**PEP 2025.01.07 Session 3 01\_Transcription**

[Speaker 11] (0:00 - 0:02)

In three and a half minutes, take your seats.

[Rachel Davies] (0:37 - 0:43)

Ladies and gents, grab yourselves a drink, finish your conversations. We're live on stage in two and a half minutes' time.

[Speaker 11] (1:28 - 1:29)

We're live on stage in two and a half minutes' time. Ladies and gents, grab yourselves a drink.

[Rachel Davies] (1:29 - 2:01)

We're live on stage in two and a half minutes' This is your one-minute warning, ladies and gents, your one-minute warning. Please start taking 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 9] (2:33 - 2:49)

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

[Rachel Davies] (2:52 - 7:02)

Marvellous. Good lunch? Enjoy it?

For some of you, was it really stressful? Others of you, really relaxing? The joys of being in the finalists were fantastic.

Right, just before we get stuck into this very exciting session three where we go through all the finalists, I just want to give you some little reminders. Has everyone picked up an affirmation board that we're supposed to today? If you had one delivered, have you got it?

Because we've removed everything from the corner. That's great. If you still have to do your affirmation board, remember the deadline is the 13th of January.

If you haven't set it in stone, you haven't done your affirmation board, I've seen some fantastic pictures today. David, yours is my favourite. Honestly, if you wanted to have a look at David's vision board, it's absolutely fantastic.

The jumper, Katie, where is it? Back in the bag. You want to see Katie's jumper?

It's amazing. Get your visual manifestation of your year, have it on your desk, put it on your wall in your office. They look really good after a few years.

You've got them all over your walls. It's the next chapter in your book. If you haven't pulled the trigger and got your affirmation board, get it done 13th of January.

Then this one's one for you to think about. In May, we have got a VIP experience for the Blueprint. Who came on the last VIP experience?

I know there's a few of you in the room who did. I remember it. Really great experience, lovely venues here, but it's quite a close, intimate group of people, and it's a really fantastic experience.

Just something for you to think about. Who in your network do you think would benefit from going through the Blueprint process that you went through? That's the three-day event.

Who do you think in your network would really get a lot of value from it? Who can you send on? Just have a think about that, because we're going to give you a financial incentive for them and a financial incentive for you to do it.

Have a think about who's in your network. This is just to get you thinking about it now, because we're going to be talking about that a bit more in workshops to come. This is the moment we've all been waiting for, the very exciting finale.

I hope you're all ready. In terms of notes in the book, let me talk you through the logistics before we get started. Later on in the book, there are several pages we've got on this.

I think it's 33 to 39, somewhere around that. This is the speaker notes for the final session. Everyone got those at the back of the book?

Let me just show you. Here you go. Right at the back of the book is another set of speaker notes.

That's for the finalists. You're going to go through the same process with this. You've got the QR code at the top.

Remember what Bianca said earlier, any QR code works for all people. Then you've got the scoreboard. Again, you're marking them out of 30 on their clarity over their strategy, their tangible targets, delivery of presentation.

The same kind of concepts we talked about earlier on today. That's what you're going to be doing. They have 10 minutes, the same as you did this morning.

Please, lots of people who are coming up onto this stage, it can be quite overwhelming. Please give them the attention they deserve. Put your phones away.

Make sure you're not looking at anything work-related. Give them the attention that they deserve and give them massive rounds of applause when they come on stage. It's really, really important.

We give them all the encouragement they need. Does everyone know what we're going to do next? Everyone happy with that?

We're going to bring everyone up. I think it's in alphabetical order. Without further ado, I'm going to bring up the first person to present, the first finalist, which is Kat Settle.

Where's Kat? We've got a mic for Kat. There it is.

Sorry. There we go. Are you ready?

Listen, just before you get started. Just before you get started, we're waiting for this to be loaded up. Is that ready?

We're just having a little technical fault. Just bear with us a second.

[Speaker 10] (7:05 - 7:22)

Take a deep breath. Take a deep breath when you're ready. Afternoon.

Clicker. Thank you. Is it the green one?

Hang on, let me show you. You might have to put the timer back for me again. That's all right.

[Rachel Davies] (7:23 - 7:23)

Behind you.

[Kat Settle] (7:24 - 17:38)

Thank you so much. Good afternoon. Adam, you dress so nicely for us all.

It's lovely. Good afternoon. Before I click into this, I just want to give a tiny bit of context.

I came into the program. You might remember some of the things I said. I was kind of, I'm going to go big.

I'm going to go for these big targets. Actually, it was Adam. He had a conversation with me about it and about how I was currently working with quite a lot of leverage.

It made me sit up, pause, and think again about what was actually true for me and what really mattered to me. After quite a lot of soul searching, this has become, for me, an incredible year ahead. It's a year of cherished moments, which might not be what you're expecting.

I want to give you an explanation as to why this is so hugely important to me. I hope you'll get through it in one piece. When I was 25, I became pregnant.

It wasn't expected. It was, perhaps in my family's eyes, quite irresponsible and reckless. I had a huge decision to make.

I made the decision to carry on. By four months into that pregnancy, I was single. I raised my daughter, Dana, as a full-time working single mom in quite an isolated situation.

I will hold this together. What that meant was, for her, she was a child that was raised in nursery from being four months old, full-time, dropped off at breakfast clubs at 7 a.m. and picked up from after school clubs at 6 p.m. I worked incredibly hard to provide for us both, but I sacrificed immensely. I can't ever get it back.

The reason this is so important to me is because we have amazing things in the year ahead. I'm going to tell you a bit about that now. My daughter, Dana, is now pregnant at the age of 25.

Married, doing it in a much better way. I'm going to become a grandmother in June next year. My huge thing here is about being present and being with everyone and really seeing the joy of love and life and capturing that with her through a scrapbook of at least 40, I'm sure there'll be more, moments that tell that story but keep it forever.

That's really important to me. That's one of my personal objectives. My second one, don't tell me second, is I am going to say yes this year.

It's been coming. We know it's coming. It's not that I'm fantasizing about it.

It is going to happen. Whilst that might seem like I've got an objective landing in my lap, no, it's massive. I met Paul when I was 18 and fell in love with him in the summer of 1991 and then we parted ways.

He found me again in 2021, 30 years later, and we fell in love again. Again, we've missed 30 years. This is why time is so important to me.

My third objective, personal one, now that I've found skipping, is to finally lose the weight. This one scares me. I haven't lost for years that I've been determined to lose and to skip my way right the way through into my 90s, live a long life, so long life loading, and get rid of those 19 pounds.

That's a lot. I've said it out loud and now I can't fail at it. There we go.

It's out there. Moving into professional objectives, a big thing for me is about mindset. That's because by the time my daughter was 14, having been thinking about going into property for absolutely forever, there's loads of people do that, I know, and stopping myself through fear that it would go wrong, I would lose everything I'd worked so hard for.

I finally got myself into a three-day property training room and there was a quote in that three-day workshop that changed my life. You know the context. The quote was, fear is temporary, regret is forever.

So I took the plunge, I refinanced my house, I borrowed money off my dad. That's a very keen way to get keen about what you're doing. It's a one-way ticket at that point.

For the last 11 years, I've invested in property, but to do that successfully, I've had to really work hard on myself to overcome the kind of things that were getting in my own way. As a result, I've developed another business, which I'm absolutely passionate about, which is enabling other people to thrive by getting out of their own way, setting clear goals, having clear actions and skills, like we're learning today, being accountable, and making great progress. So my professional objectives, I take very seriously.

