis to realise, actually, I'm going to be all right. When I did it, I was like, typical blaze, woohoo!

Let's sell the company. I'm retiring. I just can't be arsed with anything anymore.

I'm going to go and live that lifestyle that I've always wanted. I can live in Bali for £1,000 a month and I'm like the guy buying the drinks. I'm the rich guy because everyone there's skin, basically.

It's true. It's literally that. I had loads of friends for the night and then that was it.

I had no noise. I had nothing to do. I had an empty door.

I wasn't at chairman level. It was a bit of a false dawn, if you like, but really good. What it gave me was the confidence to actually move.

I left London, rented my flat because I had that security and actually start spending. The best thing about a financial fortress, to be fair, is when you buy a first-class ticket and you know that money's coming back next month. It's just like cha-ching, cha-ching.

It's like a money machine. It's the best thing ever. You just keep milking it.

It's great. It's not spending my capital. Chris, I remember he said to me, he was like, the best thing about you going around the world and doing everything you're doing is that it's all off the financial fortress.

I was like, yeah, you're right. It's like this never-ending supply of money, which is really good. It's really nice to be able to spend big and think big, knowing it's all going to come back again, but like I was getting to, my word of warning with the financial fortress is it's not as simple as income over expenses.

The blazing me was like, I'm done. Then what happened? Interest rates went up to 5.5%. If I hadn't had Dan knocking down my door, telling me to fix all my mortgages, my living off the steam would have evaporated. At this point, I've sold my business and then I would have been in a situation where I've actually got to go back in. The reason why we've created the financial fortress train that we just shared with you is because there's so much more to it than just income versus expenses. All those steps that Josh shared with you to do with the capital requirement, tax planning, inheritance tax, diversification.

The reality is when I sold my business, I thought I was free. All of a sudden, I had to book a load of calls with a wealth advisor because I suddenly had wealth to manage. Making it is only half the battle.

Now you've got to manage it. For those people that just think all I've got to do is make it and then I'm good, you're not good. You've got wealth to manage, it's serious, and if you mess it up, you're going back in the trench, which is nowhere where no one wants to go.

This is why I'm really passionate about that blueprint and that offer which Josh gave you earlier because we've literally designed this to help you all not make the same mistakes that I made, to be totally frank. It is a fantastic program. Lots of people in here have done it, but I wanted to share something obviously from someone we all know because Simon did do this course last year and I want to share what he said about it.

[Simon Zekeian] (55:58 - 56:47)

This is a testimonial for a financial fortress training run by a property entrepreneur. I constantly invest in myself, always looking to get better and improve what I do. When I heard about this training, I know what Dan has done.

He's been very successful. I thought I could definitely learn something from Dan and the way he structures his finances. So I participated in the training.

It was a really high caliber of people in the group. It was expertly run by Josh Keegan who couldn't do enough to help people and really help them understand how they can structure things and make the most of their finances. I would highly recommend this training.

Definitely worth it. If you take it seriously and implement what you learn, you're going to get your money back many, many times over and set yourself up correctly for financial freedom for you and also for your loved ones. As ever, I encourage you to invest in knowledge, invest in skill and this financial fortress training would definitely fit into that camp.

So I highly recommend it.

[Adam Goff] (56:47 - 1:14:38)

My name is Simon Zekeian and this is a... That's obviously a glowing testimony which we all know and respect. Now, just don't make the mistake that just getting enough houses is the answer.

It's not. You need a structure, you need a strategy and Josh wasn't joking when he said we've never discounted financial fortress before but we made this new commitment this year, last year, where we just decided we want as many people to live off the steam as possible and so this is why we're doing this members only offer. We've never done it before.

We've literally never discounted it and we've never brought a life partner for free before ever and because we're doing the super event special, it is double the discounts. If you do want to do it because you've been given the information earlier but actually putting it in place is a completely different thing. There are probably 30 people in this room that have done it and when we question people after session one how much value they think they've had, all of them after the first session said they'd had more value than the course fee after session one.

So if you're building a financial fortress, this thing, I'm not selling it to you, it bloody well sells itself, let me tell you. This thing is the thing you need to do and we can't do much more than this. So if you do want to take us up on this offer, there's QR codes on your table.

The deal today is normally it's a £1,000 deposit and a £5,500 course fee. Today it's a £500 deposit so you don't even have to put £1,000 down and it's going to be a £4,500 course fee. So you're going to save £1,000, you can bring your life partner with you as long as you're sharing the same screen.

It's never been better and as Josh said it probably will be the last time we run it like this because we are going to scale that and it is going to look different. So if you want that one to one guidance and you want to do it with Josh, it may well change. So if you want to do that, fantastic.

