**PEP Session 3 - 04.03.2025\_Transcription**

[Speaker 17] (2:03 - 2:05)

Welcome to my lecture, welcome to my lecture, welcome to my lecture, welcome to my lecture,

[Speaker 5] (5:06 - 9:41)

we'll bring it right back and we'll say oh i love you when you do it like that and when you close up give me the shivers oh baby you wanna dance till the sunlight crashes when they say the party's over then we'll bring it right back baby you burn so hot you make me shiver with the fire you got this thing started i don't want it to stop anymore you make me shiver so hot you make me shiver with the fire you got this thing started i don't want it to stop you know you make me shiver yeah you got me singing like oh i love it when you do it like that when you close up give me the shivers baby you wanna dance till the sunlight crashes when they say the party's over then we'll bring it right back oh no say oh i love you when you do it like that when you close up give me the shivers baby you wanna dance till the sunlight crashes when they say the party's over then we'll bring it right back hello to the heart i never kissed a mouth that tastes like yours strawberries and something more oh yeah i want it all go dancing underneath the stars oh yeah i want it all got me feeling like i want to be that guy i want to kiss your eyes i want to drink that smile i want to feel like i got my souls on fire i want to stay up all day and all night yeah you got me singing like oh i love it when you do it like that when you close up give me the shivers oh baby you wanna dance till the sunlight crashes when they say the party's over then we'll bring it right back oh no say oh i love you when you do it like that when you close up give me the shivers baby you wanna dance till the sunlight crashes when they say the party's over then we'll bring it right back into the car on the backseat in the morning dark wrap me up between your legs and arms oh i can get enough you know you could tear me apart put me back together into your mighty heart i never thought that i could love this heart oh i can get enough you got me feeling like i want to be that guy i want to kiss your eyes i want to drink that smile i want to feel like i got my souls on fire i want to stay up all day and all night you got me singing like oh i love it when you do it like that when you close up give me the shivers oh baby you wanna dance till the sunlight crashes when they say the party's over then we'll bring it right back oh no say oh i love you when you do it like that when you close up give me the shivers oh baby you wanna dance till the sunlight crashes when they say the party's over then we'll bring it right back baby you burn so hot you make me shiver with the fire you got this thing you started i don't want it to stop you know you make me shiver baby you burn so hot you make me shiver with the fire you got this thing you started i don't want it to stop you know you make me shiver is is is is is is is is is is is is

[Speaker 6] (9:53 - 11:20)

is is is is is is is Give me some verb I am talking now. You want to ride in a six you want to down in a six When I lean for the kiss you said I'll probably send you some bitch And I'm like hey, I'm not been waiting too long Hey, I want that cool Ladies and gents, this is your two-minute warning grubs of the drink finish our conversations.

We're live on stage in two and a half minutes time I Don't know Just hit the pedal if things go wrong, it's just incidental my bad never got the memo Did you never have fun while you're in the limo? You want to ride in six?

[Rachel Davis] (11:20 - 11:23)

This is your one minute warning ladies and gents your one minute warning.

[Speaker 6] (11:23 - 11:45)

Well, I've on stage You can send you some bitch Ladies and gents, this is your 30-second warning.

[Rachel Davis] (11:45 - 11:46)

They're ready to put your hands together.

[Speaker 9] (11:46 - 12:50)

We're live on stage in 30 seconds Oh Ladies and gentlemen property entrepreneurs Please clap your hands and give a huge round of applause and welcome to the stage Rachel Davis Fabulous and deck the deck is not synced if you can help me with the slides that would be fantastic.

[Rachel Davis] (12:53 - 15:27)

I'm having a Yeah computer says no in a minute so I'll tell you what we're gonna do so are we all feeling a little bit full after lunch No I think it's time for you all to stand up. Please. Come on Come on, stand up.

We're gonna play a little game. We know the game Yeah, this is time to get close to the people next to you, right? So we're gonna play the massage game while we work out what's happening with the deck Right, but one minute say seconds each now turn to your partner.

Give them a nice neck massage Okay, fire you up Get your thumbs in if they've got big muscles Andrew's giving a full body massage Right swap over Oh Right everyone you can stop now That's it. No, they're getting three over here brilliant now. That's what you up a bit.

That's what we needed a little bit of a wake up right Right, we're ready to go Absolutely fantastic. Well now that I've got your attention. Yeah, that worked didn't it?

I know you didn't want to do it, but it worked Saved and this is a great session so before we get on to session three and we start talking about how to control and spend your and Personal money. I want to invite back to the stage. I'll get up and give back lido They're here today because it's who signed up who signed up to get up and give back quite a few of us.

Excellent And there's certainly more space for more. It's about time that we found out how we're going to save a life this year So let me welcome to the stage is our one and only get up and give back leader miss our king of karma credits He's the owner of rover homes and rover homes mentoring. Give a massive warm.

Welcome to mr. Dan Norman everybody Oh

[Speaker 3] (15:32 - 15:59)

Okay Online as well

[Speaker 18] (16:33 - 16:33)

We

[Speaker 3] (16:35 - 18:32)

Have also nominated our charities and Just some very quick facts includes the first one of the Midlands air ambulance charity now They receive no government funding and they have to fundraise 16 million pounds a year to provide their flight And this is just in the Midlands their flight of three ambulances their fleet of cars to maintain and provide that They've been deployed on trauma cases 263 times in January alone Key clutch critical care that is not provided by the NHS not knocking the NHS But obviously they can't provide air ambulance services and that immediate response They need to be supplemented and that's what Midlands Air Ambulance do the funding that we raise would specifically go to train Because they know that the key clutch moments are when the accidents happened not when they've been called out as good as they are So that's that's really important first day for all we have an absolute pleasure of Sam. She's fabulous.

She wants to teach 13,000 people a year first aid and the reason for that is because she wants to teach school kids It's something that happens in Denmark 74% of school kids are trained in first aid in the UK It's about 0% and 13,000 is how many people in her region kids go to secondary school So that's incredible. And finally we have the rather fabulous Freddy's wish Now I'm not going to steal their funder because we're very fortunate to have the founder of Freddy's wish with us today And I would like you all to give an enormous round of applause. Welcome to the stage, please Charlotte Jalith Do come up Should go a little pew have a little chat.

How's about that? Very very fortunate to have Charlotte here today Because like all of us, yeah, it should be live standby. Hello Charlotte just tell us a little bit about yourself

[Speaker 4] (18:33 - 18:53)

So I'm not really sure I've got much exciting to say about myself But I am Charlotte as you say and I am the founder of Freddy's wish and most importantly I am Freddy's mom I also have two other children and That's about as excited as my life gets So, yes, that's Freddy and me yeah

[Speaker 3] (18:55 - 19:06)

If I can if I can take you back to the 7th of December 2014 Could you share with us here today? What that what happened that day?

[Speaker 4] (19:07 - 20:20)

So unfortunately that day Freddy went out that morning with his dad and I was off out with my friend and Unfortunately, they were involved in a road traffic accident Freddy was only 13 months old at the time and despite the best efforts of everybody involved Sadly Freddy passed away three days after the accident Yeah, it was a Very very challenging and to say the least day for all of us. Well a good few days and You know over ten years on I can still say it's very challenging sometimes but yes, it was a parent's worst nightmare in terms of what happened that day and Obviously, I hope nobody's ever in that situation But as I go on to talk about Freddy's wish shortly, it's just that reminder that sometimes unfortunately Things do happen and we always think it happens to somebody else And we're not invincible and actually knowing some of the stuff that we're going to talk about and shortly is why I'm so passionate about it because Yeah, things do happen, unfortunately

[Speaker 3] (20:21 - 20:37)

And that incredible situation incredibly tragic situation That obviously spurred you on to create Freddy's wish and If there is anything happy to come of it, what does Freddy's wish do? What's a mission?

[Speaker 4] (20:38 - 22:51)

What we do so a big part of what we do is Providing bereavement support and counseling for parents like myself who've lost a baby or child from the moment of conception up to any age And then the other side of things which is more relevant to why I'm here today Is we provide pediatric first-aid awareness courses to parents, grandparents, aunties, uncles And the reason we are so passionate about that is because on that day at the accident scene, I wasn't in the car, but Freddy's dad was and Unfortunately when he got Freddy out of the car seat He did have to perform CPR on Freddy and the CPR that he administered meant that the air ambulance crew were then able to revive Freddy Get him to hospital and give him the best possible chance that he could be given and although we didn't get the outcome that we obviously would have wished for it did mean that We got the chance to say goodbye and Freddy got given The best possible chance that he could be given and it really highlighted to us.

So very thankfully CPR is very rare and People have to do it and other first aid incidences do happen regularly I don't know if anyone in the room is parent, grandparent, auntie, uncle, children do touch hot cups of tea, hot cups of coffee They do fall over. They do You know put things in the nose or I do Lots of different things. They shouldn't really be doing and first aid situations do arise And it's the thing where especially when you are a parent and money's a bit tight and your time is a bit tight And you you know thinking oh, I've got to pay to go into a first aid course It gets put right to the bottom of the list and we thought actually I want to make this as accessible to people as possible I don't want money to be a barrier I want them to go away having that confidence to be able to save their child's life should they need to And also knowing what a difference they can make first aid can be doing something like CPR or it can be holding somebody's hand Reassuring them providing them with some comfort calling emergency services Those things are just as important and we wanted to give people the confidence to know what to do in those situations

[Speaker 3] (22:52 - 23:12)

That is it isn't it? It's a key clutch moment and Let's say The check comes through the fundraising is done And we can provide Freddy's wish with 25 000 pounds because you've done spectacularly well in the last 10 years I think you've raised 250 000 pounds, which is epic quarter of a million quid for a small charity

[Speaker 4] (23:13 - 23:14)

Thank you

[Speaker 3] (23:16 - 23:27)

It's inspiring for us and everyone I think who takes part even in this community or the folk who are taking part now and Get up your back the folk have signed up already. What would what would an extra 20 only 25 000 pounds mean to you?

