**PEP 2025.01.07 Session 1 01\_Transcription**

[Rachel Davies] (0:20 - 1:50)

Ladies and gents, this is your two minute warning. Grab yourselves a drink, finish your conversations. We're live on stage in two minutes time.

Please take your seats. This is your one minute warning, ladies and gents. Your one minute warning.

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

Get ready to put your hands together. We're live on stage in 30 seconds.

[Speaker 2] (2:21 - 2:36)

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

[Rachel Davies] (2:44 - 13:56)

Hello, welcome back and welcome to Property Entrepreneur 2025. Happy New Year, everyone. Good.

Hello to the virtual team. I'll wave at the camera. They're off on the side here.

If anyone wants to wave at their smiley faces, you have to look at the camera. How was Christmas? Did you enjoy Christmas?

Yeah. Did you have a good break? Excellent.

It's so good to see you all. It's a very special day today, isn't it? It's awards day.

Who's excited? Hands in the air. Come on, who's excited?

Come on. Yay. Who's nervous?

Hands in the air. You're bound to be nervous. That's absolutely fine, but well done for being here.

Can I just say it's a big milestone day. It counts towards your accreditation. You've turned up, you've committed, you've written a presentation, you've prepared yourself and this is you making yourself accountable for the year to come.

Well done for being here in the first place. Congratulations to you all. You might have noticed this morning you had pre-allocated seating.

Bianca had been super, super organized, but there is a reason. Take a look around the table. This is your table, your accountability team for strategy day presentations and also for end of year presentations.

You are going to be in the same team. Take good notes. No bribes are allowed to be accepted.

I hope you like everyone because you're in it for the long haul. You know the drill. Switch off your phones.

We want you to focus on the content. Put all your phones away. Make sure you switch them off.

Put them in your bag. We need you to focus on the content and get lots of value today. You've got ample time in the breaks to connect with your phones.

Strategy day workshop four. This is your big day. This is about you making yourself accountable to your peers and standing up and telling us your story for the year to come.

It's very exciting because some of you here are going home with awards today. There's no homework or marquee homework this morning. We're going to get straight down to business because I know a lot of you will be having some little nerves.

We'll get that nervous energy out and get you rocking very, very soon. Where are we in the seasons? Let's just do a little quick recap.

We are in winter now. You have done autumn. Your strategies are signed, sealed and almost delivered.

It's time to get winter nailed now. It's time to do that using the winter hit list blueprint. We get our winter nailed.

It means we can step change in the summer. We don't want another year of organic growth. We want you to massively step change your business in 2025.

This is how we do it. Adam will talk to you about this in future sessions, but we call it a hard winter and then an easy summer because you'll get all the results you're looking for if you work hard this winter. Where are we in the methodology?

We are already here. Can you believe it? We've decided the race track that we're going to race.

We've put the race strategy in place now. You're on strategy day here, but you'll be doing strategy days with your team this month. Then we're moving into the pit stop.

We're going to put the car in the pit stop. We're going to rebuild the engine of your business. We're going to build out this new business that you've got a plan to achieve in 2025.

That's what we're going to be doing in winter with our heads down, working really hard. Then come the spring, you're going towards your next part of call, which is the AGM. You're going to test drive all the systems and the processes that you've built out over winter.

Then you're going to bring on some extra capacity, warm the tyres, test out all those processes, test out all those systems, and then go full speed ahead into the summer where we open the taps, run the best sales season we've ever had, and have our championship season. That's where we're headed methodology wise. Where's the next part of call?

After strategy day, you're going to be working on your AGM. AGM stands for Annual General Meeting. This is where you will formally announce your business plan to all of your team members, your stakeholders, your investors, your teams.

They need to have a plan from you that's printed, that's a very clear direction of where you're going. This is so that you can get them enthused, take them on the journey, keep them motivated to stay alongside you. In session two, I've got a really exciting opportunity for you to help you fast track your business plan, so listen out for that one.

That's what your year is about. Remember the business year runs from April to April, so that's why you'll be formally announcing this in the spring, so that's where we're headed to next. Workshop four, strategy day.

It's time to bring it all together in session one and showcase all of your hard work. Session one, ladies and gents, is on your strategy day presentations, and that's the round table that we're going to go into shortly. In session two, if you want to step change your life and business this year, then there's two key tools you'll need to succeed.