They are about my growth. Two of them, the first two, are about how I lead that business and create a really inspiring message. So I've got some clear targets there.

It's about my team seeing me as the person that energises them and keeps them on track with our goals, actions, and our KPIs. It's also about how I further grow my audience. That's really big for me, with an irresistible message, no less.

That's about helping more and more people get involved and do things that are positive for their own progress so that they thrive. Now, the third one, again, is the one that scares me. This is a bad habit I need to kick and something behavioural that I need to change.

These are my actual stats, 11,240 emails in my inbox today, with 4,163 of them unread. It's not about the emails. It's about what I'm not doing and how I'm not showing up as a leader of myself in that pattern of behaviour.

So that's really scary for me, to be able to get that down to 500 or less, which is a working amount for me that works, and clear that every day. So that's a real big challenge for me. So that takes me into my year.

Just to remind you of the context, I want growth, but time is my most valuable commodity. So my year is about leverage, leveraging other people, technology, resources, collaborations. I've got collaborate to accumulate.

And this works across supporting objectives in my mindset and workshop training, coaching type work, and my property work. So my first one is, I subscribe to success. So I'm looking at how I create subscription services, which means that the work that I'm doing is more automated.

The cash flow is coming in a bit like it does in property. So I've set myself a target to get 100 subscriptions this year. I hope I can smash that out of the park.

I don't think I've gone too low, because it has taken me a really long time to get 17. So I've got to change what I'm doing, and I'm figuring that out. But that's the target.

I also want to be able to reach from the beach. So for the first time, I'm going to do something evergreen, which means it runs by itself. You can buy it and consume it at your own pace.

And that allows me to be anywhere doing anything with a future grandchild. And then finally, I work in a very leveraged way on flips. So I've got great business partners.

I raise the money. I'm good at that. And then they find the deals and project manage and do the work.

I just want to get another two over the line. I've got one selling, one to go to market, another two to go over the line. Small profits for me, slow and steady, but a nice bit of cash in the bank.

So my distribution, I thought long and hard about this. This is a five-day week, just to be absolutely clear. This is my Monday to Friday.

And I did think long and hard about putting this, the family, into the mix. But then I thought, no, that is what it's all about for me. It's about time.

So if I've got just that half a day, at least minimum, committed every week to spend with Dana, pre- and post-pregnancy, then I have to organize myself to achieve some of that other leverage to make that a consistent thing for me, and then turn it into perhaps a day next year and so on. And then it's really easy for me to distribute my time, energy, resources, and passion between the other two. So that's representing the property stuff and the coaching stuff.

So at the moment for me, I feel very grateful that the top of that tree enables me to grow the other business. So the reason I put a heart at the top on the asset base is because it's more than the properties. That's about time.

It's about quality of time. And I think time is the biggest asset you can have. It's the most valuable asset you can have.

Outside of that, I've got boosting income through what I'm developing. It's a slow start, but I expect it to grow significantly next year. And then the flip profits.

I've got really, really clear targets to go for. And then in terms of reward, some of it is on the way. And I had said this on our table, I don't buy into, now I'll do all of this so that then I can have that.

I've learned that lesson, so please benefit from my 51 years of wisdom of the younger ones amongst you. So I want the reward in time, not at a final destination. I want it on the way.

So the time bit's really important to me. And the other bit is just for me, this is an incredibly expensive health club, 10 minutes away from my home. It's absolutely beautiful.

And not only do I want to be paying for that, I don't want to have any argument with myself if I don't go. So actually, if the swim today did cost £250, I'm going to live with it. So those are my rewards.

Thank you very much. And how long have I got? 30 seconds.

Shiv said, ask for what you want, ask for what you want. So I am open to talking to people about JV partnerships for buy and sell. So not long term relationships, but flips.

I'm also really keen to speak to anybody who's got access to another audience. My main audience is property investors who want the mindset stuff. So I'm looking to expand that.

I'd like to be able to stand in front of one more big audience and then look to do the rest through podcasting and so on. Thank you very much for your time.

[Rachel Davies] (17:38 - 18:05)

Let's give her a massive round. Fantastic. Incredible.

Incredible presentation. Well done, Kat. Thank you so much for that.

Wasn't that great? Yeah, absolutely fantastic. Right.

So who have we got next? Number two, Dan Nash. You coming up?

Give a massive round of applause everyone. Right, let's get him set up. There we go.

[Speaker 6] (18:13 - 26:09)

I'd like to say a quick thanks to table six. I think it was totally unexpected. There's a couple of ladies over there who've been on a better journey than me.

But however, Kat, mine won't be as heartfelt as yours. I think Adam said in the blueprint, we're all capitalists. And mine follows that theme a bit more.

So my year off is peak performance. And I actually stole this from Chris Dornan from Midweek Mentoring. And it was kind of basically getting me to the best place I can be.

So I kind of used a bit of a strap line there of the best Dan can be in family, fitness, and fortress. So I class these three pillars here. I'll come out of the way a little bit.

Family, fitness, and fortress. If I can get those right, then the rest should fall into place. That's my theory.

Okay, so we've gone personal objectives. So a lot of people in the room, family focused. I want to get this strong home life.

In practice, the wife said it's not just about the kids or you. You've got to remember her in it as well. And ask how her day was and what she's doing and her activities.

So that was a little thing to pass on. My targets are lesser learned. My targets there are at least two family Sunday activities a month.

I think hopefully it should be more than that. But I've got a young family, so that should work. Worthwhile workouts.

I'm a bit guilty of once I've done a workout, not really properly sweating it out or getting involved. I had a fitness coach about a year ago and got down to 108 come some beach time, but then I've let it all slip and enjoying life a bit too much. So I think 108 kgs is the weight loss goal for fitness.

And maintain it all year and then be holiday ready. So whether that be ski fit or beach fit, that's the fitness goal. Know your number.

That's quite pivotal for me really. It's kind of completing, like Rachel said, the personal cash flow management. I'll be honest, I haven't really got an idea of how much money is going out the door.

So I really need to start being a bit more strategic on that one, to be honest. And then obviously learning what my number is. David mentioned I'm reading the book Enough as well, which is brilliant.

And I'm about a quarter way through that. That seems a really good place. I need to know why we're doing all this really.

And then that will link to the financial fortress piece. Professional objectives. So road to CEO is my first one.

I run a commercial glazing company. I do cover a little bit of that in the next slide. So management dashboards are hopefully the way to achieve this.

So financial operational, sales reviewed monthly, and then data action really. Second one is protecting my time. I want Tuesday to be that focusing on the business.

I've actually named the Nash economy, which I'll cover on the next slide. A bit cheesy, but it kind of works. And that's the bigger picture of kind of my investments and my trading company investments.

It's linked to the financial hierarchy as well, or the wealth hierarchy. I'd like to book kind of a Tuesday for that. So earmarks kind of where I do my development, my kind of personal development, and obviously business focused on that.

Last one, leave work at the door. I think we're all a bit guilty of kind of like taking it all home. So I'd like to do kind of complete a PA, end of day check-in, and a brain dump to clear the mind.

I was saying to my table so many times in the development journey, I've been on the phone to solicitors whilst bathing the kids, nearly dropping the phone in the water. So that's not good. The wife gave me a load of grief for that as well, to be honest.