[Speaker 4] (23:27 - 24:34)

You say only that's huge to a charity like us. Um well, it would be huge, um, we've we've never had a donation of that that size and before um, it would be yeah, it would be Life-changing to us as a charity and it would mean in terms of figures. I'm not used to talking in this kind of numbers um, but just as a ballpark, so um our first aid costs Costs are roughly work out to be about 25 pound per person.

So that kind of figure would be a thousand people um trained in first aid which is Amazing that is and then the thing is is those people go on to pass Something on to somebody else and you know, the knock-on effect of that is so huge, um, and Yeah, we've had so many situations where knowing that confidence And somebody able to act quickly we can all sit here and go. Oh burn you put cold water on it. Easy peasy Um, and actually it's understanding that when you're in that situation, especially with a loved one and the adrenaline's pumping You've got to have that confidence to be able to act quickly and that's what we hope our courses enable people to do Wow

[Speaker 3] (24:35 - 24:58)

When we set up the initial process of get up get back for this year We thought that first aid courses were going to be so much more expensive And to do our target for one charity i'm just I know it's a lot of money, right It's it's a big big lump of cash 25 000 pounds to make all the difference Charlotte on behalf of everyone here.

Can I please thank you for coming across. Thank you for your time Thank you for everything you do in freddie's wish

[Speaker 4] (24:58 - 24:59)

Thank you

[Speaker 3] (25:00 - 29:26)

Thanks so much Thank you So just a very quick piece there on what charlotte and freddie's wish doing there's obviously three charities involved We'd like to say there's never a second opportunity to save a life But this is literally the last chance Because of the logistics and the activity and the operations that we have to put in play for get up get back and we've done It with property. Well, we've done it as part of property entrepreneur for five years But this is the last chance and I was going to put up a nice picture of a nice Fence a nice wooden fence comfy wooden fence that people can sit on If there's any doubt at all in your mind as to whether you can or whether you can't you absolutely can You can spare some time because we're here literally walking alongside you partnering with you helping you accessing you So we've got this really uncomfortable looking fence. No one wants to sit on that do they? There's people in advance that do but not not you bunch.

You're not weird so Just to run down very quickly. What do you get if you come on board with us you get the blueprint? We provide you literally the templates the scripts You can copy and paste how to process a marketing campaign, which does the oversubscribed model We've done it now so many years.

It's a it's a process. You can literally hand it off to your va Uh, you get the competitors as edge because this is marking you out as doing something That's different to all the other people who are doing hmos or rental service accommodation or supply or whatever else It's putting you that little bit above and giving you the competitors edge and for a limited time. We still have free puppies actual offer made of a terms and Thingies apply errors and accepted yada.

Yada. Yada. Okay, there's no puppies, but the rest of it you get Okay, we're literally walking with you.

I had my facebook bins in december, right? So i'm rebuilding my whole social media piece. I'm going to be walking every step of the way if your marketing is bad Mine will be worse I'll be walking with you doing it.

Okay Process from here on saturday the 8th. This is the veritable deadline This is your second chance when we shouldn't be giving second chances to get signed up and come and join us and enjoy the community Of gal give back thursday the 3rd of april We give you a month basically to get your vas your marketing managers Your processing systems and in play to understand the 20 page marketing document We give you to lead you week by week Some of them are two pages so you can understand exactly what to do And if you can't be bothered with that just copy and paste what I do It's that simple it's that we can't do more for you. I don't believe um Thursday the 24th of april the six weeks of challenges go go go. It's fundraise fundraise fundraise You know what?

Some people do it in just one hit steve hammond from advanced did it in one phone call We had a solicitor who said Uh, yeah, don't worry about that conveyancing i've just done for you Just put the money you would have paid me and they get up your back 10 000 pound in one hit And you guys have all got businesses. So you're going to know people who want to support you Thursday the 5th of june We're about 90 sold out at the moment on the barbecue and the grand finale and the firewalk and so forth So if you want to come on board with that if you want to enjoy the evening after the property entrepreneur super event Get that in now. This is why we're saying last chance last shots Remember the fence remember the fence remember the fence don't sit on the fence Take action now So your actions from here and it's in the workbook.

I can't remember quite what page it is You can fill out your commitment form you can make your payment For either a pack some of the folk here have acted now and they've got these wonderful hoodies t-shirts They've put themselves into the grand finale. Let's get that done If you want to absolutely encourage families friends dogs, whatever it is to come and join you on it. That's part of the fun We've got some folk who are going up snowed and they're bringing the kids.

That's awesome It's a bit of fun, isn't it? Or maybe don't bring your kids if you don't like them. That's okay.

That's okay Any questions it's real easy dan at getupgiveback.co.uk rosanna at getupgiveback.co.uk My whatsapp number's there. Please take a quick photo of it Alternatively, i'll pop the information in the facebook group as well so you can tap me up there Finally qr codes last chance sign up link. We have to shut things off this saturday Because our process is then kicking and it's really really hard to keep everyone in the same bag Ladies and gents, thank you so much for your attention.

I need to give them another because they're so inspiring Freddie's wish Please give him another round of applause It's a it's an obligation not an opportunity, let's save the life.

[Rachel Davis] (29:26 - 31:50)

Thank you so very much welcome rachel back to the stage Thank you, my lovely that's brilliant Really looking forward to it. I have committed to climbing The three yorkshire peaks paul's coming with me my husband. That's what we're going to be doing.

We're not bringing the kids Absolutely not so it depends what you want to do there And that's what i'm doing really looking forward to it. I can't wait and it's a great experience And I know you haven't been through it yet But when dan says he does everything for you He does everything for you. You literally just have to copy and paste or get someone else in your team to do it It's not hard at all.

It will be all over your socials people will be paying attention Remember good things good deeds people remember them. It's worth considering if you're if you are actually sat on that really uncomfortable fence right, so the next um The next thing we're doing it's pcm. So this is session three and it's all about personal cash flow management.

So I've got a little story for you. So i've been on how long have I been on pe five six years Some of you heard me i've been on a while Maybe i'm not a very good student. Maybe that's the problem um So i've been on it for nearly six years and I didn't actually put my pcm in place until last year This is one of my objectives financial fundamentals And it took a little while to get the hang of it Because to be honest, I felt like my family process my family is complicated I've got five different revenue streams coming into our into our into our pot.

I've also got four different bank accounts So I created a process and i'm a virtual assistant does it for me? and then I did spend the time looking at the the figures and the due diligence and doing it every every every month and um honestly I should have done this five years ago because since then this is what i've done I've saved nearly 12 000 pounds in an isa in the last 12 months I've saved a thousand pounds in premium bonds for the children and i've saved a thousand pounds on unwanted subscriptions. So there you go That's just in the last 12 months Just think thank you Just think what i'd have achieved if i'd been doing this for five years now I have um a budget that I live to and everything else goes in my saving saving pots It's actually once you get it up and running It's a bit of a pain to get started, but it's absolutely the juice is absolutely worth the squeeze It is so good.

So I want you to be ready to make some really good notes Because this is a really good section. Make sure you don't do what I do learn from my mistakes Let's give him a massive round of applause while we welcome josh. Can you go back to the stage?

[Speaker 14] (31:51 - 32:05)

Introduce myself, my name is All right, we're having a good day Do you want to massage again or you weren't you're happy with that?

[Josh Keegan] (32:05 - 40:14)

No, a lot of you a lot of you were getting Very into that bianca came to the back and really said to me this music's very uh, very sexual The energy in the room was phenomenal Uh I'm glad i'm glad I didn't um, just one thing that this is me totally going off script and uh, It's not part of my what i'm going to share with you guys today But if you've not signed up to get up and get back like this is the third time you're gonna hear it But you will not regret doing it In fact those you see on the fence that are not clear whether you should do this or not or not do it You will look back and get up and get back will be the single best experience you have in this year guaranteed plus you're gonna Raise those money for charity feel great about yourself get yourself fit and healthy You have the time I promise you that will make it super super easy for you There really is no excuse and you'll love every moment of it So if you haven't yet signed up, please join us. We want more more people on the journey We're not doing it for any other reason part of the fact it's for a great cause And you will absolutely love it. You'll be grateful that I pushed you and uh gave you a bit of a hard time on it So please get yourself signed up So Rewire your brain, so we're going to go to pcm Before we do that We want to encourage you to start thinking a little bit differently who came on property entrepreneur to think a little bit differently A few of you.

Yeah, absolutely and this is what we're aiming to do here because if you think the way you've always thought if you have the same thoughts if You have the same structures You've got the same ways of thinking in your head. You will get the results. You've always got So rewire your brain is how we think about things a little bit differently I forgot to say hi virtual by the way.

Nice to see you all Oh lovely wave there. So We're going to talk about wealth and the concept here Is wealthy people stay wealthy by living like they are broke and broke people stay broke by living like they are rich Who's heard that before? Yeah, two of you who lives and breathes that?

Two of you very good. Yeah, chris, you definitely do you can do some new clothes and I'm just kidding You know No, but in all seriousness the whole concept here is if you want to become wealthy if you want to have a seven eight figure nine figure net wealth You're not going to do that by buying yachts lamborghinis and the big houses and the big cars It is the opposite and actually When you do see somebody that's jumped joe's past you in a lovely ferrari or whatever It may be for wow, they must be wealthy All you actually know about the person in the ferrari Is they've either got 150 grand less in their account because they bought a ferrari or they've got 150 grands worth of debt That's all that ferrari actually tells you that's all it actually tells you it tells you nothing about their wealth and their financial position so the whole ethos here about this session is teaching you how to live like Other people won't live for a period of time so you can get super super wealthy There's a few top tips in doing this before we dive into pcm just to frame this topic So the first is rich versus wealthy rich is income You know, there's bankers in london who are rich. They earn a lot of money.