I know some people already signed up. If you don't want to do it, that's cool, no worries. But if you want the voucher, if you want the £500 discount because you want to give it to a friend, make sure you go and see Bianca at the back of the room.

She'll set you up with one and you've got a month to use it. It expires on the 3rd of November so there's no pressure to do anything. But if you do do it, when you do do it, it's a deposit and then you pay the balance 14 days before the course.

So if anyone's got any questions about that? Okay, fantastic, good stuff. Alright, let's move on.

So the next thing that cannot be ignored when you're talking about long game as an entrepreneur is what's going to go on in your business, ladies and gents. Because the business is the money maker. The reason we teach business and not property is because you can start a business with £5,000 and it can make you £5 million.

That's the ROI that's available in business. I don't know any properties that you can do that with. It's a lot harder.

So we teach business, that's why we're all here and this is the exciting bit of your morning because this is what's going to make the money. So when you're setting your business, when you're thinking about your business over the next five years, you want to think about what company values you've got and what the vision for the company is. A company vision is a very, very powerful thing.

So when you start visioning for your company during autumn, you want to be thinking about the scale you want to get your business to and the size it needs to be to serve your life goals. The important thing I just said there is the business serves your life goals. So when you set the goals that you want and you think big, now you've got to build a business that's going to deliver the money to make that happen.

That's the way round it should be. Not you're a slave to your business. Have a think on your business journey.

Do you want to win some awards like Josh, Shiv, myself, Dan, external awards, internal awards? Do you want to win some awards? When I was a young man, I had a couple of awards that I really wanted to win.

My ego just really wanted me to win those awards. As soon as I won them, I felt great for about a day and then it just sat on the shelf. But it's cool to want to go for those things.

So is there anything you want to do, any awards you want to win, is there anything that's been lingering that you'd like to scratch? Of course, what industry and sector you want to be in? Are you going to move into a different industry and sector?

Some people are moving sectors, certainly within property. So you know you want to get into X, Y and Z and you're going to go into that. Just sense checking this is really your passion.

Don't just start a business for the money. It's not going to work. So is it a passion project?

Is it something you can be passionate about? Who are the people that you want to work with? What type of people do you really want to work with on this journey?

Who's going to be in your life? I remember, bless you, I remember when I set this vision for Capital Living a long time ago now, goodness me. It was 2013.

I had two team members and 21 houses. Two team members. We had a turnover of about 1.6 million and I spent a lot of time in the cave creating a company vision. We were going to be 17 members. We were going to go to three and a half million. We were going to get 50 houses.

We were going to have a nice office. It was going to have a sexy brand, all the rest of it. All of those things came true because I put them on my vision board.

I put them in my long game. I manifested them. All the awards we were going to win, we won.

We got newspaper coverage. All the things that I manifested when I set my company vision came true and that allowed me to buy my first house, to invest in my financial fortress. The business is the thing that makes the money.

So you really need to think about your business over the next five years as part of your long game because that is the money maker. That's the thing that's going to allow you to do the things that you want to do. Even winning the Property Entrepreneur of the Year Award, it was something that I focused on and went for it.

I love visioning and I've already got a really clear vision for Property Entrepreneur 2028. Can you believe it? I'm working towards a three year plan.

I've got a vision. You guys are already seeing the start of it. We're levelling everything up and it's just absolutely got me pumped and motivated.

You need the same thing in your business and your team need to know what it is. For us, we want to get 100 people living off the steam as soon as possible because no one that I know has achieved that as a training company. Loads of people can train loads of people but can people get the results?

That's what we want. That's what we want to do. This whole room, I want you all to be with us in the Living Off The Steam Award Club.

So that's what it's all about. Pleasure. Let's talk about the fun things in life.

Don't forget that you need to have a bit of fun along the way. In your long game, what are you going to do for pleasure? Are you going to have holidays with your friends?

Are you going to have a day a week with the family or a date night or a mates night or whatever it is? These sort of things you want to put in the long game. You want to create space for fun.

What's your home going to look like? This is a good one that people like to use in the long game. They like to envisage their dream home or what their life's going to be like, whether it's family or the kids have moved out or whatever it is that's part of their long game because that will often change the way you live.

So that's really important. That's a good idea. What's going on in your personal life?

How is your personal life? What is the state of your personal life, your love life, your friendships? Have you got, and I'll talk about bucket list next, have you got some challenges, some adventures or some experiences that you really want to have over the next five years?

Definitely don't save these up for the end. You want to introduce them into the long game through the next five years, not save it all up until the end. It's like Warren Buffett said, don't save up sex for old age.