And that's not what we're doing it for, to be honest. So this is what I've named the kind of Nash economy. So then, so my journey on Property Entrepreneur, I actually came here to focus less on my trading company, more on kind of investments, profit play assets.

But I've actually done a bit of a U-turn through this kind of system and process work, and then kind of realised that the cash flow is, I mean, it's been my, so it's a commercial glazing business. We specialise in glass partitions. I've got around 30 staff and it's been the family business for about 40 years.

I took it on about eight years ago and I do enjoy it and it's luckily to be successful. I've been able to, we've been able to generate profit, pass it up to the holdings company and that's enabled my kind of property journey. And as properties got harder, me and Ben were talking in the break and we're advising anyone not to be a property developer at the moment.

So basically, funnily enough, my interest has flipped back to my trading business where I can focus on that cash flow. So again, like I say, but we still are, money goes up to the holdings company. It comes into the SAS pension.

We invest in development company through, we've bought mom out the business and she's investing as well. So a lot of the journey, a lot of the journey of the money we make interest here come into the development company. We just exited an office to residential conversion and we're on two new builds at the moment.

That's my part-time job, as well as being family. And then I've got a resi, a kind of resi portfolio of about three by two let's and a commercial and that's kind of the asset play. So I'm kind of profit or just in the profit play at the moment, really looking to build the assets into the financial fortress, probably a bit more commercially focused, trying to find that quiet life.

As I say, it's a bit, it's a bit manic in my life at the moment. So yeah, so my, my split really is 70% Nash Glass. That's that cash flow in trade in business.

20% is BN developments. Give us a follow on Instagram. That's going to show our developments and obviously that Nash economy and that will, that build the profit play and look for that future financial fortress piece really in growth.

And then the last one is also the VRT property. That's me and the wife. That's where we kind of grow again, grow in that asset.

And well, I hope, well, the brilliant thing, I've just got a PA, which is also dealing with the problems from a rental portfolio, which is amazing leaking showers. She's dealing with that as we speak on my WhatsApp, which is something I haven't got to do, which is amazing. Okay.

Headline strategy. This is for Nash Glass. That's the trade in business.

So this is kind of drive by dashboard. So obviously a business driven by numbers and data. We've been very fortunate to be successful.

And, and I've said people in this room with Josh and other people can't believe we haven't got the dashboards in place and we've been running it for this long and been successful, but that's the kind of, that's my goal for this year. So top class accounting. Um, I am working with ultimate FD.

I know he's not here, Josh, but there's a, there's a plug for him on there, but that's the kind of basic put in that dashboard in place where we do a monthly accounting review to, to like obviously monitor that P and L and bottom line type of thing. Um, the pit wall crew, I've named it, that's my senior leadership team. So that's building the guys across operations, finance and sales to help me kind of obviously run the business.

Um, and then I can step away and focus a bit more on kind of property investments, et cetera, assets. And then obviously also getting them to work on the dashboards. At the moment I've got to drive it.

I'd like to get to a point where they, this year where they can start coming up with ideas, running meetings without me, hopefully. Um, again for the trade and focus on quality, I've called it the perfect race. And this is all about project delivery really and getting the installations correct.

So operation, the target for that is operations at 90% project delivery right first time. And this links to kind of customer service. Um, it will be bottom line cause you're delivering it, repeat business.

And obviously the world, the world goes round really from that. And the final, the last one was obviously my reward. Uh, Kate trumped me cause she, she said the lap, proper lap land, but this is a bit like budget lap land and it's not that cheap.

But then I said, look, but however I said, to be honest, I'll, I'll take the kids skiing as well. And then so the, uh, the budget allocated to lap, lap your land UK and the skiing holidays enough really that can meet Sandra in the UK and see some snow when we go to the Alps. So, and that's me and everything.

We're a bit quicker.

[Rachel Davies] (26:13 - 26:27)

Well done Sam. That was absolutely fantastic. Thank you very much.

That was fantastic. Such a great presentation. It's looking good.

How are we going to decide? Right. Next up is the lovely Danielle.

Please give her a massive round of applause.

[Speaker 7] (26:43 - 34:18)

Sorry everyone. I'm going to use my notes. Hi, I'm Danielle Saunders and wow.

What an AI has made me rather more glamorous than I actually am. But as you will see, it suits my year of rather well. So my long game is geared very much towards a life by design.

My husband is a farmer who works 365 days a year. Um, and um, my goal basically is to secure the financial freedom of our family farm and help my husband retire from the day to day running of the farm in eight years time. It's all about personal development, making the most of farm life, being a great role model or whilst working on our financial fortress.

But for now, my year of is becoming her. Yeah, you see glamorous, even out walking the dog. Um, this represents the very best version of me.

In 2019 I left employment and with two young children I entered into property investments. Life was chaotic and I became very reactive in all aspects of my life and business. This year I want to reign everything in and become organized and proactive.

I hope you will see how my year of also resonates through my headline strategy into the distribution of focus and my wealth hierarchy. So being the best version of me basically means getting my shit together. So target here is to clear one box of clutter every month.

I did think about having a percentage on this. Um, but with all the kids toys, the baby clothes I still got, uh, clearing one box every month is a really clear goal for me. Secondly, step up to her.

I'd love to get a puppy this year and that will mean I'll have to prioritize fresh air and exercise. That hour a day will be great thinking time, something that is very crucial for my mental health and my business acumen. And finally, nourish to flourish.

Um, I have a condition called lipidema, which is characterized by an abnormal buildup of fat in the lower half of the body. It cannot be removed by diet and exercise alone, and it's a progressive condition. Um, so for me eating a vegetarian three days a week will be a really good foundation for my health going forward and help slow the progression of the disease.

Professionally, getting my shit together also extends to my business with tidy desk and tidy mind. I'm going to allocate time in my diary each Monday, Wednesday and Friday to planning, checking and finishing my workload and also the same routine with my two VAs. My aim is to follow this new routine 80% of the time, and that's going to be a real step change for me.

And in business, being her also extends to raising my personal brand. I enjoy public speaking or not. I'm shaking so much this time.

Um, but I'm not a natural network or one on one. I prefer to sit back and listen and get to know people a bit better. So attending 12 meetings and building my network is actually out of my comfort zone and following on from this, my network I know is my net worth.

When I chat to someone, I'll have a really good conversation, but I never follow it up and I'll forget all about it. And there's no point going to these networking meetings or even being in the room with all of you if I don't follow up. So two zoom meetings per month is crucial to building that network.

So if any of you want to sign up, please let me know. So this leads me on to my headline strategy. Having completed Simon's property mastermind where I finished as a top performer, I've spent the last year in the fast lane and the business is all over the place as a mine.

Two years ago, I quite fancied being the next Dan Hill, but I quickly realized that's not what I actually want. We've created a very nice lifestyle business over the last few years. So the big question during cave time has been, how do I keep moving forward without facing more burnout?

So my headline strategy is quality over quantity. For some time now, I've had a very clear vision in my head of leading a team and creating something really exciting. However, I've battled with the fact that I don't want a big business.

So how can I do this? Well, I'm going to be her. I'm going to be a leader and bring in the professionals, such as architects and project managers, rather than employees.