There's entrepreneurs that are rich They earn one hell of a lot of money But the difference between rich and wealthy is the rich people tend to spend that money They spend it on material possessions the bigger house the bigger car keeping up with the joneses. It never ends never stops But there are certain entrepreneurs that are wealthy And you guys all will recommend a million next door a few months ago, weren't you? And you'll understand that most wealthy people the most wealthy people drive a toyota yaris or something or something cheaper They live in a house, which is worth 250 250 000 Dollars, you know, they they worry they don't get takeaways They don't do all of these things that we'd assume that rich people would necessarily do because we're bought into instagram and social media So the whole concept here is you can be rich or you can have possessions You can have a big house some of you may really want that But we'd encourage you to move away from that do that if you want to but aim to be wealthy Well, you've got your net wealth your generation wealth and the wealthy is all about security. It's all about security and it's long-term generation wealth It's looking after your friends your family as you die and as you pass stuff on to them You can also have the difference between wealth and relative wealth So there's a big difference between wealth and relative wealth what I mean by this is who is more wealthy?

The person that has a salary of a million pounds a year that spends 999 999 pounds or the person has a hundred thousand pound a year salary and spends 50 It's the latter, isn't it? Because you can build tremendous sums of money and that's absolutely cool. You can create a good income But if you're going to spend all You're not actually increasing the wealth.

You're not actually moving the needle forward I've got a good friend in London who has basically gone the distance. I think he's earning about a million quid a year Roughly, he's not told me but it's around that kind of level with bonuses, etc There's really well for himself, but he's gone on that journey living in I think it's it's What's it called? Cheem in Surrey, you know the big house really nice car on the driveway wife who likes to spend money kids, etc And he's absolutely broke like he earns a million quid a year, but he's got nothing to show for it.

No money at all So he's just earning childcare bills on all this stuff. He's got nothing to show for it He's asked me for money before he's asked me to borrow money off me and I'm a lot less than a million quid a year into my personal and That is one of the key sentiments is you can be rich you could be well for him There's relative wealth and wealth and you want to be in that place where you're building significant. Well Low overheads means valuing money and this is a big shift in my mindset and I'll talk to you about this in this session is We'd encourage you guys to have low overheads and what we mean by that is we'd encourage you not to get the 3,000 5,000 pound a month car the house It's gonna cost you 10 grand a month and your mortgage before you live in bling and spending all this money on fancy fancy stuff Unless you value it and that's the key So we're not saying you need to live off a grand a month and just you know scrape It's great buying just about get by just about survive for 30 years and then you die You know, what was the point all of that?

What we are saying is spend whatever you want, but make sure you actually want it make sure you actually value it So if you love cars amazing spend money on cars great, but you might not be quite as bothered about your house You might be quite as bothered about fancy meals and eating out You might not be bothered about first-class travel or transport. You might not be bothered about holidays So you don't put your money into all these different areas But you want to live nice and lean and keep your overheads as low as you possibly can as you develop and grow You want to have a high expertise and wealth if you want to be more wealthy, which you all do You know all got into property or into business in reality is we can get all excited about everything that we're talking about in this room But we are here to generate wealth for our friends our family for for our kids for everything that we're doing That's the primary reason why everyone's here. So if you want to be wealthy, you need to have a high expertise and wealth If you shy away from this and you kind of like my brother does this all the time He basically just says whenever we're having conversation about money about finances.

We're into properties together. He always goes Well, I just don't know anything about finance or anything about this So I'll just let you guys decide it's like that's just such a stupid answer because And it really annoys me because now I'm making wealth decisions on his behalf And like is he ever gonna really achieve the level of wealth he wants to achieve by deciding? He doesn't understand not trying to understand and he's much smarter than he's trying to make out That's what annoys me so much because he's actually very intelligent person that decides to kind of Oh, I don't think I should get involved in this because it kind of gives him this defense mechanism Anyway, I wasn't that wasn't on the script either just ran about my my brother Anyway, the point is if you want to welfare you need to have high expertise and what you need to understand company structures You need to understand return on investments return on equity. You need to understand tax.

You need to understand Isis You need to not be Adam and understand that if you put some money in Isis and then go and live abroad That's gonna cause you a problem And Adam is one of the most astute people on wealth that I know so, you know, if that's caught him out I guarantee it would catch other people up. So you want to have high expertise and welcome? You want to study this subject and finally you won't understand the compound effect.

Who knows what the compound effect is? Yeah, who wants to share? Where's the microphone, please?

Where's the cat's box? I've got it here. Perfect Yeah, go on and you test you ready?

[Speaker 7] (40:17 - 40:40)

Compound effect it's about Not taking your money as you're earning it and building it constantly a little bit at a time It's compound interest it's the eighth wonder of the world Einstein said that I think Warren Buffett said those who understand compound interest earn it those who don't Spend it perfect.

[Josh Keegan] (40:40 - 1:10:40)

Absolutely. The compound interest is something we can't actually get heads around and it's this concept of you put up 500,000 pound in in fact, there's a really good example So if you put 50,000 pounds in a bank account today and you never put anything else in there and it generates a 5% return For 300 years. What do you think that's going to equal any guesses?

5 mil half a billion It's about a billion quid a Billion quid so imagine if we said to you today, right if you want to protect your future generations your grandkids grandkids Go put 50 grand in the count Make sure it earns a minimum 5% and never think about it again Compound interest it'll just accumulate and it'll just go like this The whole concept is you saw any interest on your interest and that's where the compound effect comes back I still don't understand the compound effects like I get it, but I still find it painful I put money away every month.

I pay off mortgages and all this stuff and I'm just I know one day It's gonna go like that, but I don't know if I've truly believe it So what do I have to do to make myself keep doing it as I you get a compound calculator online? And whenever I'm having a glum day or it's like I've just paid off a load more debt or done Whatever. I just plugged my numbers into a compound calculator and to look for till I retire I mean, oh, that's that's really nice.

Actually, it's a really good thing to do Compound effect start now Well, that's 50 pounds 100 pounds whether that's just flipping one of your mortgages from interest only to capital repayment You start paying off some capital like just start investing and start saving every month automatically Okay I want to come back to the point of like having a low overhead lifestyle is not necessarily about being stingy and This picture this is actually a story So I went to Valencia a couple years ago. Shiv was living out there at the time I went to visit him me and my partner Haley and We were out and about and then on day three Shiv said Josh.

Why'd you keep buying water? I was like thirsty Anyway, he went you should get one of these and then I realized what this weird strap He'd have them the whole time He had this strap that goes around him and then it was distracted at a water bottle that he carries around with them all day Every day and I thought well, why do you like to tell me about that? Well, this cost me about 12.99 What have you spent on water and I actually calculated it and because I was there I didn't really care I was on holiday. I must have spent about 80 quid on on that holiday just on water It's just these little incremental purchases like when I'm out. I need water. I'm thirsty.

I must have about 80 quid So then he was saying well, why why don't you buy one of these and even at the time? I was like, yeah, but Shiv we can afford it. It's just water.

Don't worry about it But the point is Shiv was doing very well for himself at the time still is doing very well for himself He could afford to buy the water probably more than me But the point was it wasn't about the fact that he was being stingy and not wanting to buy water It's about the fact he values money And he values money more than he values buying 30 bottles of water that he will never think about again in his entire life And that's the concept here. This isn't about being stingy. This isn't about getting to place where you're you're being really tight This is just understanding.

There's a value to money. Make sure you only spend on those things that you value. I love good coffee I love good coffee.

So I'm not gonna that's I don't buy coffee at the Belfry Because we know I'm gonna pay eight quid for a crap coffee But it's just you want to spend money on things you value Whereas if you love crap coffee and you want to spend eight quid go and enjoy that experience Go sit in the bar and do it do whatever it is you need to do So the point is the point is That it's not a stingy. It's about valuing money and make sure you spend on things that you actually value Let's get to PCM. It's a personal cash flow management.

This has the Potential to be one of the most lucrative sessions this whole day If you put all this stuff in place, you will get a massive return on your investment just from this one day alone PCM like we teach this on financial fortress and normally like we try I think the financial fortress fee price about five thousand five Five thousand five hundred pounds within just doing PCM People tend to get that money back just by this one exercise alone.

And what's amazing? It's not going out buying more deals. It's not It's nothing clever.

Well, it's kind of smart It's just the basics just looking at your personal financials and they save that money just by doing this exercise in this one I'm going to take you through now We're following on from session one in session two, but the aim of the game here I want you to have the most lucrative year you can have on record like we all want this We all want to have a better year than last year Even if last year was an amazing year We want to have an even better year on top of it and we've gone through the process Like first is how do you actually make money you create a business model?

You learn the rules of the game That's how do you raise money to fund that business model and I'm going to take you through that now So once we've made the money we've created the business and we've got income coming from that business How do we make sure we hold on to that money? Because there's a real risk for a lot of you if your personal finances in an absolute mess that you make all this money You just go. It's all just gone.

It's all wasted it's not how much you make it's how much you keep and You're gonna make more money this year But how much of that money can you actually hold on to how much can you actually have in that account and Rachel example is great You know the first time she's done PCM. She actually worked it through now. She's got 12 grand sitting in a you know That's personal money as well.

So it's not that's not money in her business, which is you know, you have to it's hard to get out It's money. She's taken out to a name. She's paid tax on it.

She's actually got that money That's that's that's really sacred money that she's got there So that's a phenomenal achievement just by budgeting very powerful. We all want to be in that boat a Lot of your personal finances will look like this at the moment. So leafy bucket.

That is the image if you are a Tempo or a steel if you're a blaze or a dynamo probably looks a little bit more like this. I Mean this There's probably no point of having a bucket there to be honest This is what it probably looks like and we need to address this because you know It's all about like when you have money coming to your personal name actually enjoying that money and spending on things you enjoy So this is how we do this. We do this using PCM personal cash flow Management Robert Kiyosaki said we should all mind our own business and everybody in this room has a personal P&L So everybody in this room has a level of income Has some expenses that I need to run their life, you know run their house Need to live and they have an amount that's gonna be left over at the bottom So all of you need to do this isn't case of oh, yeah, but you know, I know no one's got like Oh, I don't have a team member. So I can't leave recruitment this month. It's like no we all live We all have money that we said we're not need to spend money in the next four weeks Great.