It's a bad idea. You need to have some good times now because you might not be old enough, you might be too old to enjoy it. There's only certain things you can do at certain ages.

So yeah, your rewards and your bucket list. This is a really important part of my long game and I recommend that everyone sets a reward at the edge of their long game for the end of every year. And it's like at the end of this year when I do this, I'm going to do this or give myself this or whatever it is.

Bucket lists are without a doubt for me what gets me excited. That's what gets me motivated is my bucket list because it's so satisfying to set a target, achieve it and then enjoy the moment. I've had loads of things on my bucket list and loads of really good rewards recently.

Recently I took my whole family to Dubai for my 40th. That was my reward for working hard the year before. I was obsessed by my bucket list in 2021 and I spent the next, that was my 2021 bucket list, but I did, that was what I did in 2022.

So a lot of things. I mean, it's great. I mean, hopefully most of you can't see the things that are written on here because some of them are maybe borderline illegal, but I was doing lots of fun stuff.

Whether it was swimming with Manta Rays or going to see a friend or an off-piste snowboarding course or going to Ibiza or taking my dad to the gulf or going to Tomorrowland music festival, whatever it was, I did it. And every year I had this huge bucket list that I was determined to work through, you know, until I got to the end of it. And it was only when I got to the end of it in 2023, I got Falling in Love again on there for those of you that can read it.

It's nice, isn't it? Growing my hair long. Mushroom trip.

Yeah. Guilty. All right.

Whatever it was, I was like, what do I want to do? Like, what am I going to regret not doing if I die? It's like literally the question I would ask myself on a regular basis.

Write down, make sure I really want to do it and then go and bloom while I do it. All right. And there was loads, you know, there's 30 other things on there and I got to the end of it, like 2023, last year, loads of things on there.

I was like, I don't actually want to do those. I thought I did. So I get myself hyped.

And I realised actually, no, I don't want to do those. That's just the whole kind of like hedonistic treadmill. So when I got to the end of this, I was like, actually, I don't want anything else.

I'm actually good now. I'm really content. That's when I knew it was time to get back into it.

You know, and Jim Rohn talks about getting hungry for the next meal. You know, me taking time out and doing my bucket list got me hungry for this, this next challenge, property entrepreneur serving you lovely people. So yeah, so don't overlook bucket lists.

I think they're super cool. And yeah, it's really nice. And then obviously what we do is we bring it all together.

Now, half of the room have done this. The other half have yet to do it. But we'll share this template with you so you can build your own long game like we've all done.

And this needs to go on your action list. So what you do, really easy, is you just select your six areas that you want. The six areas I've given you some inspiration.

Use the wheel of life. You can pick, ladies and gents, whatever you want. All right.

Most important thing is you add the big rocks in first. Having a baby is a pretty big rock. So if that's on your plan, that needs to go in first.

And then you build everything else around that. All right. That's kind of how it goes.

Put those big things in and then start thinking, well, what do I need to do to get there? And then all of a sudden, this thing that looked like a blank sheet of paper, you didn't know where to start, all of a sudden starts to take shape. Yeah.

Work around those because you can't do it all at once and you definitely can't achieve everything. You can achieve anything, but you can't achieve everything. So that's a really important top tip.

And definitely don't skip the gears. Everyone wants to go from back-to-back leasing to chairman level, but you absolutely cannot. Like even if you somehow miraculously end up employing an MD and making a million pound a year, if you haven't earned your stripes and learned the lessons, you won't make it for very long.

Like there's no shortcut in life. There's no easy money. It's learn my lessons, get my experience, and go through the gears.

You cannot skip the gears. So don't forget the cycle of everything. Form, when you start something.

Storm, when it's madness because you're just trying to make it work. Norm, when you get a grip of it and it starts to calm down. And perform, which is like what Rachel shared with me earlier.

She's like, you know, I haven't done anything else this year. I've just done what Dan said. I've run my business better.

I've raised my rates. And what's your profit increase by? Fifty-six percent or something?

Fifty-seven percent. That's perform stage. When you only make tweaks and you make 50% more profit, that's when you know you're in perform stage.

That's the really good place to be. Equally though, as I was talking to Jamie about, that's really boring when you're in perform stage. It's really, really boring.

So don't forget the natural cycle of things, even in relationships. You can't just meet your soul mate and get married in the first year. Well, you can and people do, but you need to go through the phases.

Most importantly, do this exercise with your partner, your business partner, your husband, your wife, life partner, whatever. Do it together. Couples that long game together, stay together.