And leading a specialized supported housing project suits this strategy very well, whilst providing much needed care in the community in my local area. So the target is to secure one SSH project in 2025 with a minimum cash flow of £2,000. But this doesn't rule out other deals, and we're going to find the needle in the haystack and only do the best deals.

That means no money left in, or 15% ROI, or a cash flow of £1,150. Finally, systemize to realize the potential and upgrade our existing holiday let with a new kitchen and bathroom. We're going to have automated bookings and check-ins, world-class service, and five-star reviews.

This will give us a target of £1,500 in cash flow, which is 50% more than now. So being part of her is creating amazing routines and systems. So my time is allocated as follows.

70% managing our existing projects and pursuing more deals. 20% working on my systems and routines, diary management, and measuring against my targets. And 10% working with my VAs, delegating and training by using Loom and SOPs.

I've been really honest with myself, and realistically I have about 12 to 14 hours a week for quality work. Basically it's four days a week whilst the kids are at school, and I also work part-time in a hotel. So 10% isn't a lot, but it will help to keep me focused.

My wealth hierarchy is far from perfect, but for the first time I can see the wood for the trees and I know my numbers. For cash flow, we need an additional £1,150 per month to clear our baseline survival number. An extra £960 puts us into the comfort bracket.

For profit play, we have two fantastic flips this year, one which is set to make a staggering £200k profit from a £20k refurb. This will really set us up for acquiring assets in the future. And as per my headline strategy, securing one specialised supported housing on a 25-year lease will generate more than comfort level on cash flow, whilst also having a very valuable asset.

So Christmas 2024 was very frugal after putting every penny we had into the deals over the last year. So my reward for Christmas 2025 is splashing some cash, spoiling each other and the family. I remember Adam saying during one of the workshops that property entrepreneur believe you can and should have your cake and eat it.

And 2025 is set to deliver a big fat cake. Thank you.

[Rachel Davies] (34:26 - 34:36)

Wasn't that good? Right, the competition's hotting up. Right, who's next?

We have got David onto the stage. Give him a massive round of applause.

[David] (34:56 - 44:59)

This, thank you all for paying attention, guys. I know it's a long afternoon. This is my strategy day presentation for 2025.

Just before I get to the long day, I just want to go back a few years so you can see exactly how we got here. So the only time I've really ever started to think about what do I want to do with my professional life was when I first qualified as a doc. And I really love sport.

So I thought, how can I find a way to marry the two? So finding a mentor, working hard, I managed to find a way to get to my dream professional life. And I worked in sport.

I worked in county rugby. I worked at Wimbledon. And I worked in my dream job, which is in the Premier League, elite football.

So I did this for 11 years. And as you can imagine, I was on a treadmill. So I was on a treadmill doing this in my NHS job, my other half team.

Her job's even busier than mine. So it was crazy. For me to actually have some cave time and think about what I want to do with life, I had to break my foot.

So I had to break my foot. And I sat at home for about four to six weeks on my Jack Jones. And I really started thinking, you know what?

What do I really want to do with life? So I started doing some of the things from the bucket list and created a longer list. Makes me think now, if I knew about PE then, I probably would have done other things.

But no. So what happened is that I got back on the treadmill as the bones healed. And then as you do, you just forget about things.

You get on to the usual nature of things. Now, it was one event that made Ting and I think, you know what? We need to have more control of our lives because our lives are OK as they were.

But we didn't have control of our time. And that event was in 2021 when my son was born. He was born three months early and he was in ITU for six weeks.

Now, for me to get six weeks of work, even when I break my leg, I was back in five. So for me to get six weeks of work was unheard of. So two weeks, yes.

Then there was so much friction that I thought, you know what? There needs to be a better way. And bless it, poor Ting.

She was back at work in five months because they needed her position at work. So we thought, you know what? We need to really create a different kind of lifestyle.

And so we had a lot of time thinking about all our dreams and we'd never, ever formalized it. Which is why the cage time was really important for us, because we managed to put a lot of our dreams down formally. You can see a lot of pictures of us and there are so many things that we've wanted to do.

But this arena has given us a way of trying to construct that into a formal plan as we have here. Now, there's lots of things there. This year's about the cash flow.

But I just want to point to just a little thing. I know Dan Norman's left, but one of the ones was next year of the dog on the fourth column. And that's not a year of indiscretions.

That's just a case where next to that is making a difference. And that's one of the family traditions that we're going to set up as a family, where we're giving back and volunteering locally. Now, when we were sitting in one of our cave times, we just came up with this movie title straightaway, Ready Player One.

For those who haven't seen it, it's about this guy, Wade, who is chasing this ultimate prize. And he discovers lots about himself and relationships on a journey onto that prize and not giving up on his dreams. It's basically what it's about.

And that came to both of us at the time, which is why when we're here on this journey, it's about us resetting everything and restarting. And it's about us on our journey. And we're planning this.

And we have got some help from down below. You might notice this little chubby Chinese kid here just changes next to the badass Sarah Connor. Now, the idea of that is that this is the platform that's going to help us to achieve our dreams.

So we're resetting everything with some structure. Now, personal objectives. Over the last couple of years, we have sacrificed a lot of things.

So we've sacrificed time on the weekends, blurring work and personal lives. So we haven't had enough time with little man. We had definitely enough time together.

And for the first time in my life, for two years, I've really neglected my health, which I don't normally do. So all of that has to change. There has to be clear boundaries everywhere.

No set work for Sundays. Period. Clear boundaries.

Secondly, 12 days. We've already done one already. So 12 days this year and two family holidays.

And this is about 12 years ago. This is the only time I've ever run. I only run when I'm playing sports.

So that was a run for Age UK charity. I'll be doing half of what professional footballers do. 5K each match.

I've rejoined my team. Just before I move on, I just wanted to touch on this picture. This is my son Daniel and the dog Sammy.

Last year, June it was, I think, he brought this little snail, Sheldon he called it, brought it home. And he was told that he had to journal it over the weekends. I thought, what's all this journaling rubbish?

You know what? He woke up early that Saturday. I took him out.

His team was sleeping. And then we took the dog out. We went to a nature trail.

We had so much fun. We literally take a picture of the snail everywhere. We rolled around, played hide and seek, looked at nature.

It's one of the best days I've had of 2024. Didn't cost me a penny. All it cost me was the most vital asset we have, which is time.

And I want to do more of this, much more of this. So professionally, I am new to business relatively. And this environment and this arena will help to give me the strategies, the blueprints, what I need to build our cash flow.

We're aiming for 25% of that number, which I have tattooed down. During CAVE time, one important time for me was reflection. And we went through three VAs in about a year and a half, two years.

It's easy to turn around and say, you know, the VA just wasn't any good. But I really spent time trying to reflect, what could I do better? Could I be a better manager?

Could I be a better leader? Could I explain things better? And one thing that I definitely fell short of was having operational resources.

And that's something I'm going to be changing now in the next two to three months. So that I can being still I can hopefully just delegate and not need to worry and just pass it on. Because there's so many other things I need to be doing.

So this flowery picture is what I hope things can look like towards the end of the year. The headline strategy for this year is sustainable growth. Now, currently, I work a 45 to 50 hour week in my day job.

That is cutting down to 25 hours this month. So I'm going to have up to 20 hours to spend on this business. So I need to make sure sustainable and I leverage well.

So this is how it's going to work. So for me, I don't want to have burnout again, as I've had before, as others have mentioned today. And it needs to be sustainable for the business.