Perfect. Great. So we all need to do this.

We should all be in we should all get this done Don't like I'll admit what Rachel made as well. It probably took me. I only did this site three years ago So I started this process three years ago It took me about five years of being taught as well, and I didn't do it I'll tell you why in a moment, but it's been an absolute game changer These are the six steps.

We're gonna work through by the end this session. You're gonna have Worked out what your monthly budget is for the rest of the year and know the Understand the system you can do to track against this budget to hold yourself account to keep you in check Who's excited? I Think people do get pumped this week side.

Yeah looking forward to it. Great. So I'm like gutted that we're doing this for an hour No, great.

No one's gonna admit anyway, pretty so The first step is the backlog and we need to actually work back through our previous Personal bank accounts to see what we've actually spent up to this point now You know if you want to create a budget moving forward generally the best place to start is actually looking backwards We want to bring chaos to order. That's what we're trying to do here But if you're one of those entrepreneurs, he's got a personal account. They've got business accounts They've got multiple business accounts multiple different businesses and you like what the bill needs to be paid I'm just gonna take money from there.

I'm gonna take money from here I'm gonna spend that on my credit card spend on my business credit card and money just sloshes all out these different accounts And it's an absolute mess like we need to stop that We need to move away from that so it's not healthy and you will get yourself caught out in an overdrawn directors loan account Some sort of like issue where you couldn't draw from the company when you should when you should ask You'll make mistakes in your accounting your bookkeeper will never be able to give you clarity on your financial accounts in your in your companies So it'll just be all over the place an absolute mess. You want to avoid that? We want to get very very clear and have a real order in our business finances Which we talked about last month in this month and then in our personal finances, too In order to do this, we need a system So we need to actually work out how we're gonna work this through and look at our backlog and I'm gonna tell you what That system is that I would highly recommend in a moment.

So literally within about Four to five minutes you can have a pretty accurate view on what you've done over the last 12 months You're probably less interested in the last 12 months But last few months in particular to see what you've actually spent so you can actually work out what it looks like for you previously Then we're gonna put this into some headline categories I'm gonna take you through what they are But basically gonna have some headline categories of things that you actually spend on a personal basis So for example, one of them might be home operating costs So these are all the costs I have to actually run my home one that might be discretionary spending So it's all just the money. I've got to spend on meals nights out. Whatever it is.

I want to do We're then going to reconcile and review Especially so the process here is we're gonna look at the last three to six months Don't go any further about look at the last three six months. I'm gonna reconcile which just basically means going, right? Well, that was 25 pound a gold elephant.

That's a takeaway That's a takeaway expense. That was 50 pound at the London eye. That was that was a you know trip birthday trip to London These are my actual expenses so like these kind of things that you could you can you can reconcile put them in the right place and make sure they've gone to the right place and ideally Obviously like Rachel the Queen of delegation over there if you can delegate this I'd highly recommend you do it to get someone else to Do this for you.

The app I would recommend to do this is this snoop and it's called snoop We will share a link So I will basically so it means I get a little referral every time one of you signs up to it But it's it is only five pounds and I'll happily donate that to get up and get back Yeah, I've got to do it now damn it So Send got away from here Sydney just cracked on and just said it I'll get a referral, right? I'll give five pounds to get over your back for everyone that signs up to snoop But basically what this is is really great little app It basically does bank feeds so you can link all your personal accounts to it And it basically bring all the data in and it'll also categorize a lot of it for you So just speeds up that process you don't have to snoop But the other alternative is going on to your bank downloading all the statements getting out in Excel Since I'm particularly fun does it this is what mine looks like so I actually took a screenshot on this yesterday So you can see for January for me.

You see we spent five thousand fifty eight pounds ninety seven and you know We had nine hundred forty one pound under budget now We're not doing the budgeting just yet Like the main thing is it tells you how much you spent and then it puts into all the categories, you know It puts into load the categories Down down below so it'll just speed up that process of going right the last three months This is what you've actually spent in your in your account so you can get a real clear view on it and work it through So that's the first step backlog nice quick efficient way to sort your backlog very effectively So next step is understand So we understood we've basically done the backlog now. We need to actually understand what's actually gone on in our accounts So we're gonna review What's actually happened and there might be all sorts of anomalies on on snoop for example If you snoop or you look at your statement there might be anomalies on there It might not be straightforward. Good example of mine is my partner Haley.

She has a property and so Snoop doesn't look at income just as the expenses So I was like, why do we keep spending so much on our mortgage cost was because that was her By to let mortgage costs going through her personal account, which I think she shouldn't do but it is what it is And it was just skewing what I number so that's that's an anomaly that needs to be moved moved out So I'm gonna remove that from from the equation and anything else that goes through those accounts which doesn't look quite, right You want to just remove things out so that it looks accurate it represents what's actually going on Obviously don't move things that should be in there to make your budget look better But anything that shouldn't really be in there or you wouldn't be a normal spend you want to remove Feedback and adjust so feedback if someone else is doing this for you giving some feedback if you were doing yourself Just adjust it yourself. So get it to a place where you have You're clear on The fact it looks right, so I'm clear on right that looks correct that looks correct the holiday budget looks correct standing orders look correct Yeah, that is my mortgage amount and just adjust it to get it to the right level reality versus expectations, so this can be an interesting exercise for you and human beings are very good at putting the wool over our own eyes and Thinking well, you know, we spend four grand a month and then you look at it.

It's like six and a half Yeah, well what's happened there? The whole point is here You might be thinking well, you know, we don't spend that much money eating out must be like 400 quid or whatever You're looking it's like a thousand or whatever It may be like this this this the whole thing is gonna actually tell you How you're actually spending versus what you think you're spending either I'd I'd hazard a guess that most you probably think you're spending a lot Less on takeaways on coffees all these little costs add up like and so you want to do this exercise actually work out What's going on? Where you can you want to apply percentages to this and so once again We're not saying that if you and if you double your income in the next year, you can't spend more money Of course you can but we'd always advise you keep percentages.

So if you've decided I'm only gonna spend 30% of my budget my income on housing and living So, you know right up the main comes enough you want to you could go and get a bigger house if you want to see I'm only gonna spend 5% of my income on a car great You've doubled your income you spend 10% if you want to see you can upgrade but the point is there should be percentages in there I'd saving as well. So I'm always gonna save 20% of my income you double your income. It's now you're saving 20% of a much higher bracket you are actually doubling that too so the key point is as you work through this and you under start to see the categories of Housing food child care you start to see all this stuff go through you're gonna get some rules around the percentages that you can start to operate and live with it and Then You are now going to create what we call like a budget structure.

So you've got your backlog, you know what it looks like You've got some categories and now we're gonna start to create a structured budget that we can actually operate and actually Use and I'm going to show you a live example of that now So normally we only teach this on financial fortress and this is part of the financial fortress We come to the laptop Because the laptop please die so This is the kind of live example and you'll get this you'll get this sheet Okay, and in this sheet you'll have an example and you'll have a Blank, so just because I'll just take you through that that where we're trying to get to this first And then you can obviously take it away and you can crack on So at the top, we've got our Categories, which I'll take you through You got the months along the along here you got total at the end Then you've got quite clearly a line item and a budget if I just zoom in on that This isn't rocket science by the way, it's a simple sheet to get your head around Can you guys see so income So at the top, we've got net cash flow salary income and you would put an amount in there So it might be this is by the way income that comes into your personal name post tax. Okay, so we're not interested in your business You might earn a hundred thousand pound a month in your business, but and that's great In your holding company, it might come in there But it's like what money you actually taking out of your business into your personal and this is all personal now Okay, so you might put the money in there. So just put in there four thousand five hundred and five hundred pound So in this in this case, this person is getting paid five thousand pound a month into their personal name Then you have some categories.

So you got direct debits and standing orders So, you know, this is what it says in the tin. These are anything that are a monthly payment. So Netflix That this was Dan's when it is a while ago Volvo full-service lease Insurance fuel anything that's that's outside of running your home Which is just a direct debit or a standing order which you pay for every single month Then you're gonna fill those out and you're gonna have an amount Then you're gonna have home operating costs There's anything that you know, you've spent to operate your home.

So a mortgage gas electric anything else house with tax Or band insurance water, absolutely. Yeah, you know, it's absolutely anything that requires you to run your home Then you're gonna have monthly living expenses and this says lifestyle So these would be the things that you need to actually live your your lifestyle So it could be food and lifestyle expenses could be gym holiday budget You know anything else you want in there? What else might we have in lifestyle?

Yeah, I've got Jim up there yeah gifts So anything you want like, you know, it's up to you. You just need to go through snoop It will give you an indication of what you are spending money on give you some categories You probably want to pop these in as the different elements Then we're gonna have savings and ISA. This is all post tax.

So let's be an ISA account for example What it's going to do is down the bottom. It's going to give you a summary So you can have what your income is or your expenses is going to be And what your cash flow is going to be so it's going to give you a summary So in this case, we're 401 pound up which means we've got 401 pound spare each month based on this case. Great You can spend more you can take my less money out.

Whatever you want to do. Okay, so that's where we're trying to get to To show you the blank version, which you all will get Let's you work this through So you just start crafting this then so you put in your income. So it might be So, I mean I'll do my example so I won't put the actual numbers in but I generally get POIE from holding co And then director's loan account repayments at the moment back to me.

And so let's say it was one oh Five seven is like the the lower tax rate directs on account assist five thousand pound per month, whatever it may be So let's say that's what my main come is. I'll probably use a My brown numbers to make it simple So I'll be the starting point and then what I do is I go through here and go right what my actual outgoings here So I put in there my Netflix Put in there my gym And I just start logging these the log of these things in And that was Netflix cost you start building your budget based on what you've got in sleep. Hey, my friend cost my mortgage Council tax Whatever it is, feel your nose out and then take a raise Say eight per month, whatever it is.