Anthony and Natalie Carter, booking meeting rooms, doing their long game together. Did you do it separately and then compare notes? What would you decide to do?

Did you do your own thing and compare notes or did you do it yourself and then separately and then compared? Really cool. Lots of people did this.

I think you guys did the same. This is the secret sauce. Getting your partner involved.

Getting them involved in the journey, even if they're not on PE yet. Getting them involved. That is the key.

Like I said, law of attraction is what it's all about. You write this stuff down. You give it some thought.

You visualise it. You focus on it. You take some action.

It happens and then you do it again. That's the journey. Some top tips.

Time for a couple of questions and then I'll send you on your merry way. As I just said earlier, it's really important you pick your battles. You can have anything you want in life but you can't have everything.

What is the most important thing for you? Then build your long game around that. You definitely need to be specific.

The advice that Rachel gave you earlier to frame the whole day was in autumn especially, don't be arbitrary. Don't just pick random numbers. If I see anyone put 10 grand a month on their long game, we're no longer going to be Facebook friends.

Be more specific about your monthly spend. Work it out. Give me an exact number because otherwise it's just laziness and the brain doesn't believe it.

Be specific. A word on delayed gratification. That question around the pensions.

It's like, yeah, it's cool but you've got to have some fun. At some point you need to enjoy the fruits of your labour. Don't save it up for old age.

We're all probably going to die very wealthy with far too much money. That is actually the reality. You need to start spending at some point.

I'm not telling you to just, if you've only got a thousand pounds in your bank account, go and blow it all tonight. At some point you've got to enjoy it because otherwise what's it all for? Make sure on that long game it's not just rolling it up and look how wealthy I can get.

You also need to have a little bit of jam today. One of my biggest lessons from the year previously was that for those people that are thinking they don't want to do this because it feels a bit rigid or they're nailing their colours to the mast. They would like to be a free soul, a free spirit and they just like to coast around.

Honestly, I would say that actually I found in my experience the complete opposite was true. When I committed to things, even though it sounds like you've sort of shackled yourself to something or someone, that actually unlocks a whole new level of freedom. Because when you commit to a place, you get deep bonds in the place.

You start to know where to go. You're not constantly moving around discovering where all the local places to eat are, places, gyms to go to. You get a sense of community.

So by committing to a place for a long time you get a lot more benefit. Everyone thinks that being a nomad is great but being a nomad means you don't get any of those things. So actually when you commit to things like this, it actually unlocks a whole new level of freedom because you stop asking what and where.

You've got your answers. You've figured it out in the cave. Now you just spend all your energy, instead of wondering what if and who shall I and where do I go, you've got a plan and you just execute.

So you stop worrying about all the other options. That's the option I've decided. I'm going to go for it hell for leather.

So I think commitment equals freedom is a really good tip. Just a final sentiment to sum up is that life isn't forever. So one of the points earlier was where you've achieved success in autumn, take time to enjoy that view.

If you're going to reach a peak in your long game in life, enjoy the view. Don't suddenly go and do the lessons from a couple of years ago was when you get to a peak in life, take time to enjoy the view. Take time to enjoy the view.

It's okay to have a year where you're just treading water. It's fine. In fact, I would say it's actually advantageous to do so.

So make sure you build in some rest time. Any questions on the long game? Yes, Stephen.

Yes. That's a long throw. It's been all day.

Finally, this is my moment. Don't peel an orange. I think you're going to get away with it after you.

Thank you, Adam. Who's it going to? Who do you want?

Thank you, Emesh. Well done, mate.

[Speaker 8] (1:14:39 - 1:14:54)

Thanks, Adam. This is my second year around the track. Just a question.

You and Rachel have said it's the same sort of thing. So just want some clarity. So last year we had year one on the long game.

When we do it this year round, are we just starting from year two to five? Or are we starting over five years?

[Adam Goff] (1:14:57 - 1:15:59)

I guess the rules are there are no rules with that. I always stuck with mine. I didn't change it because I felt like if I reset it every year, it's like I'm never getting anywhere.

So I like to lock it in, lock it in stone, commit to it. And then it's just a journey, isn't it? And I prefer that.

And that's generally what people do. Yeah, absolutely. So I'll tweak it slightly.

I'll change things as things change slightly. But ultimately, remember what the plan was. And I think it's very satisfying.

People like Chris Moss have done the same. It's very satisfying to work your way through it, through the levels. And you can have your original and then what you ended up with.

I would say probably go on the journey. Otherwise, it feels like you never really make any progress and it's kind of the opposite of what we teach. Yeah, you're welcome.

Good question. Very good question. Any other questions before I hand over to Rachel?