So before we get to all this bright, bright ending, there's going to be some dark, dark days ahead. And this is where it starts with the sporting objectives. So first, winter is already here.

And we're going to spend time, we started already, listing every activity that the business needs right now. And from that, I'll be creating the training manuals and SOPs. Which will then lead into our hiring of our virtual assistants and our project manager who's going to help with the developments.

Now, Ting and I have been over a few properties and there's one that's not performing very well. So we've gone back over them and we're actually refurbishing one that we're going to sell. And then that is going to be used to reinvest into developments for this year.

OK, and we've got a London project to complete. Now we've got planning approved. That's where the project manager will come in.

So with my 20 hours, the way I'm going to divide it is 70% just building that cash flow. And look, being around this environment, hearing about back-to-back leasing, what Dan says, what the trainers have said. Why not go for the low-hanging fruit?

And that's what we're going to be doing. And so I'll be building relationships, learning more in and out of this community, all about the strategies and the service users and what we can do property-wise with that. The 20% I'm looking forward to doing well this time, the SES management of the VA and also having time with our project manager.

The 10% is something that I'm actually looking forward to, and it's more of this. Being in this environment, learning from a lot of successful entrepreneurs, people who are specialists in certain things, the homework. Yes, we have to do the homework and other things together.

All of this is learning for me, which I'm going to put into our business and hopefully lead to some success. I know where we're playing at. We are playing at cash flow.

I've put other things you can do with property, but we are laser-focused on our level. We are only looking at the cash flow level, and we want to get to our number before we move on. So we're only playing at that level.

Once all the work's done, there has to be a reward. This lady, her name is Connie. She's my mother-in-law.

I've heard it said before, we often do more for those we love than we do for ourselves, and she's a clear example of that. She honestly self-sacrifices all the time, doesn't ask for anything, so low maintenance. She's such a beautiful woman.

That's the soft side. The right side is about three years ago at the Lake District. She's mid-60s to late-60s.

This woman goes to fitness classes four times a week. She's body-pumping with 20, 30-year-olds. I would never trifle with this woman.

Instead, we are giving her something she's wanted to do. She's never been to certain areas of the world, so we're taking her to North Africa, to Egypt, all-inclusive. It's booked.

It's set in stone. We have to perform to earn this reward now. That's set for this year, and I'm really looking forward to it.

Guys, thank you for your attention. Good luck to everyone else speaking today. Thank you so much, guys.

Round of applause.

[Rachel Davies] (45:02 - 45:13)

Thank you, David. That was brilliant. Well done.

Absolutely fantastic. That was fantastic, wasn't it? Great presentation.

Thank you, David. Jonathan is up. Give him a massive round of applause.

Woo!

[Speaker 4] (45:26 - 45:30)

Move forward. Oh, you mean presentation, not me.

[Speaker 8] (45:30 - 45:31)

Not you. Gotcha. Gotcha.

[Speaker 4] (45:32 - 54:59)

Thank you, and goodbye. No, sorry. Hang on.

Okay. Yeah, John Morgan. My long game isn't quite as detailed as some other people's.

I know where I am, and I know where I want to be in 2030 in terms of financial fortress, and also posh gap year. That is my goal in five years' time. My kids will have flown the nest or been kicked out, so we will have time finally to actually go and do some fun stuff in places that they just will moan like hell if I take them to right now.

That's not to say we're not doing fun stuff, and everything in between really is about getting to there. My kids are 18 and 14, so we've done some great family holidays. We've got some more fun stuff planned, and really everything between now and then is still about having fun but about being laser-focused about getting to those end objectives.

So that's not me. I don't think I'm quite that size. I also don't think I'm going to quite get into that level of shape, but it's the best photo I could find online to simulate what I'm trying to do.

I want to go on some weekend breaks with my wife, romantic getaways, a few weekends away with mates as well, and I want to play some truly terrible golf on as many lovely courses as I can. So it's a year of refocus for me, and I'm a property developer by trade. I've been doing it 12 years.

It's been a tough journey the last few years. I've had two development businesses, one fairly boutique, which I've still got with a business partner, and then one that went quite big. We did about 300 units in a decade across various developments, and in 2019 we signed up to our biggest one ever.

It's like 35 million GDV, 44 units, super high-end values in Bristol, lovely development, former girls' school. It was 2019, and then 2020 happened. We lost a year on programme.

It was a massive battle ever since, really, to sort of keep the thing afloat, keep going. There were three business partners in that. Lost one to Motoneuron along the way, and then kind of lost my way with the other business partner.

Sorry. I didn't cry earlier either. Jesus.

Lost my... Yeah. It puts a lot of strain and stress on you.

We've got through it. We've got out of it. We've managed to sell everything.

It's a fantastic, beautiful development, fully occupied. People love it. But we have had to put the company into liquidation.

It's an SPV, so it's sort of insulated, and it's now going through liquidation. So actually, that's happened in the last couple of weeks, and it suddenly dawned on me, I can't get a mortgage whilst this is in liquidation. That was not part of my plan.

So this is like an entirely different presentation to what I had planned a month ago. So I've had to pivot. We're now looking at lease options and assisted sales, because I just don't think I'm going to get a mortgage for at least a year or so.

But also, it's a year of refocus. The business has been running me for the last few years rather than me running it, and it's bled into my life. So it's a refocus on a personal and a professional level as well.

So personal objectives. Fit at 50. 50 next year.

I know I don't look it. Thank you. Under 20% body fat.

I don't know when that last happened. It was a while ago. I'm 28% currently.

So that's a reasonable objective, I'm hoping. I'm doing exercise. I'm just doing a lot of things I shouldn't be doing.

So that's a lifestyle thing I need to cut back on. Trim the fat. I did this exercise as part of cave time.

Horrible. Disgusting. Never want to do it again.

But I realize how profligate I'm being. I'm just spending money like water. So I'm cutting back by two grand a month, which is insane.

I can kind of do that without really sacrificing too much. One thing I am sacrificing is the personal training I was doing here and then drinking away in the pub afterwards. So kind of the wrong way around, you would say.

Sleeping giant. I don't sleep enough and I sleep the wrong way around. I can survive on five hours sleep, which I shouldn't be doing.

And everything I really want to try and achieve in terms of my fitness and everything else professionally relies on me getting enough sleep. I want to do a miracle morning but I'm so far away from that because actually I'm a night owl. I tend to come awake at night.

I do my best work, used to do my best work between 10 p.m. and like 1 a.m. But then kids were kids. They were tiny. Now they're in my face, teenagers, not leaving me alone.

So I kind of don't have that golden time anymore. So I need a miracle morning, right? So I've got to flip it on its head.

And getting up at 6 a.m. when you've gone to bed at 2 just doesn't work. So I'm targeting myself on 50 hours sleep a week, 80% of the time. I'm going to give myself a little bit of a break here because that's like over seven hours a night.

But that is the aim. So far so good as well for week one. Professionally, as I said, I'm going into lease options and assisted sales.

So I need to set a strategy. It's completely new to me. So by the end of March, actually, coincidentally now, it would appear by the AGM.

I'm going to have a detailed plan for achieving the cash flow and profit targets. Cash flow covered, so I'm looking to achieve 2,000 additional cash flow per month just from this activity by the end of September. And then also, one of the other things I've let go over the last few years has been personal development, broadening my own horizons.