You just want to populate this and start putting this out. That make sense So you're doing your backlog and you want to turn that back on into very simple budgets that you're gonna set up to actually pop Late into your sheet. Okay, you go back to the slides be definitely so What we're thinking Lou is we're going to talk about direct ever sustaining orders So once you start to understand what your direct ever sustaining orders actually are I'll talk to you about how you actually reduce your direct debits and standing orders.

The exercise you can do is walk the line So what you could do is you could populate this initially with what snoop is telling you and then you want to walk the line go for each and every single line that I'm on there like Yeah, there's gonna be there's basically three actions you can take for any single line when I say walk the line Let's just go for every transaction go do I need this do I not need this and the way you can do this? You can color code it so you can do what's called rag.

What is rag sample? We didn't winter this red amber green. Absolutely red anything that's in red Remove get rid of like I was looking on my my phone I had a subscription to a plant care app because a lot of my house plants were dying download this app for this is gonna be Great used it.

He used it once That's like why am I still paying for this plant? Just have water. Well, it's not that simple Yeah, so I removed that I'm so I'm not gonna I don't need that anymore What do you think?

What things do you have? There'll be loads of things in there that you're probably paying for that you don't need Did you know 30% of subscriptions what we call sleeping subscriptions? So companies build in an assumption the 30% of their users will be paying for their service, but they will not use that service gyms Software all those things in the App Store that you find So the first thing to is cancel your secret sleeping subscriptions and honestly just by doing this one exercise saves people thousands if not tens of thousands of pounds Multiple thousands of pounds per year once you start doing this because you you can serve 30 40 50 pounds subscription It all adds up over the year The next is amber So anything is amber you want to negotiate or you want to move? So negotiate quite straightforward if you're looking at your phone contracts and you actually came out of contracts One of our advanced property entrepreneurs you heard this session She checked a phone contract and we've actually been out of contract for like a year And she was paying everything 150 pound a month.

So actually ridiculous So she rang them up in our car on the way home. She got it down to 30 quid there's a hundred twenty pound a month just by having that conversation and Ringing them up and negotiating you want to negotiate anything you can negotiate your broadband Negotiate your gas and electric and negotiate your phone subscription anything you can negotiate Will really help you reduce and make you and in a nice lean position in your cost and then move Things that are in our little move. Wait, where's you want to move them to? Business hundred percent.

So yeah when we negotiate we might move to different supply It's hundred percent. So it's a good answer But what we need that move is can you move a cost legitimately into your business? Okay, so I used the word legitimately there and But I would say there is a game to be played and I think there are certain things you can probably put through your business which would almost count as a Drawing for you, but they don't have to spend in your personal I have a lease car electric lease car goes through my business and like anyone that's not clear on like how Like it's all about post-tax money in a minute But that is sacred like putting money put anything that would be in your personal name through a company Saves your fortune because for a start you're gonna save yourself the corporation tax on that So you're now gonna deduct 25% off as a result of that expense So you've got already got 25% back on that cost plus you've now freed up your self allowance You're your personal allowance for money You don't have to draw So if you're gonna reduce reduce what you draw from your company and save at least 20% if you're a lower-rate taxpayer 40% on the money you would have had to join if you're a higher-rate taxpayer So it means that when you put like a car for your company, it's incredible You're getting like 50 60 percent off the price just by putting it through the company as opposed to personally Same for life insurance relevant life insurance. You can put that through a company. There's all sorts.

You can get a bit creative You always want to get your tax accountant to sign off on it But you want to put as much through the company as you possibly possibly can And finally green is keep so anything you cannot live without you keep But ask yourself, can I really afford it? And one of the ways to think about can you really afford it is? This and this is the Trinity study.

I love this It's a really powerful way of making it. Can I actually really afford that who's got Sky TV? Yeah Have you you got rid of it how much this does you fast it that's it Save some money but ends up in prison, right?

How how much the sky cost the one you cancelled rate Okay, cool. I've done the calculation. I don't know which cost I got in a cash on 35 quid Trinity study is really cool study It was done by some academics and they're basically worked out But generally if someone bills of a size of a portfolio like a level of net wealth and they retire at say 65 And they've got 35 years to live the safe drawdown rate on most portfolios about 4% So that means if you want to continue Living the life that you want to live you need to have a big enough pot So the drawdown of 45% allows you to cover your cost for anon Which but in a very simple terms means that you've got our stuff Can you actually afford Sky TV because if Sky TV cost you 35 pound a month? You can work out the annual cost for that to work that backwards You would need to put ten thousand five hundred pounds into your pension pot to afford Sky TV in your retirement So are you willing to build up ten thousand five hundred pounds into your pension pot?

Just so you can pay for Sky TV in your retirement When you do that 35, it's quite a lot of money So you think kind of is it really worth that to me when I did on my lease car? I need to put a hundred and sixty five thousand pounds into my retirement just to have the same car into retirement Based on the drawdown rates So think about can you actually afford this or not because you can do that equation in the maths to go actually I Can afford this now? It's not what I'm gonna want to do in retirement So either cancel it or I have to put a lot more money into retirement to maintain my current lifestyle So think about that.

Can you actually afford it a Top tip as well. Like I'm gonna coach all of you just to do this today There's I don't know why this feature exists because it's just like too easy You can do it on Google Play or you can do it on Apple iPhones. Just go into the App Store and just click on Manage subscriptions, you know literally tell you all of the subscriptions You've got linked to your phone and it like every time I do this That's where I found the plan the plan app that I've described for You can cancel like so easily three to five subscriptions We've been doing that doing that work doing that exercise and it's such an easy thing to do So make it a monthly action for stuff just to quickly check it and you'll save yourself a ton of money just by doing that Activity alone all these things add up I know they didn't see little they all these things a little these little Changes make a big difference and multi millionaires billionaires care about these little things I'm not asking you to do something that those people don't care about they do So the game plan Is then once we've been created our budget We've now clear on what our budget is for the year ahead and what it actually needs to be Now we've got a bit of a game plan and what we need to do is we need to go right? This is my plan for the year ahead and this is the aim of the game It's like what is my actual path next four months?

How much money am I gonna learn? How much money are your drawings by personal name and how much money am I gonna spend so now? You've got an actual plan for the year ahead What you might do as well is adding your aspirations So if you know that you want to get your driveway done If you know that you want to buy a house if you know that you want to save a certain amount of money for your Kids college fund or put some you know put 11 grand away in an ISA Build that in because what you want to do is make sure that if you know that you can live off five grand a month But you know you want 30 grand in savings by the end of the year in your personal name Well, then you need to draw seven half grand build up if you know You want to do a big holiday in summer you need to draw enough to save up that cash so you can afford the big Holiday in summer this will create in a game that you can win now of course a lot of you can probably cheat the system Go screw it. Well. I want the holiday You know just dip into the business take a bit more money out and crack on and that's fine But where does that stop you need to draw a line and start playing the game so the money you've got your person is when?

You've got your person the money your business is your business money That's not to have some real rigidity around those rules so that both of those pots of cash are used effectively to actually grow over a period of time Pre tax money Pre tax money is where the magic happens, and you want to put as much I've kind of I went off topic a little bit before but you want to put as much as you can through your businesses Post tax money is absolutely sacred is absolutely sacred And you want to keep your post tax money as low as you possibly possibly possibly can Kind of already started to explain it, but to get money into your personal name cost a lot of money If you a thousand if you want to get five if you want to pay for your car in your personal name And he cost five hundred quid you probably got to learn about eight nine hundred quid in your businesses to allow that to transfer through Once you've paid your corporation tax, and then you paid the tax in your personal name Whereas if you put the car straight in your business It's gonna cost you five hundred then you get the back back on as well, so it's gonna cost you four hundred pound So it's very effective like the more you can put through that business the better And it's all a game like this is all a game, and it's a game to play You don't want to break the rules of the game And you don't get yourself in in serious trouble with HMRC or with anybody you want to have a good accountant You can have open conversations with and you want to play the game the best you can and it is amazing What lifestyle you can leave are 50 grand plus expenses? Why do we say 50 grand?

Tax threshold yeah once you go above 50 grand you end up and that kind of higher tax tax bracket And that's no fun for anyone's 40% 40 to 45 percent that's no fun, so you want to live of a great life so 50 grand plus expenses and it's an absolutely phenomenal place to be and When you have partners think about how you can use their allowance as well Sometimes and I was having a conversation with a client recently And they're like we keep paying paying all this all this tax are we taking too much money out of the company Then we dive into it and you go well actually you're not taking too much money Well you are as an individual taking too much money But your wife's not taking enough put some of this money over here instantly Problem solved and it's all coming to your household the impact is that they're saying that you pay a lot less a lot less tax understood Yeah Can I can I well? It's always difficult when you're mic'd up like talk about this because you never know who's gonna listen to the recording So

[Speaker 16] (1:10:43 - 1:10:49)

Ask the question again Martin is the plus expenses is that money out of your business

[Josh Keegan] (1:10:49 - 1:16:48)

Yeah That's stuff you you put through that you can legitimately put through The business like I keep using my car as an example because it's a legitimate one like my car my car leases 550 so what's that six and it's about seven grand a year But I don't have to draw out that goes through the company so you know I only have I only have to draw in my Personal about 30,000 pounds my partner then draws another 30,000 then we have Money to go through the businesses. I reckon we probably live off 120 if we're like a factor in all those You know kind of perks that all stuff that goes through the business So it's like how much of that money can you possibly put through there? That's that's what we're looking to what we're looking to achieve You can get creative with it like you You went to Marbella for a holiday, and then you spend a couple of days at a property seminar over there Who's to say that you can't put some of that?

I'm going skiing with Adam. He's a client, so you know you start playing the game, but what can you put through? What can you not put through, but what's the business trip?

What's not business trip? You know what I? Had to get a haircut for stage Just saying like I Can't come up here scruffy like what you know It's just playing the game, but what walk it who knows who knows um yeah?