Ladies and gents, have you had a good day? Yes. Have you had a good day?

[Speaker 10] (1:16:00 - 1:16:00)

Yes.

[Adam Goff] (1:16:01 - 1:16:39)

Fantastic. Yeah, thank you very much. That's it from me.

I just want to say thank you to all of you. I'm very excited to go on this journey over the next 12 months. I want to say thanks to all the trainers who I think have been remarkable.

Shall we give everyone a round of applause including Niraj? Thank you, Niraj. Everyone's absolutely smashed it.

I hope you've had a fantastic day. Rachel's going to come on now and do the homework, all the important things you need to hear. She's going to invite you to do some feedback, which we really value and appreciate because it helps us make every event better.

And ladies and gents, I'll see you in the Facebook group and I'll see you the next month. Okay. Thanks very much.

[Speaker 10] (1:16:52 - 1:16:53)

Well done.

[Rachel Davis] (1:16:56 - 1:41:48)

Wonderful. Lots of great info there. Does anyone feel really inspired now to write their long game?

Yes. Good. That's where we want you to be.

Just one thing on this from me because Adam's done such a good job of that is just do not pay this lip service. Really put some time in and some effort in. For some of you, it might be quite alien to plan five years in advance.

Start from your end goal. So whatever the big game is that you want to achieve in the next five years, start there. Work your way backwards is good if you get stuck.

I found it quite difficult the first time I tried to do this. And with time and with focus and with extra time in your journey, you'll be able to get there. So if anyone's worried about getting this done.

And also do remember we've got a Facebook community. If you are really struggling to get this stuff down on paper and work out all of these things that Adam's asked you to do, then you can always ask for help. So that's really important as well.

And just one thing that I read recently, I've been reading Daniel Priestley's Key Person of Influence and in there he talks about a big game. And I just wanted this thought to leave you with it is what is going to be your big game in the next five years? And equally, you can have a big game every year.

So think about what the main theme of each year of your life is going to be over the next five years. And that could lead towards this really big game that you're heading to. So just have a think about that as well.

And just have some patience because it does take 10 years to become an overnight success. If you have a really ambitious life by design or you have this place you want to get to and it feels out of reach, just remember that it takes time to get these things. You might not get your life by design in one year, but you absolutely 100% you will get it in five years.

So stay the course, trust the process, follow all of the methodologies and all of the tools that Adam's given you and you will be able to come up with this and you can have a really great plan. And for all of us on advanced, we just need to go back to what we've already done, revisit it, rework the figures that we've used and the plans that we've put together and just check that's absolutely what we want. And if you do have to rip up your long game and start again, that's fine.

Just do it. This is your opportunity to recraft what you want if everything's changed for you and that's all right. Don't feel bad about any of that.

So homework. I'm just going to move to the side so you can see this. The homework for the long game is to review your last five years.

We need to know where you've come from in order for you to plan what you want to do in the next five. Where are you now? Where do you want to be?

And then these five focus areas that Adam's just talked about, health, wealth, fun, pleasure, business, family, life by design. Life by design again is where you're ultimately heading. And then add in your big milestones.

I've made a few mistakes on this. I didn't put on my long game last year that Isla's got GCSEs next year. What was I doing?

So I've got to rethink that because that's really big for me. So don't forget to put all of your milestones in and the key thing there is just to spend the, you know, don't pay it lip service, don't rush it, get all of your milestones in over the next five years. It's a really good idea to work backwards, five year, three year, one year goals.

Wealth targets, health targets and life by design targets. And remember what I said about making them specific. That's your homework.

And then on the 30th of October, we've got Chris Moss. He's going to help you with mid-month mentoring. He's going to come onto Zoom and he's going to, it's on a Wednesday at 12 noon.

Put this in your action lists. He has got an absolutely fantastic way of doing his strategy. He's got this amazing glossy brochure.

He does it every year. We're all really jealous of it. It's incredible.

He is the best person to follow in the long game because he is such a great strategiser. So please tune into that. He is going to help you work out how to do this in practice.

That's what mid-week mentoring is all about. So that was workshop one. We've done it.

Now you know what you have to do. Your ultimate goal by the end of this month and by the end of the next, well, if it takes a bit longer for the whole of the autumn season is to work out where is there for you. I'm really, really excited to hear what your plans are.

All the programme, you'll start doing this. You'll be blown away by the things that you come up with in your cave time and your thinking. I'm really looking forward to hearing it all.

This, to be honest, has fundamentally changed the way I do things, like living life intentionally. Instead of letting life just happen to you, this is what it's all about. So let's just finish up on a few small bits before we end the day.