And it's been a real revelation, actually, being part of this community and the book club and everything else. So between audible, reading books, I want to have a look at really continuously reading. But I've set myself a target of 12 books.

So that's personal development, mindset, mindfulness, spirituality. I want to explore all of it. Drop whatever I don't fancy, but ultimately absorb as much as I can.

So headline strategy, new beginnings. So this is the new lease options business. So the supporting objectives, train the brain.

I don't know anything about lease options, so I need a mentor. So I've signed up to Mark Shaw, former property entrepreneur. He's running a course.

It started today, actually, but he's doing a recap on Thursday. So I'm doing that for the next six months. Deal or no deal.

So the aim really is to get two cash flow deals across the line as a minimum over the next nine months, but I'd like to get more than that done. And then to nail my niche. So within this, what am I actually looking at doing?

Is it going to be sort of HMO type stuff? Is it going to be singlet, social housing? I need to really carve out which area I'm looking to focus on and then go inch wide, mile deep with it.

But it's all so new, I can't quite do that yet. So that is the aim, not necessarily in that order. Time wise, new company is going to be 70% of my time.

I'm still doing development, still looking to develop. I've still got things I've got going on. I can get finance for developments.

That's not a problem. I've got a few going on at the moment, a couple in the pipeline. And then really half a day on the lease option, assisted sale training side of things.

In terms of the hierarchy, so there's lots of things happening on the cash flow side of things, but ultimately I'm looking to replace most of them with the assets at the top. The property development piece, ideally, is just the profit that feeds into the asset side of things to get more long term, boring, vanilla stuff, if you like. And at the moment, down here, it's all quite busy.

So these are the sections we need to replace. I'm about 28% of the way there, I think. But there are elements down here which can be converted up into the asset side of things down the line.

And then in terms of the reward, so John's big 5-0 family adventure, I'm a massive rugby fan, wanted to go on the British and Irish Lions forever, and I'm doing it. And I'm doing it with my son, who's not old enough to drink, but that shouldn't be too much of a challenge. For him.

We're going to stop in Malaysia on the way. Also, I'm doing it with one of my best mates and his son. So there's four of us going.

And then obviously not forgetting the ladies in my life, my daughter and my wife. We will be meeting in Singapore on the flight home. They'll have spent some time in Koh Samui.

So that's the big adventure for next year. Thank you very much.

[Rachel Davies] (55:01 - 55:14)

Well done. Thank you very much. That was absolutely fantastic.

Brilliant presentations. Right, last but not least, we have Neil. Give them a massive round of applause, everybody.

Ready?

[Speaker 8] (55:20 - 55:25)

Hello, everyone.

[Speaker 5] (55:26 - 1:04:07)

How are we doing? Last one, last one. Apologies in advance, I swear a fucking lot, apologies.

So, yeah, this is pretty unexpected, I'm not going to lie. Let's just jump straight into it. Bit of context, Neil Gallagher, 45, have a wife, been together 22 years.

I have two young boys, six and two. And I've been in property for about 20 years. Initially starting out doing some house conversions into flats, did very well out of that.

Did a variety of things, single buy to let's mainly. And then around the sort of 2008 mark, basically ran out of cash, went away and started looking at other things. But whilst I was doing that, my wife and I decided we'd just do up our own properties and sort of move every couple of years.

Very tax efficient, shall I say, being primary residents. But over the last 18 months, we probably took one step too far, got a bit big for our boots and picked up a building firm that are a little bit unscrupulous and caused us a bit of problems. And it's been a blessing in disguise in many respects.

The reason I get emotional is because it really challenged why I'm doing what I'm doing. I think a lot of us in this room are probably being dragged by some need to prove other people wrong, rights, whatever it may be. I don't know for you, but for me, I think there was a lot of trauma from my childhood that had been dragging me along.

And this was the first time I've ever sat down and said, look, why the fuck am I doing this? Why am I pushing and risking so much to the point where I have to sell my family home, what was supposed to be our forever home, because you made that one step too far. So this year, after being burnt out, stressed, and obviously, ultimately, almost losing my marriage, I've decided to go for my year of expansion and elevation.

And so what it was is I believe that if you are in a contractive state, which I have been for the last 18 months, nothing good is going to come out of that. You need to be in a free-flowing, renewable energy, expansive state. And to do that, you need to find your flow.

For me, it's dancing, it's cooking, it's taking the piss a lot of the time. But ultimately, I haven't had that in my life for a while. So this is my year of personal objectives to get me into that state, to feel expanded.

Moving into a new rental house, we've now decided to make that into a home, which requires us to host lots of events, one being my wife's 40th birthday, which should be quite a party. Having weekends with our friends and family, having our children sort of play together is going to be a great thing. I'm a big believer in being as healthy and as active as possible.

For me, mentally, it's really important that I am consistent. So I don't prescribe to a weight or a metabolic age. Apologies if you've chosen those as your target.

But for me, it's consistency. Consistency of getting there up in the morning. And that goes into elevate my energy, which is also consistency of gratitude, of understanding that I am so lucky to have what I have.

And taking that a little bit further to make sure that this never happens again with my wife is to go on those date nights. Remember, look, the reality is property can make us, it can break us. You can make money.

But if you're with the person that you love, that's all that matters, right? And so keeping that together is the most important thing. Anyway, let's move on to something a bit more lighthearted.

So for me, my professional objectives this year are, for all of us, who loves planning, I think it's fucking awful, to be perfectly frank. So I need to become a permitted development pro because I do not want to go through planning ever again. It's an absolute shit show, to be perfectly frank.

So understanding the permitted development rights and then finding one very specific permitted development renovation project, whether that be for my financial fortress or to flip out, is to be decided. But that's my first professional objective. Memory master, I need to improve my memory.

It's just really bad. I don't know why. So I've dedicated myself to playing brain training games, that's what I'm saying anyway, every day for five minutes.

And then, like Jonathan, I think it was Jonathan or it was David, I can't remember who said, but I think finding a mentor is really, really key. I've clearly made a lot of mistakes and I think a lot of them could have been avoided because, as they say, you don't know what you don't know, right? So my headline strategy is building the base.

What I've also come to realise through cave time is actually the financial fortress is the only game in town. It literally is. That goes back to childhood whereby my father lost everything and we went from a lovely house in the countryside to sort of a council house to up to down.

And I've been through that sort of supported living journey and it's something I'm quite passionate about. I've rented to the council tenants, people who've been abused and single families who've been torn apart. So social housing for me, I believe, will become a key part to what will be my financial fortress.

I'm hoping to, this year, really nail down my strategy. It's Adam's belief that that's what I should do, not buy a subway franchise, apparently. That's what he suggested I might do.

And once I've done that strategy, obviously I need to prove the concept is correct by finding one site. I live in Surrey. I've got, fortunately, two boys in private schools.

It's a very expensive time. So my cash flow requirement is probably a little bit higher than some, not as much as others. But I need to find a site that minimum gross cash flow of 8K, so then hopefully that will net down to about 5K.

Secondly, I do not want to be back in 2008. So I want to recycle my readies. I've got a refurb of a house being done and I'd like to make a bit of profit coming in this year, maybe from doing one flip, just to keep that money rolling in.

Then, ultimately, tackling the tax is very, very important. We all make and spend a lot of money. We're taxed everywhere.