One is time tracking, and the other is prime time. Use both of these tools and master them, and you're going to have the most productive winter you've ever had. Session two is your secret weapons for winter, so you're going to learn some content in session two.

Then session three, it's the awards, it's the finals. Let's see who's on their AAA game in here today. Let's find out who the best in the room are.

Session three is your strategy day presentations and the finals. That's the shape of the day. Are we looking forward to it?

Are we looking forward to it? That's it, stay with me. We're going to get straight down to business now, but before we do, I just want to run you through the logistics of the day, so you understand how this morning's round table is going to work.

First things first, I've said this to you before, you have 10 minutes to present. When the 10 minutes is over, I will stop the clock, and the person talking will have to stop. We need to move on to the next presenter.

If everyone can look at the back of the room, that's the clock. In your tables, if you cannot see it, if you cannot see the timer, we'll make sure that you can see your timer on somebody's phone. We'll sort that out shortly.

We're going to appoint team leaders, and they're going to help you with that. You need to know the countdown, you need to be able to watch the clock as you're presenting. When we finish the first round of presentations, we'll move on to the second round, and there'll be a 30-second changeover for each presentation, so a handover where we move on to the next person and get them ready.

In a second, I'm going to appoint, or you're going to appoint a team leader for each table. You decide between you who the team leader's going to be, and then they're going to be responsible for helping me do the changeovers and keep managing people to time. That's what the responsibility of the team leader is.

Then you're going to get a one-minute warning from me. When we get to the ninth minute, you'll hear me say, this is your one-minute warning. That tells you that you've got to wrap up within 60 seconds.

Then the clock will reset, we'll do the changeover, and the next person will present. Team leaders, the ones that we appoint, you will be responsible for helping me manage the clock, manage the changeovers, and making sure each presenter is ready to go. What you'll need to do for that is every time your presenter is ready to do their presentation, you'll need to raise your hand and let me know that your table is ready to go so that I can start the clock.

You're going to keep me to time. I want you to listen. I want you to take good notes.

This morning, it's really important that I want you to be a good student because you are in this team together now until the end of the year. Take good notes because you might need to look over them when it comes to the end-of-year presentations. Now, let me just highlight what you need to look at in the workbooks.

If everyone can turn to page eight to 17. These are the speaker notes right at the beginning of the book. You'll see there's lots of spaces to write notes.

What you'll also notice is there's a QR code at the top of the page. I'll talk to you about voting in a second. At the bottom of the page, there is a scorecard.

I'm going to walk you through this scorecard now just to give you some top tips for making judgments on presentations. The scorecard is out of 30. I want you to mark people out of 10 for their clarity on their strategy.

Have they got a well-aligned strategy? Does it fit well across their headline strategies, across their year of, their personal and professional objectives? Does it make a lot of sense?

Is it well-aligned? Is it clear what they're trying to achieve? Do you think they've presented that well?

Tangible targets, are they specific? Are they measurable? Is the outcome obvious?

Are they going to step change as a result of hitting these targets? Are they stretching themselves? Mark them out of 10 for that.

Then delivery of presentation. How well did they deliver the content? How well have they presented the content?

Is the imagery good? Is the way they delivered it good? Did they tell you a good story?

Did it make a lot of sense as they went through the presentation? Can you tell that they practiced and put a lot of work in? That's delivery.

By the end of you listening to that presenter, you should have some notes and you should also have a score out of 30. It's going to help you decide at the end. Does that make sense?

Yes. Fab. You're going to want to clap at the end of everyone's presentation because everyone's put so much work into this and I'd really love you to be able to clap, but please don't because somebody else somewhere, just a second Nina, is trying to finish their presentation because some of you will finish at different times.

Please, can you just give everyone a thumbs up and a big smile at the I know it's a little bit awkward, but the clapping can put someone off on another table. Help us do that if you can, please. I'd be really grateful.

Then voting when finished. You can see at the top of the speaker notes there's a QR code. Please, even if you think you've absolutely smashed your presentation, do not vote for yourself.

If you think, God, I nailed that. I absolutely nailed it. Please don't vote for yourself, vote for others.

I love that nervous laughter. Let's get it all out. Please vote for somebody else.

You're voting for the best presentation on your table. That's what you're doing. After four presentations, we'll go through four rounds of presentations and then I'll take a break.

It's just a quick toilet break. Don't get distracted by the coffee table and don't chat to people. Go to the toilet, come straight back because we've got another two rounds of presentations to do.