I know you're all keen to network and then get home, but homework. So in the back of the books on page 69, you'll see a full list of all the homework. So it's time to go through some of that.

Has anyone got a workbook? Because I've actually forgotten to bring one on the stage. Thank you.

Oh, dear me. You can't get the staff. Right.

So in your mark your homework section, can you see that, everybody? This is everything that we've just walked you through today. We need you to do the levelling up.

So thinking about what Dan talked about this morning, that seemed like quite a long time ago now, but let's go back to deals, deals, deals and mastering the market. Thinking big this year and levelling up. Where are you in the seven stages of life?

Do you want to do the human design profile? Get that done. Then master the market.

Thinking about the economic model and the information that Dan went through with you. What do you want to do there? How do you want to incorporate that into your business strategy?

Consider the deals that you want to focus on. Dan gave us some fantastic deals. Didn't need to go through.

And then on cave time, book out dedicated cave times in your diary. I can't stress how important it is to get this stuff scheduled into your diary. Find a cave.

Do the cave time exercises which are listed in the homework. Lessons learned, more or less key, my hero, reasons why, and then your personal and professional SWOTs. And then with financial fortress that Josh went through, so expertly, so what you need to do here is determine what your financial fortress strategy should be for 2025.

Where are you right now and where do you need to get to? Complete those steps to get to that next stage and then do the financial fortress scorecard. And then on the long game, we've just covered that.

Last five years, where are you now? Where do you want to be? What are the five focus areas for the next five years for you?

What are your big milestones? Wealth, health, life by design targets. And then just on the accreditation, we'll talk about this in more detail in a second, but post-Sunday sanity and engaging in the Facebook community we'll go on to in a second.

So that's all of the homework. And just to give you, to up the ante, you know that accountability is super important for getting results. This whole programme is all about execution.

So we give you every chance and every opportunity to execute on these exercises and the methodologies that we give you. So in the next session, when you get to your next workshop, we will be asking you to mark your homework advanced. You know how this works, but for the programme, you need to bring your book with you and then you're going to look at the homework that you've done and tick the box.

And the homework you haven't done, you're going to put a cross in it. You're going to give yourself a score out of 100 and you'll have to share that score with your partner next to you. So it's all about accountability.

You'll have to explain to them why you didn't get this stuff done. So that's what this is about. It's about making sure you know these are the things you've got to do and you have got to turn up and get this stuff done.

It's a huge part of how you get successful. And then you should have been invited to the Facebook community. Who's posted in the Facebook community already?

Yeah, loads of you. For those of you who haven't, please introduce yourselves. This is what you need to do.

Give us your name, your location, your business and property interests, and the emoji that best represents you. This is mine from earlier. So everyone make sure that you get in there.

We'd like to put faces to names. Remember, this is a community. We're all networking.

And then you will have had some invites to the WhatsApp communities. There is an unmonitored one where you can just network with each other. So you should have been invited to that.

And then there is also a broadcast one. So Bianca needs to communicate with you about events and updates and private dining and things like that. So she needs to be able to send you messages.

So look out for those WhatsApp messages. And if you want to join the unmonitored one, then please do. Just a note on the Facebook community, I did forget to say that it is monitored.

You will get an answer. So if some of this stuff has gone like that and you're over your head and you're not sure how to tackle it, get in the Facebook community, ask us for help, and we will be straight on to the Facebook community. There are lots of trainers who can help with pearls of wisdom.

We've all been through this numerous times before. So please don't be afraid to say, actually, I didn't understand this, or I'm not sure how to do that, and we'll help you. The Vault, this is for advanced.

Remember, advanced, you should have been given an invite link to the Vault. You should still have the content from last year if you're carrying on. The Vault is a place where all of the blueprints are kept and all of the recordings program.

You don't have access to this, but you will do if you go on to advanced next year. It's a really highly, highly valuable resource. Shiv did a really good job of talking to you about Sunday Sanity.

It's super important. I can't stress this enough. If you want to go the distance this year and be successful, then the one key thing you have to do, as well as doing a good strategy, is you have to execute.

There is no other way out of it. So the idea behind Sunday Sanity is if you fail to plan, you plan to fail. I was hoping someone would say it.

And that's all about you don't want to be turning up to your week not knowing what's going to happen next. You've got some stuff in your diary, but you're not prepared. We want you to be absolutely prepared for the week and ready to fly.

Ten high-value tasks, though, that will move your business forward. So wherever you are right now, get into the habit of doing this. As you do your strategy, it will start to make more sense, because when you start executing on your strategy, your ten high-value tasks will be part of that strategy.