We need to be more tax efficient through group structures and personally. In terms of my distribution of focus, as I said, financial fortress all day. Seventy percent of my time is going towards the fundamentals, finishing the course that I'm doing through Property Entrepreneur, understanding the fundamentals, looking at the strategy, knowing my numbers, and then actually the key one there is proving the concept.

One day we'll be done recycling our readies. As I say, it's just a case of refurbing and refi, and then half of the day focused on PD rights. In terms of the cash flow, I'm very lucky.

We obviously have a buy to let portfolio that does a lot of the heavy lifting. My wife's salary goes in there, but we are, because I've sold my house, has taken a year's worth of equity out to just top up our cash flow, which allows me to then focus on the profit play and the asset play, which obviously at this moment in time, I have zero percent of my fortress sorted as yet. So I really need to focus on that next year.

And finally, as everyone is doing, apparently we're all going to Thailand next year. So, yeah, two weeks with my family. My son is a massive elephant fan.

So, yeah. Thank you.

[Speaker 8] (1:04:08 - 1:04:09)

Applause.

[Rachel Davies] (1:04:13 - 1:18:44)

That was absolutely fantastic. Very heartfelt. Oh, thank you, Neil.

Wow. What amazing presentations. Just give us a second while we get everything back on the screen.

That was amazing, wasn't it? Yeah? Really good presentations.

How will you decide? Just every single one of those finalists, let's give them a massive round of applause while we connect. Thank you.

Brilliant. Absolutely brilliant work. Could you put the screen on for me when you get a second?

Right. So it's now time to vote. Right.

So hopefully you all took really good notes. Hopefully you've made use of the scorecard as well. So you should have scored everyone out of 30.

You'll also have written some notes. You've got a really big decision to make now. Who out of those amazing six finalists, and they were all absolutely amazing, such high caliber, who are you going to vote for?

So remember, when you're doing this, scan the QR code and vote for the best presentation that you saw on the stage. Yeah? So just one.

What was the number one best presentation? I'm going to put some music on now. Declan, can you put music on for a couple of minutes?

Take the time to read your notes and go through your scorecards. Has everyone voted? Yeah?

Hands in the air if you haven't voted. Got to wait a couple more seconds. When you're finished, put your phones down so I can see the people who are finishing off at the confetti.

Right. Is everyone finished voting? Hands in the air if you haven't finished voting.

Looks like everyone is done. Fantastic. So well done.

Thank you for voting. It's very, very important. So while we're waiting for the results to come in, let's just finish on a few items before we finish the day and do the awards.

So first things first, we didn't do mark your homework this morning, did we? So you can mark your homework from last month in your own time, but what we have got is homework for this month. So as you can tell from this homework list, it's on page 41 in the workbooks.

As you can tell from this list, it's all about pulling the trigger now and getting the action done. So the first thing I want you to do on your winter hit list is to book your prime times in the diary. Remember earlier I told you to schedule them in the diary when you do your Sunday sanity.

So make sure you're putting prime times in your diary so you get things done. Start completing your winter hit list. Remember, by the end of January, your target is to finish 33% of your winter hit list.

If it's not you, that's your team. So make sure that gets done. Post your winter hit list scorecard.

Remember the front piece of your winter hit list has a tracker on it. That's what we want you to post at the end of the month. Let us know how you've got on and share that in the community, and then listen to the two podcasts that Shiv talked to you about.

That is Get Stuff Done and Deadlines Get Things Done, and that's episode eight and episode 147. And then you should definitely be doing this. If you've delegated any of your winter hit list out, you should be putting meetings in the diary to make sure the work is getting done.

They're either weekly or monthly, depending on how experienced your team members are. Then on strategy day, remember you still need to book a strategy day in with your team. Tell them about the direction of travel so they know what the overall objectives and targets are.

So make sure you do that. Once you've had your strategy day with your team, and if it's just you and your business partner, it's you two out for dinner talking about the goals and objectives that you've set, make sure you post it in the Facebook community to show us that you've done it, and then order your affirmation board by the 13th of January. Time tracking.

You had a go at that this morning, set up and categorize your three to five projects, and then start using toggle and build the habit. Don't worry if you get it wrong. Don't worry if you forget, just correct it and move on and keep going.

You've got to build the habit first and then review your time weekly. Every Sunday, when you do your Sunday sanity, you should look at your toggle and see how you spent your time because it might help you inform you what you need to do for that week. That's why you want to review it.

Then your accreditation. We talked about this earlier. Post in the community.

If you just follow your homework, you'll be posting in the community, right? The job's done. Then don't forget to post your Sunday sanity.

New year, fresh start. Any of you that have been missing it lately, you need to now get this locked in because you need to follow your strategies now and get this stuff nailed. You should be doing Sunday sanity every single week without fail.

Midweek mentoring this month. We've mentioned a few of these. We've got an excellent lineup for you.

I highly recommend you tune into these. We've got Greg. He's a property coach and a business mentor and a mindset coach.

He also has a podcast. He is going to be helping you with your winter hit list. Not all of you have set up your winter hit lists.

We saw that earlier. You need to get onto this midweek mentoring. On the 15th of January, he'll walk you through how to populate, prioritize, schedule it, put a timetable in, and then start delegating it out.

He'll show you how to do all of that. It'll be a great reminder after Katie's session the last time. Then I'm going to be doing mid-month mentoring.

If you've got any challenges with team members not wanting to do the winter hit list, or you've got some issues with getting started on your strategy, or you're finding it difficult to pull the trigger, then join me on mid-month mentoring on the 22nd of January, and I will help you. The QR code is in the workbook, so you can book onto this. I did one with Shiv last month.

I highly recommend it. Please get onto these. They can really help push you forward, get you over a particular hump, because this is all about execution now.

If you start to procrastinate, you're going to start losing the game. You need to not procrastinate, so get on mid-month mentoring. Then finally, we've got Richie Miller.

He's going to be doing time tracking with you on the 29th of January. He's absolutely smashing it. He's reduced his hours down to 25 hours a week, which is wonderful, I think.

You want to get onto that. He's going to show you how he does it, how he uses it, and how it informs the way he does his business. I think that's super important for a lot of you.

Sunday sanity. I've just talked about this. We are tracking it, obviously.

You have to get your Sunday sanity in Facebook on the correct post. Try and get it on the correct post by Monday morning, 10 o'clock. That's the deadline.

You need to get it on there by then. You might want to do it on a Friday or over the weekend. I do mine on a Sunday, however you do it.

If you're having any trouble getting Sunday sanity executed, come and speak to me, and I'll help you. I've been doing this, without fail, for five years. I've never missed one, unless I was on holiday.

28-day challenge, as Shiv said, is the time tracking toggle. What we want you to do is get your projects set up, get toggling, even if you forget four, five, six times over. Just keep the habit building.

By the end of the month, you'll be really good at it. It just takes a bit of practice. If you're not sure what to put in your 70-20-10, just go with what you've put your distribution of focus on, or delivery, management, business development.

Keep it as simple as possible, and you'll be very good at this. What I also want you to do, because this is your 28-day challenge, when Bianca sends out the post for Sunday sanity, you're going to post two things. You're going to post your top 10, and then you're going to post your toggle for the week.

Not to complicate it too much, it's only for one month, but you're going to have to put two posts in Facebook. That's to show us that you're actually tracking your time. It's good for you, because if you have to put it in Facebook, then you have to track your time.