Just remember that. Come straight back, but I'll tell you when the break is happening. Then winners.

When you have voted and we've collated the votes, there will be a winner on each table. They will go through to the third round. The third round is on this stage in session three.

Does that make sense? I'm now going to select some team leaders, but before I do, Nina, I'm going to ask questions at the end, if that's all right. You all right now?

Excellent. Now it's time to select team leaders. Table one.

Where's table one?

[Speaker 2] (13:56 - 14:00)

You need to move people from here to another table because there's nine.

[Rachel Davies] (14:00 - 20:54)

Yeah. If you do that, let's just move people around and then we're going to do team leaders. Talk amongst yourself about who's going to be team leader on your table, please.

It's good. Better chances of winning if there's less of you. Yeah.

Right. Can everyone settle down, please? Thank you very much.

I want to keep to time if I can. We're now going to select team leaders. Table one.

Who's going to be your team leader? Marion? Yeah.

Marion, you need to raise your hand. Just keep your hand in the air for me. This is a little bit of an exercise for the team leaders.

You've got to keep your hand up so I can see who's who. Table two. Who's going to be your team leader?

Say your name. Gerard. Gerard and Marion.

Team two. Excellent. Table three.

David? Yeah. That's table three.

Table four. Say your name. Thomas.

It is Thomas. Thank you. Table five.

Rob. Thank you, Rob. Table six.

Simon. Thanks. Sorry.

I've got a really bright light in my face. I can't always see. Fantastic.

Team leaders, can you raise your hands again? Let me see you all. We've got Marion.

We've got Gerard. We've got David. We've got Rob.

I'll go with whoever. Simon and Thomas. Thomas and Rob.

Oh, haven't we? I'll get there. I'm getting you two mixed up.

You look so similar. We've picked our team leaders now. Team leaders, just to recap your roles, you will need to keep the presentations on the table to time.

You're going to be helping me stop and start the clock because we need to do the changeover. Make sure someone is getting ready doing the changeover for me. When your table is ready to go, you need to raise your hand for me so I can look and see that six hands are raised and that I know that everybody is ready to go.

Then we'll start the clock. I don't want to start until people are ready, so we've got 30 seconds to do that changeover. Team leaders, do you understand what you need to do?

Yeah. All good. Yeah.

Fantastic. Okay. If your table finishes early and there's still people presenting, can I please ask you to stay quiet?

Do not start talking amongst each other because somebody's trying to present, if that's okay. You can actually go and watch somebody else's presentation if you want, but try not to disrupt things too much. Just keep quiet.

Generally, it's best to maybe look at page four in your homework book and that you can mark your homework from last month. That's something to do if your table finishes early. Does everyone know what they're doing?

Does anyone have any other questions they want to ask me at this point? No? We all okay?

Everyone think they know what they're doing? Right. Fantastic.

Key sentiment from me before we get started, this is all about you. If you're feeling nervous, just remember to enjoy the process, enjoy the journey of telling your story because this is what you're going to go and achieve this year, so well done to each and every one of you for being here, committing to this and turning up and getting your strategy day done. You are now going to make yourself accountable, so well done to just being here and all of the work and all of the effort you've put in to get your presentations done.

Virtual, you guys, very best of luck. Hope it goes well. There's a thumbs up from me.

Katie will keep you to time and on target. This is all to play for, guys. Each and every one of you here could go home with an award today, and we've got four awards to play with, so remember that.

It's all to play for. You've got the strategy now. You've just got to get through this session, so best of luck.

Let's make it count. You can all get an award. Right.

It's ready to start, so can the team leaders now get the first presenter ready? Just decide how you're going to do the presentations. Go clockwise or anticlockwise is my suggestion, but can you decide who's going first and get them ready to go?

It's got such a bright light in my face. Team leaders, put your hands in the air when your team is ready to go. Thomas, is your team ready?

Behind you is a massive bright light. Brilliant. If you cannot see the timer, make sure your team leader has a timing clock on their phones facing you, if you cannot see the timer.

Use your Apple phone or your Android phone. Are we nearly ready to go, folks? Marion, are you ready?

Thomas and Marion are ready. Keep your hands in the air. Keep your hands in the air.

Thanks, John. David's ready? Right.

Simon's ready? Rob, is your team ready? Right.

So, Marion, are we all ready to go? We're ready to go. Now, time to start the clock.

So, good luck, everybody. Three, two, one. Off you go.

First round.