Just make sure you tax account signs off on it. Don't take any my advice so then The next I am being you're launching something called a Tax talks unplugged where we don't record it, and you can actually ask get real advice from real tax counselor What that should do I think it'd be really quite a anyway? You're about a car person.

Yeah. Yeah, you do not speak about this after so Yeah, the first rule of tax tax talks unplugged so Next is expenses, so you want to set your budget in stone, and this will be from the first of April That's where we work with new financial year new year new start Business models also forecast also for the new year, and then you're going to start your actual budgeting from that point onwards So you want to set it in stone? We want to really simplify this for you And we do this using the three card hat trick and I'm going to take you through what that means in a moment but basically the whole concept here is you only need three cards to run all of your finances of business and Personal to make this super super simple when we take you through what that means in a moment to simplify it and The three categories that you need is home operating costs So the three cards you need is home operating costs Discretionary spending and A business credit card these are only three cards you're going to need to actually get all this set up home operating costs Which is your mortgage as things you actually? Need to use it's your standing orders Discretionary spending as it says on the tin meals takeaways bottled water Whatever is you want to buy and the business credit is your business expenses? And there's the only three cards you're going to need to actually run and set up all of this system so I'll take you through how this works in practice, so Most of you have probably got a current account NatWest Santander HSBC.

Whatever it may be this card Is going to be where you receive your one transfer every single month So if you've said we're going to take 5,000 pound a month from the business on the first of the month 20 about so From the first month 5,000 pounds is going to go into this account. This is your current account, okay? That's the setup.

That is the starting point now from this account Your standing orders and direct debit is going to be set up Okay, and the only things that get paid out this counter standing orders and direct debits nothing else There's not really a card you use it's just an account Out there is going to come your mortgage your council tax your utilities. Whatever it may be and into this car So let's say you're all of that came to another 1,500 pounds So now all of a sudden you go for 5,000 we've got three and a half thousand pound left in this account There's going to be one of a really important standing order and that standing order is to this card so As part of those standing orders you're going to set yourself a budget which is your discretionary spending budget Which is your sandwiches, you know your groceries anything anything that's not a standing order or home operating cost That money is going to transfer from you that West account into your revolute account So in the case we talked about before you transfer 5,000 1,500 pound went out on our home operating costs and our direct debits three and a half thousand gets transferred onto our revolute account This revolute account is then what you use for your day-to-day spending your meals your takeaways This is what you basically use for everything Why do we do this well there's two main reasons one is The high streetbacks are rubbish. So they don't really give you much insight to what's going on And it's by using something like revolute. It doesn't have to be revolute, but we like revolute I think Monza does something similar It automatically will start categorizing Transactions for you and tell you what you spent on a combination of food.

Tell you what you spent on on biscuits Tell you what you spent on Shopping at Sainsbury's whatever it may be. So it'll start to tell you though like do a lot of the work for you but the second thing is We want to have a budget in that account because human psychology It's just if we don't set a budget if we use a credit card or if we if we have more money in there than we Need we'll likely spend it one of those powerful methods you can have is see I've got three and a half thousand pounds get towards the you know Five days before the end of the month and go or we might get a takeaway look in the account Oh god, we don't have enough money for a takeaway and that stops you from spending So you want to make sure that that balance is live with what you can and can't spend because that'll be a really powerful control mechanism to reduce your spending and make you make much better decisions the Third account is then just a business credit card or a you know business bank account And basically what you want to do here is this is where you're actually gonna spend money that you put free put for your business So it's roundabout by a bike. Oh, yeah.

Well, that's our discretion sake Bob buy a coffee from the Belfry You know donate to get up in your back because you're here Whatever it is you may do just you put that through the business when you're out about it and as you as you go And I am keep asking the yeah, you might be something and pass it quite a big throw there Rob and You ready?

[Speaker 11] (1:16:53 - 1:17:23)

Good sorry, thank you. I was just gonna say I do exactly that but then have the BA annex Yeah as an extension and if you you can pay about five pound a month. I use Monza not Reveley I'm sure you can do it in Reveley.

Yeah, but you can link your annex to your You can link any any card you've got to your Monza and then you can auto categorize off that So you spend on your annex and then you get your budgets all on on one app.

[Josh Keegan] (1:17:24 - 1:19:04)

That's cool. Yeah, the only facts I yeah, so it's absolutely cool. And I think If you want to start playing around with points and stuff, feel free.

I think I think You can do that to death and it can overcomplicate the system The key thing is you want to keep it really really simple. The only thing I'd say around credit cards And this is general know Dave Ramsey and what Dave Ramsey before I Just but yeah, he's amazing. But people bring him up.

They're in debt in America and he just ripped and ripped some You spend fifty thousand dollars on a car and you know, it's just it's absolutely great But one of the points he makes is is Credit card that is a real thing and why is credit card that real thing? I can't remember stop It's like it's like it's hundreds of billions of pounds of dollars worth of credit card debt in the u.s For example, he said no one ever got into debt on a debit card and it's just a psychology But when you do have credit cards, I've caught myself doing it you have credit cards. It feels like free money It's just psychology.

You might might spend more So feel free if you want to use a credit card from this absolutely feel free and Robert if it works you great Just I'd say like if you are a blazer or dynamo and you are crap with money Don't let yourself have a credit card. Just have a debit card that when it runs out it runs out And if you decide to pop up that's on you, but it's quite a big action to top up Like it's quite a big thing to go. Oh, you know, I've know I've overspent.

I've got top up my my debit card So that's three card hat trick. So that's very simple three cards is what you need to run all of this I don't got any further question that before we move on Yes, go for it Matthew. Um, it's quite a long long Yankee can swoop in that you worry.

Don't worry back. We're not on a on a strict time frame.

[Speaker 10] (1:19:04 - 1:19:40)

You know, you just And More recently saw with trading 212 and a few other platforms What was that saying with what trade in 212? Okay, they offer Interest on cash that you keep in their app. Would you recommend that for?

say if the the main bank Not the revenue is building up Would you recommend putting in there Like in an account like that where you're in an interest on cash, yeah, it depends

[Josh Keegan] (1:19:40 - 1:22:26)

I mean like yeah, so 100% if you can put money in the account, which is any interest That's generally a good thing But the kind of principle should be there should never be too much money in here Otherwise, you're probably overpaying yourself And then you've got remember every pound that you put into this account is gonna gonna be kind of part of your your self assessment So if you've got you know Yeah, if that starts to get to like 30 grand in there You should probably go hold on a second on premise a bit too much from the businesses here And that's you are trying to buy a house or or do something else You want to try and keep it quite lean. I mean really Having a buffer in here is a very good idea But you probably want to get to a place where each month these kind of all counts out to zero really I mean you start start the journey again Okay Yeah, make sense cool We move on then. So the next part is then just tracking this Actually kind of keeping an eye on it to make sure it all gets tracked First Saturday of every month or the first day where you want to do this of each and every month You do budget versus actual Dan does this on a Saturday?

He likes Saturday mornings doing this But if you wanted on Friday do whatever you want It just needs to be early on in the month You need to do budget versus actual and what you need to do just consciously actually sit down and go All right. This is what I was meant to spend. This is why actually actually spend This is a working model so one of the key frustrations and honestly probably the reason why I took me so long to gel with PCM because it took me a While to do it is I would start it and I'd be so wrong and I'd be frustrated And I would be so wrong again, and I'd be frustrated and it just be annoying I mean, I why am I even doing this?

It just feels like a waste of time I can't get this right my personal finances feel so sporadic But I should have just stuck with it because it might be wrong at the start the whole point if you need to adjusting things Till it's right until you get a budget You can you can actually stick to because part of this is going well I know I only want to spend 300 good a month on takeaways and By having that making that conscious decision you end up spending 300 gonna take place part of this is going I'm you know, I only want to spend 500 pound a month on childcare, but you just can't stick to it No matter what you do Well, no matter what you try so you might have to increase the budget 650 and then you accept that and then you can move On this is a working model update it as you go to get to a place where yeah This is right.

That's where it needs to be Automate so this can be done in 30 minutes. So it really shouldn't take that long. Rachel's got a BA doing Can you share that process do you mind?

Yeah, so like that then there you go. Take Rachel's process. That's phenomenal She's gonna put that into the community for you guys And now you've now got a process on how to automate your PTM.

There's no like there's no excuse right now There's literally I would just done I've just done that that question is just done all the work for all of you Get to a VA and just make happen and get it done There really isn't a skip an excuse then we've got an excuse that they want to bring up to me now

[Rachel Davis] (1:22:31 - 1:22:48)

If you think does the same thing remember mine's manual but I give I do give it the transactions Yeah, and so and I get my VA to do but equally I think if that snoop works I've not tried it to be honest.

I felt like I've too many accounts to manage with snoop Yeah, but that might do the same thing.

[Josh Keegan] (1:22:48 - 1:30:27)

So there's two different options I mean in an idle world you shouldn't need snoop snoop is basically for going about the last six months and just working through the mess In idle world you have your three cards set up. And so this should just be so simple It really shouldn't actually be that hard I mean like when we're saying automate and review it in reality if you've got money left for your revolute card You know you've done the job The key is you want to just have be able to see the category see where you spending to see to be conscious of it It's all a game So set percentages and stick to those percentages and this also makes it fun because when you start earning more money It's exciting because then you can spend more on those things that you want to spend more on as a result of you earning more money, so it's a really great way to operate and Remember, it's not how much you make is how much you? Keep and what we're trying to do is make sure we've got some savings Make sure we're holding on to our cash and holding on to our money It took me a while to get into this and I think the biggest reasons why it took me a while to get into this It's I'm so disciplined in the finances within our business very organized very very on top But I didn't like the idea that then it came into a purse account I'd have to be like really organized with that as well And I felt like it was going to be kind of squashing my my freedom and my enjoyment of my life And I used to really value like we definitely had some Like my parent you know you learn money from your parents Don't you really and like my parents my mom will she still does it now?