That's the whole idea behind it. The book of this month is the perfect book for the winter. It's Buy Back Your Time by Dan Martell.

If you haven't read this already, it's absolutely fantastic. We've just read it on Advanced. It's fantastic.

It's all about systemizing yourself out of your business, and buying back your time. If some of you here are not sure about hiring VAs or assistants, this will 100% change your mind. Read this book.

It's absolutely fantastic. Earlier on, we talked about the AGM, and the blueprint business plan in a day, and the AGM experience, and the virtual packages. They're in the workbook as well.

We talked about the capacity we've got for those. If you're interested, please book your space today. If you know that you can do it, I'd definitely get on there.

The packages are an amazing price. Get yourselves booked on, and start your year with a bang. If you book yourself onto the AGM, you know you're getting your business plan done.

Remember, there's two big things this winter, your business plan and your winter hit list. That knocks one of them off already. That's a great way to start the year, isn't it?

We want to just give a shout-out now for the most engaged member of the Facebook community. All of you are posting, and we've had some great posts over the months. For December, just want to give a nice shout-out and a round of applause, if you don't mind, to Amanda Patel for being the best and most engaged member.

Well done. Woo! Well done, Amanda.

It's just nice. Over Christmas, lots of busy. Everyone's doing the presentations.

You've been posting fantastically, so well done to you. Then it's now time to bring on the big guns. Let's bring Adam.

Give him a massive round of applause for bringing Adam onto the stage. And Bianca. Just bear with me while I can stay with my partner for a second.

Talk amongst yourselves for just a moment. That took a bit of debating. That was hard to do.

Such good presentations. So difficult to decide. Right, okay.

So Adam's on the stage. He promises me he's not going to say very much, but let's see what happens. He is the attractive assistant.

Yeah? Woo! So before I give out the awards, I just want to say a massive congratulations to each and every one of the finalists.

Well done for getting on the stage. You did a magnificent job. Give them a round of applause.

And then I just want to say a massive round of applause to all of you for being here today, for putting together some fantastic Strategy Day presentations. So I'll give you all a pat on the back and a round of applause as well. You did amazing.

Right, but let's find out. So what we're going to do, we're going to do this in a particular order. We're going to do the virtual award first for the virtual guys who are tuning in with us today and who've done their Strategy Day presentations this morning as well.

And then we're going to move on to the big winners of the room. Okay? So with the Strategy Day winners for virtual, we're going to actually put them up on the screen.

So just give me a second. Yay. Let everyone wave at them.

Brilliant. Okay, so everyone's waving at us. So are you ready to make this announcement?

So the winner of Strategy Day virtual is, drum roll please, everyone. Sean O'Neill.

[Speaker 8] (1:18:51 - 1:18:52)

Sean O'Neill.

[Rachel Davies] (1:18:58 - 1:19:51)

Well done, Sean. Massive congratulations to you. Right.

Oh, Sean, I'm going to look at you here because I can see you here. The award is on its way to you. Yeah, in the post.

Marvellous. Okay. Yeah, carry a pigeon.

So that's virtual. Well done to all you guys who took part in virtual. You did a magnificent job.

Well done to Sean. Okay, so now is the time we've all been waiting for. We're going to do this in reverse order.

It's going to be a bit tricky. Are you ready? Right.

So in third place, drum roll please. The winner of third place is Kat Setter. Come and get your award.

Well done.

[Speaker 8] (1:19:56 - 1:20:18)

Oh, God. Get a four-shot. Four-shot moment.

Whoopsie. Well done, Kat. Give her a massive round of applause.

Woo, well done.

[Rachel Davies] (1:20:25 - 1:21:27)

Well done, Kat. Fantastic job. That was third place.

Right, it's time to do second place. Right. You'll understand what the con flag was all about a second ago.

Right, so for second place, there isn't one. This is why I was hiding behind a piece of paper. There's no second place because we have got two joint winners.

First time ever. That's why I wasn't sure what to do. It's a tiebreaker.

Yes, it is a tiebreaker, but we have decided that we are going to award them both first place jointly. Yeah, off their own merit, but we're going to have number one for two people. Right, you ready?

Who can it be? Drum roll, please. Property Entrepreneurs Strategy Day winners 2025 are Neil and David.

Woo!

[Speaker 8] (1:21:29 - 1:22:40)

Come on, man! That was amazing. Yes, it was.

Yes, it was. Well done. Oh Oh Fantastic absolutely fantastic.

[Rachel Davies] (1:22:41 - 1:30:39)

Well done to the winners Your presentations were amazing. It was a really you could tell it was really difficult to make that decision and that joint award Well done you both in first place Well done a cat third absolutely fantastic I'm just so blown away by all of the work you've put into you guys So congratulations to all of you and to all of the winners today, right? So that almost concludes the day It's been a fantastic day hasn't it?

It's been quite emotional as well. And I want you to take that Yeah, no, it's not just you Neil you were can I can I just be clear? You were not the only one who's cried today and I have cried quite a few times on my strategy day on my end of Presentation so yes, it's all part of the journey because this is personal to you, you know, this is valuable stuff, isn't it?

Now is now do we realize how important cave time was? Yeah, we all starting to understand that if we follow this blueprint, it can give you some incredible incredible results So right. It's now time to give us some feedback Please give us feedback on how you found the program up to this point But especially for today, is there anything we could do better?

Is there anything we can do that you want us to change? Is there any just as you want to just tell us how fantastic it was that's not a problem either Right, so you now it's time to go out your phones. You should have a Google form in your whatsapp It'll tell you to rate us out of 10 and can I please ask you all to give us some written feedback?

It is so important that we understand from you how this day has gone And I'm gonna put some music on now Declan if you don't mind put some music on for two minutes While you do your feedback form You're right Yeah, if anyone's any problems, let us know if we can help Has everyone done their feedback? Has anyone not done their feedback yet, and they're still trying to do it Yeah, it's alright. I'll give you a minute Okay, we're gonna finish that off now, so if you're just finishing your feedback that's absolutely brilliant Thank you so much for giving us some written feedback and giving us a score out of 10 We really appreciate it because we want this to be one of the the best Property course that you've ever been on and we can only do that if you give us the feedback So thank you for that. So teas and coffees are available until five o'clock So if you want to stay to do some networking, then please stay I'll be here to chat to you and hopefully and Adam might stick around as well And then we've got you know opportunities for you to network with each other again Lots of you have that on your objective.

So stay with us until five Did you enjoy that property entrepreneurs? Did you? Did you enjoy that property entrepreneurs?

Yeah, big day Massive what we taught you today We've gone through the blueprints of showing you how to do time tracking and prime time if you put both of those in place this Winter you're going to have the most productive winter You've ever had and you need it because it's now time to do all of the hard work, isn't it? This is where we need to pull out all the stops Get our heads down get through those winter hit list and then step change our businesses from the spring onwards Your strategy is done and dusted now sign sealed and delivered you have done it Congratulations to each and every one of you. We want you to celebrate your success There's a photo wall at the back here So if you want photos taking of you come to the back take some pictures those of you with awards Those of you who just want to mark the occasion get it on your Facebook profile You have set your strategies in stone now.

It's now time to pull the trigger and deliver Congratulations to you all let's finish this workshop on a massive round of applause people I Can be all of it