But what can you put on your Sunday Sanity right now? Cave time, absolutely. And make it easy to execute.

So if you've got five cave times to do in the next five days, don't put five times cave times as one task. Make it easy. That's five tasks already, and then five other high-value tasks.

One of the things that Adam has really taught me over the years is you have to keep this stuff simple. Make sure each task is easy for you to execute but is high-value. The rules with Sunday Sanity, Bianca will post something in the Facebook community on the Friday by two o'clock.

You will need to post in the thread. So when she puts the post up, make sure you post in the thread, not in the community, with a picture of your ten high-value tasks. That's for the programme.

For advanced, you might have your game of four quarters. So remember to let Bianca know if you've got a holiday, if you can't do it for any reason, you're away for something, then just email her. On the post, it will have the email so you can tell her that you're away, because we are going to be tracking this on a daily, monthly basis.

So we will be tracking your success. We will be reminding you how you're doing, but this is absolutely fundamental, this discipline. Get this right, and you will have the best year on record.

28-day challenge is Sober October. Who's up for Sober October? Anyone?

Excellent. Now, if there's quite a few who didn't put their hands up, if you're not keen on doing Sober October, I've already started, you can also do something else. So if you want to come off Facebook, for example, other than doing the programme stuff that we ask you to do, then you can.

If you want the detox off Instagram or whatever it might be, you can choose something else to replace it. But do tell us, put it in the Facebook community, what you're going to do. I'm going to do Sober October, so some of you will be coming with me.

Those of you who already are quite sober, because a few people have given up alcohol, then find something else to detox from. It's to get you in the right mind space for what you have to do with care time. Book club.

So every month we read a book. When I first came on Property Entrepreneur, I'd never read a business book. I've read thousands of fiction books, never read a business book in my life.

It's honestly changed the game. I'm always reading a business book now. So it's huge value in this.

The first thing I want you to do is listen and tune into this Audible. We heard from him earlier. He is the master of the art of exceptional living, Jim Rohn.

He's absolutely fantastic. On Advanced, we listen to this every year. It is okay to repeat books, because this puts you in the right mindset.

It's brilliant. So that's one for the programme, and one for Advanced if you want to revisit. Also, Ikigai, which is a book about the Japanese art of living a happy life.

It's a really easy read. It's a really quick read. I think Ikigai is in hardback, so you can get a copy of that.

It's very, very good. Then for the Advanced teams here, revisit Millionaire Master Plan, Roger Hamilton, The Lighthouse, Where Are You on the Levels. Revisit it.

Work out how you need to get to the next level. Then the Almanac of Naval Ravikant. This is all his pearls of wisdom over his podcasts, his interviews, and his books.

All of that kind of stuff is in this lovely almanac, so I highly recommend you read that. Then Soul Purpose, which is episode 103. A good tip from me is to listen to this before you do a cave time, particularly on your big reason why, where you're looking to understand and ask bigger questions of yourself.

What drives you? Why are you here? This is a really great one to listen to.

That's episode 103. Get that on your action lists. Then Midweek Mentoring.

We've talked about this throughout the day, but Midweek Mentoring is there to support you because 95% of what happens on Props to the Entrepreneur, the success that you get happens outside of this room. We stand on this stage. We will give you the inspiration.

We will give you the tools and the methodologies, but what we can't do is make you do the work. You have to do the due diligence. You have to focus.

You have to put the hours in. That's why we put Midweek Mentoring on, so we can help you get through those practical hurdles that you'll find when you're doing this. That generally happens in week one and week three of the month.

Then in week two, we do Midmonth Mentoring. Midmonth Mentoring is where you get the opportunity to spend time talking to one of the mentors on an individual basis. You get one-to-one support.

The trainers get asked to do mentoring all the time. This is your opportunity to get that. It's 15 minutes, but it's all about you.

You give them a topic in advance. It could be a problem. It could be a challenge.

It could be something that you're learning on the program right now, something to do with cave time or the long game. You can have an in-depth conversation with them about how to help you in your specific circumstances. It's really, really high value.

All of the trainers in the community will be on hand to do those Midmonth Mentoring. That's how it works. What we've got lined up, this is what we've got lined up for.

Me doing cave time on the 16th of October. I told you about that earlier. I've done it for five years.

I'm going to help you do this, get you through those practical questions you might have for me and help you. Midmonth Mentoring, this month is going to be middle of the month on the 23rd of October. I think Josh is doing the program and Adam will be doing advanced.

They've got years of experience setting strategies. If you want to do a Q&A or you want to bring a challenge to the table or you just want to talk to them about how you do your long game, then I highly recommend you book onto this. If you go into the workbooks, there is a QR code right here.