She'll never order the most expensive thing off the menu She'll always make a sacrifice and just go even when I'm someone else's paying or whatever in fact even more when someone else's paying She's got like all of the cheapest thing and like they're quite frugal my parents And I kind of realized that growing up that they're kind of in that in that mindset So I took great freedom when I started to earn some money I've just like walk into a snowboarding shop and go all those boots are nice.

I'll just buy those boots but What I realized was it's not actually very satisfying and what I've learned now is by doing this it actually creates much more Fulfillment in life because actually you start to really think about the money you spend you start to really value the purchases You actually actually spend we went for a case where we were probably having like probably Maybe like two takeaways a week in our house seems like a lot You know there's one crazy, but we had kids and we're just trying to you know Keep the cleaning and stuff down But then I look back at a month and go I couldn't actually remember a single take away I'd eaten in that month. I couldn't remember a single one So look at it We spent like 300 quid on takeaways and like I can't actually remember a single one of those meals because we were just doing it And now we'll probably have a take away once a month once every few weeks But I can remember I can literally tell you the last take I had I could tell you the exact order we had It's absolutely fantastic. You start to actually enjoy the money you were spending on these things so although it is a bit discipline It gives you the freedom and the satisfaction can you take your time you research the pair of snowboarding boots You get excited about them you buy the right ones after a few months to think about it and honestly I've just found that a far more enriching and enjoyable life PCM so we're going to share with you this spreadsheet, so we go back to the laptop piece deck Hopefully you can kind of get the gist of this. This is very simple So I've kind of taken you through already But basically you get this spreadsheet and you're gonna fill all this out You're gonna work all through and then at the bottom you're gonna have what your income is and what your budget is for the month ahead And then what you're gonna do is every month you're gonna come in here And you go right in May I was meant to spend six thousand What did I actually spend in May you can add a little column next to it say May actuals This is what I actually spent and the whole point is you're just comparing what you're actually doing just by It's like I said about time tracking like just by Tracking your time you're gonna be conscious with your time That's what it does by tracking your personal money. You'll just start being more conscious of your personal money So that's 80% of this then the other 20% is looking where you're spending your money go Oh my god, I can't leave you spent 60 you quit on meals out. I can't remember for last month We need to we need to calm that down So you get a copy of this you want to get this filled out?

I'm on masterminders Posted in January to say you just a little comment as Chris anywhere PCM has gone really well really well in January. It must be all of those Christmas present returns. So He bought his wife quite a lot of gifts and she's just taking them back.

It's like this is great I've done really really really well this month, but it's great. It's fun It's all a game and it's just really exciting to actually see what's happening. See what's going on Top tips a few top tips to round up and finish So first up tip is stick with it Get started and stick with this, please It is all of those things which you just need to master you need to have and it's one of those things It's not sexy, you know, it's not Dan's deal You know, we all want to be doing that deal the end of the day You want to go that to go do that deal, but you're spending five grand a month on you know Rubbish that you don't actually need that's just all a waste of time. Anyway, isn't it?

So it's all academic so you want to get this really robust and get it tight Snoop to get started to get Snoop definitely to get started with this Then I'd say once you get your free hard free card hat trick set up. You don't necessarily need Snoop anymore So it'd be another subscription. You could probably cancel And you can just use the very manual very simple spreadsheets and the three cars to actually manage this moving forward if you like Snoop Cool, but the methodology really is three cards You should be able to see so clearly what's going on and just transfer the right amounts of money and it's really important You do that for psychology as I shared It's like you want to be in a place where you look at your account? You're about to make a decision you go crap I can't we can't do that because we've only got 150 good in there We spend that we won't be able to buy groceries at Tesco and I appreciate you probably can't you take money of businesses But it's a game.

You've got to draw the line somewhere Three card hat trick keep it simple stupid kiss. So keep it simple stupid three card hat trick I would break it really reckon get me set up. I have three cards for my personal card.

I've got my My business card, which is the USP business card, and then I have my discretionary spending card. That's what you need That's me to carry around with you. And you know, I don't have three cards.

I have them on my Google Wallet on my phone The money is made here This is where you actually make the money because this is where you actually save and you build and accumulate wealth So this is where the magic actually happens. It is not Doing a lot of the other things that we think that we're meant to be doing a lot of people as they get to a Certain level saving money is actually the best way to make more money in our businesses So you can appear rich But as I shared with you before When you do see that person driving that fancy car in that big house All you know is they've got less money than they did before You don't want to be that person live a frugal lifestyle And once again, no one's Dave Ramsey He says that the people that are the most well for the people that just don't care what other people think Like if you care what other people think you're gonna want to dress in fancy clothes buy the car buy the house go to the Fanciest restaurants and do all those kind of things buy the buy the shoes with the red on the bottom all those kind of things But if you don't care you won't do any of those things and that's what wealth actually is and how you accumulate it And this is one for me as it actually makes life more enjoyable Not less you start to appreciate the value of money You get to buy the things you actually want to buy rather than wasting a load of cash on rubbish that you don't want to buy And you actually make really good decisions and you make decisions on purchases that actually rich your life rather than just another meal out another takeaway another possession that you're never gonna look at or ever actually gonna use you actually really value money and you part with It on things that you really truly value and as I said to you at the start We're not trying to say that you have to just survive for the next year And I literally just scrape by and only shop at Aldi and buy baked beans and toast That's not what we're saying But we are saying we want you to be conscious of the things you value and only spend on that this year and let the Other bits that you don't value be a little bit less questions Yes, got four or five there.

So Where did these catch what's going? How is it?

[Speaker 12] (1:30:28 - 1:30:58)

Thank you Who was down I think Simon I think your hands up first, so we'll go for you first ready Just understanding that three card system a little bit better So you've got your business account you transfer money to be able to pay for utilities to one account The remainder into another one for your personal spending and then you said a separate one for your business Expenses. Yeah, would that actually be like a separate account? Would that be like a business credit card that you just pay off with your main business account business credit card?

[Josh Keegan] (1:30:58 - 1:31:07)

Yeah, personal account and discretionary spending account. Very simple. Yeah, cool Joining a Martins is next same question same question.

[Speaker 13] (1:31:07 - 1:31:31)

Nice here Just behind you if you can Simon So you said you've got three cards how many do you give to your missus because like I Have I've tried to have this come seriously now, right? I'll try to have this conversation with my wife and she is an accountant by the way. Yeah, and Yeah, it's can't tie her down.

Yeah, literally.

[Josh Keegan] (1:31:31 - 1:32:33)

It's like having a conversation with a toddler So in your night Is anyone else relate to this because I can't be the only one right no No, I do have the answer to your question So basically I'd your scenario for joint for like couples. Yeah, you probably have one. Oh, I know obviously I do appreciate like this this is quite an emotional difficult topic, but and You'd have one joint account probably that's where the money would go into initially So it all goes there So if you guys might be high access to of you So you'd have you standing all this from your house?

And then what you can do is you have to revolute cards that link so you can then have up your discretionary spending Job done. I have some of these challenges to and we've like trying to organize my partners and logistics So you might find that if they really can't get on board Snoop does work because you can just put their card into Snoop and then it just bring them all together As I said, like you ideally just want the three-card hatchery. It's very simple that way and psychologically it works But if you can't, you know, you can resort to Snoop.

All right. No worries. Yeah, Tina

[Speaker 8] (1:32:37 - 1:33:33)

So a little while ago when I spoke to you I said I was in a bright state and I still am in a bit of state So don't worry, it's not that good But okay And what I did is my ex was doing all because he still is boss long story But and he was doing all the accounts and what we were finding was That he was paying Tom's pay dick to pay re because he just didn't know where anything was So what I did it wasn't quite the free cards, but I've set up all different accounts Okay, and I've done it singing driving We've got a different one for the big news and I've done a personal and all I've done is put beside me the actual amount So the penny that I need to have go in them accounts and then whatever's left over it goes to a holding account No, and I've made eighteen hundred pounds in one month.

There you go from gun and the way I've done that as well Actually Rachel you for this I went on to sky and I said to him I want it because my partner was paying like one not my partner He's not my partner. Anyway, so excuse that 160 pound for sky.

[Speaker 16] (1:33:33 - 1:33:34)

I'm on right.

[Speaker 8] (1:33:34 - 1:33:46)

It's what I've done. I rang him up and said we still live in the same house I went by the way want to cancel that one. I want to start.

I'm a new customer I'd like to start a new one and I've got it for 49 pound the same deal Yeah, it's crazy just because I changed the account.

[Josh Keegan] (1:33:47 - 1:35:10)

So there's so and I canceled so many things This stuff takes a bit of effort, but it's well worth like whatever works for you like whatever works you well done We do a couple more questions and we'll finish up Yes, we don't want we don't want tied into snoop we don't any business industry the snoop is just personal I'm a bit of a big of you. So you what what what you do? Tell me tell me what so you put all of your personal spending You feel that for your business account well, I just probably wouldn't probably wouldn't do that.

So I think Yeah, I mean no no, no, so Put things so if you if you can put a legitimate cost for your business it goes in that account You don't need to look at it again It goes over there if it's like an illegitimate cost and don't put a few business and then recharge it Let's get complicated just put it into your interpersonal. So you want the money to transfer out? That's your budget and then you put your personal expenses for your personal accounts But like things that you can put through your business legitimately put that into business and we forget about those They're just in your business Yeah, they've come for your business P&L.

[Speaker 7] (1:35:10 - 1:36:25)

Yeah, you're forecasting Yes last question Okay Have you been sitting there the whole time just waiting to Yeah, so if you've got 30,000 pounds, yeah You grow it every month by 1.5 percent at the end of year one, you can draw down 5,600 pounds and spend it on what you want. Okay, because then still 30,000 you go again At the end of the year 5,600 and that will go on forever. Yeah, if you compound that same 30,000 over 11 years On year 11, you'll have a hundred and thirty seven thousand pounds of in pension there You'll have enough so you can draw down 32,000 pounds which is more than your initial investments and you'll have enough to compound every month by 1.5 percent So the end of next year, you can also draw down 32,000 pounds So 1.5 percent over 11 years and you can draw down every year your initial investment If you did it with a hundred thousand pounds to start you'd be drawing out a hundred thousand pounds a year from year 11

[Josh Keegan] (1:36:25 - 1:37:03)

Nice. Is that 1.5 percent a month? 1.5 percent per month Right ladies and gents, that is PCM. Thank you very much for sharing Please please please. I know we've got loads going on. I know we've got wins hit list I know we're all busy people But this is just a fundamental that you need to have in place and you need to get done.