You can book a slot. They go really fast. I had to recommend that you do that as soon as possible because they do get booked up and they do fall in the session.

If you haven't secured a place and you want to tune in and listen to it, I definitely recommend that as well because lots of people's challenges are the same, aren't they? You can tune into that, listen and learn from the Midmonth Mentoring. Then on the 30th of October, as I said earlier, we've got Chris.

He's an absolute legend when it comes to setting strategies and doing long games and planning his year. He does it to an incredibly high standard and he's going to be helping you on the 30th. That is Midmonth Mentoring.

Just to repeat, it's on a Wednesday at 12 noon. It will be about 40 minutes, so it's not really long. You've got to tune in for a short period of time.

It is recorded as well, but for most of you, the best thing is to just turn up, listen to it, learn what you need to learn and then ask the questions you need to ask and then it will help you with the execution. Right, we've got to the point in the day where I want to just ask you to get your phones out because I'd like you to pick out the feedback form that's on WhatsApp that's been sent to you. It should be a Google form.

We take feedback very seriously and we really hope you've enjoyed today. We hope it's been phenomenal for you, but we please want you to give us a score out of 10, so zero being really bad, 10 being world class, basically. That's what we want you to do right now.

Score us out of 10 and if you can, please give us some qualitative feedback as well. What could we have done better? What could we have done differently for this super event for you?

If we can implement it, we will do it as soon as we can. I'm going to just let you put some music on our deck for me, please. I'm going to give you a couple of minutes just to do that and then we're nearly done.

Google form, please speak to Bianca or Lauren. Please put your phone down when you're finished so I can tell people are done and dusted and then we can move on. We haven't got much more to do to cover, so we're nearly there.

Right, it looks like most of you are done. Hands in the air if you haven't done the form and you're still needing to do it. Just one, two, right, okay.

Let's stop it there, Dick. Yeah, okay. If you've had trouble with the form, please do it later.

The score is super important. It guides us to know how well we've done for the day, so it's really, really important. Thank you so much for doing the feedback.

We really appreciate it. Just to finish off, buddies. Now, for Advanced, with buddies, we have accountability partners.

Who here has really had a great accountability partner in the past on Advanced? Yeah, absolutely. It's a real opportunity for you to get to know someone in the network and to spend a bit of time with them.

We talked about it earlier about how important accountability partners are. For the programme, you have been allocated a buddy. Have you, has everyone checked in with their buddy and swapped phone numbers?

Did people talk to them? If you haven't, then please make sure that you do. After you've left the event tonight, in the Facebook community, Bianca will have told you who your accountability partner is if you're on the programme or if you're on Advanced, so please check them out.

Get their telephone number, contact them, and then what we want you to do is check in with each other. If you remember what Shiv said, on a Monday, share what your Sunday sanity is. On a Wednesday, give them a call at some point that works for the both of you and chat through how you're getting on, and then by Friday, sign off with each other and tell each other how you've got on.

What I want you to do is to challenge each other. Make sure you do Sunday sanity, so you should be chasing each other about posting Sunday sanity in the Facebook community before 10am on Monday morning. Make sure you all do that with each other.

Yeah, that's helping each other out. You need to do that. Then also, just make sure that you're checking in with each other and helping each other.

That's what you're there to do. Support each other, push each other forward, and that's what we want. This is a really important part of you being successful, and you will have some amazing chats with some of the people in this community because everybody is incredible.

I really look forward to that. Look out on the Facebook communities for your buddy. That's it, Property Entrepreneurs.

You have just done your first super event. For the guys on the programme, this is your first time around, your first experience of a super event. I hope you've enjoyed it.

Have you enjoyed it? Have you enjoyed it? Excellent, because now we're going to leave you to decide where is there.

You have got the next month, the next 12 weeks to really figure out where is there for you in the next one year, in the next three years, in the next five years. If you don't have the answer right now, that's absolutely fine. All of the exercises we've given you, all of the methodologies we're asking you to follow, they will help you get there.

They will make this possible for you. Please take it seriously. Get into the cave.

Go into it with gusto. Enjoy the process because how often do you get the opportunity to craft the life that you want to live in the future? This is a real gift that we're giving you here because this time next year, you will 100% thank me for it.

I promise you that. Success and failure are very predictable. We've heard that before, haven't we?

Get into the cave, ask the big questions, do the work, do the due diligence and you will have a fantastic four weeks. I can't wait to see you again in a month's time. Can we finish the session on a massive round of applause, people?

Woo! Well done! Happy!