It will change your life It's not the sexy stuff. It's without a doubt the foundation of building wealth for yourself There's no point in being an entrepreneur if you have a leaky bucket Do you enjoy that session? Ladies gents, thank you very much.

Let's finish with a huge round of applause.

[Rachel Davis] (1:37:03 - 1:43:29)

Thank you Quite a few bits today that are really key. So we talked about the business model earlier this, you know You must make sure you that you find the time to do these things Don't do what me and Josh did and delay it four or five years We want you to do that this this year and it will make a massive difference I actually wanted to talk about partners and getting them on board. It is actually quite difficult I think everybody here has a different money mindset So it depends on what you want to do.

So if you want to invest in a company and you want to invest in a company You know your background their background my husband when I brought this up with him He was like, I'm not putting any budgets in place He was like he grew up poor as a church mouse And it just the thought of putting a budget in place makes him actually feel physically sick because he lived on 50p a week For years. Yeah, absolutely. No money when he was growing up.

So it depends where you start So if you're gonna have if you've got challenges with your partners and they're not on board then just start with yourself That's what I did. So I couldn't get Paul on board straight away so I just Josh told me to do Revolut. So I did Revolut.

I didn't like shop around I just got on with it and I set up this budget and I did it for myself but in the background to that I created that PCM process and started tracking all of our spending and Then started to show Paul what we were spending He's like, what do you mean I spent that on that and then it starts to get them thinking then so show them Yeah, lead them down the pathway with this one, but start with yourself Yeah, because it can be really difficult it is and especially in a family you've got lots going on Everyone's got a different attitude towards spending. So that's my advice.

That's how I got started and we are getting much further down the track I don't know whether I'll ever get him to do with budgets for us or for all of us But we are very clear on what we're spending every month. It makes a massive difference. But yeah, just it's a journey Yeah, and it's this is just the first step.

You know what we've taught you today Yeah, and the other thing is make sure you do every month. So once you do actually start doing this Remember at the beginning you don't need to cancel everything. I mean Tina great job is amazing And but you know just start doing one thing a month, you know, don't get overwhelmed with it But make sure there's an hour in your diary every month to do this Yeah, and start with one thing cancel sky change something else, you know And get the money back if someone you've paid for a subscription you weren't supposed to that kind of thing So you remember it's a it's a journey. Yeah, that's what you're beginning with, right?

So let's look at homework because we're gonna finish the day now because it's been a fantastic day, hasn't it? Let's have a look at homework if you turn to I think it's page 65 in your workbooks Let's just have a look and make sure you understand all of the homework So if we go back to this morning the business model So you've got two things that you need to complete your business plan and these are essential That's completing your bulletproof business model and then creating your future forecast We talked about raising it and the plan there is to consider your capital requirements for the next 12 to 18 months Review the different options and decide if you are raising funds, how are you going to go about it?

What's your fundraising strategy? Then diarise when you're going to start taking action. You're gonna do this from July you're gonna start a big, you know a bit a big You know spend a lot of time on the network and that networking places Then that's when you get you get started and then the AI showcase, you know Remember we had sending earlier talking about to us about fixer.

Have a look at it. Try these things out So we want you to sign up to it. It's free for the first week get it to Integrate with your email explore its interface analyze a week's worth of emails Look at some draft responses from fixer and then change the tone and then if you think this is a game-changer for you, then let you know pay that 27 pounds a month that and That someone was telling you about earlier and let it categorize your email Winner hit list It's the last push now, isn't it?

We talked about this earlier. It really is the last push Got four weeks some of you working on your winner hit list now and reorganize it reprioritize it. Make sure you know and Make sure you make it realistic and the aim is to get 90% done by next workshop And then remember we talked about the New Year's We did we talk about this earlier or it might be coming up in the next few pages You need to book a New Year's Eve party.

Yeah, and that's remember. It's the start of a new business year It's not actually New Year's Eve, but it is the start of a new business year taking team out take them out for drinks Celebrate them get them all excited. It could be part of your AGM It could be it could be something else.

It could be dinner with your business partner you know April is the start of our this new business cycle that we've all been building up towards and then PCM List all your financial Income and outgoings for the last three months and categorize it compare your actual spending. I think it's up here Hang on, they compare your actual spending to your expectations review all of your direct debits and Make one change. That's all Josh needs you to do make one change set your financial aspirations for the year Set up a cash flow plan Automate your payments track your budget spending versus your actual and then adjust your budgets based on it as Josh said It can be a bit there can be a bit of to-ing and fro-ing with this, but that's all of the homework I've just gone through all of it rather than just the PCM on here Yes, that's everything that you've got to do that finishes off the PCM one and then the New Year's Eve party that I just talked about so It's the end of the top is the end of the tax year. It's the start of your new business year You're gonna be writing a business plan. You'll be doing an AGM so go out and celebrate the beginning of your new business plan and your The launch of your new business or your new business ideas and products and services get that done get that in the diary So I've got to your action list make sure that you plan something for that And it's just you and your business partner then took you and your business partner go out for dinner but if it's you and four members of the team take them out celebrate and PPN used to do this.

He used to change the offices and does Adam do this Bianca still does he change? Yeah. Yeah, so Bianca does it so Bianca like Redoes the office makes it look fresh and different for the start of the new year Kind of just gets you in the right mindset as your team on board Yeah That's something that you can do And gets an excited and looking forward to the year ahead doesn't it because you've got some great plans this year haven't you we've all Done strategy.

We've got lots to look forward to and the book club and it's actually a documentary So I want you to what and to watch this one. It's becoming Warren Buffett who's seen this anyone seen it already. Oh great So this is a really great documentary life that he's the if he's a fifth richest man on the planet He's got a fortune of a hundred and forty nine billion pounds a lot of money, isn't it?

[Speaker 15] (1:43:29 - 1:43:37)

And Rachel the QR code in that workbook and doesn't work anymore Send the correct link There you go.

[Rachel Davis] (1:43:37 - 1:54:37)

Excellent. Thank you. It's great documentary It's really interesting to hear about his family family his life his business the way he does things and it's maybe perhaps not what you'd Expect so that's really good one for you to tune into and watch.

What's the 28-day challenge? What do we think it is? That's a good one, it's the winter hit list You've got four weeks left.

I've mentioned this a few times. This is the final final push We talked about how you need going to do that Just make sure it's realistic Make sure you get everything finished get to 90% and what we want you to do is when we do the Sunday sanity post We want you to post your tracker, you know, where you know, where are you up to? Yeah what percentage increase have you done in the last in the last week and you like just shows your progress towards the the 90% at the End of and of March in the and the beginning of the next workshop So that's the objective to reach 90% of your of your winter hit list We'll just I've just walked through all of the homework actually So we've gone through the whole of and what to expect from this month So hopefully you've got all of that and then midweek mentoring So you've got three really great sessions. We have got bulletproof business model on the 12th of March, which Josh will be doing Then and that's one to tune into to do that forecast to finish off the business model So don't make sure you don't miss that then we've got me doing mid month mentoring on the 19th of March So if you've got any problems or questions or issues with the winter hit list or questions on PCM whatever it might be any of the content spend 15 minutes with me and I'll help you and Get to grips with whatever the challenge is and then week three. We've got and Shiv doing the AGM team of a team event So just just to set you up if you're doing an AGM meeting to set you up Make sure you've got the right agenda know what you're doing Obviously, you've got your business plan as well that you need to prepare and I'm sure she will answer some questions on the business plan The template that we've given you it's in the community now So you can you can download that on file and that's on the 26th of March and there's a few spaces left So if you don't trust yourself to do it and spend that day out of the office then come and join us There's three different ways you can engage with this.

There is the Virtual the business planning a day at the Belfry, but then there's also the AGM experience So now is the last chance to do that really and then as I mentioned earlier We've still got some tickets left from the Golden Ticket from the Golden Ticket VIP event So if there are future events, we've got one coming up in July one coming up in September So if you do know some people that might benefit it's a great deal Keep referring and then they get the opportunity to have that fantastic package Sunday sanity. We've talked about this earlier It's really really important that you're doing those 10 high-value tasks for tracking it 10 o'clock on a Monday morning That's the deadline post goes out on a Friday any challenges any issues? Let us know Yeah And we'll help you but that is Fundamental to your success because all of those high-value tasks should be the things that you've got to do before you start thinking about Launching your new business ideas or going out into the world and communicating what it is that you want to communicate Has everybody got in touch with their buddy?

Yeah, so we've got people right so speak to Bianca maybe Yeah Yeah, are you waiting to your buddy that's nice and so for all of you if you haven't got a buddy Are you haven't got a phone number? Can you speak to me or Bianca will help you but you know, buddy You should be buddy. You should be helping each other with Sunday sanity.

You should be motivating each other It isn't easy getting through all of this content Make sure you're helping each other do that. You can get a lot of value from a buddy So, please, you know do make sure you tune in if you've got any problems come and see us at the end So now it's time to just put some music on for a couple of minutes I'd like you to score us out of 10 and can you give us some written feedback on workshop 6? It's been a fantastic workshop.

Tell us what we did. Well, tell us what we need to do better at Tell us what we need to improve. Tell us what we excel that.

Yeah, please do this We take this written feedback really seriously. So Jack, can you put some music on for two minutes? I want and then put your phones down when you finish, please.

It's a Google farm in your whatsapp It's not a Google farm anymore because I'm not paying attention to what Bianca keeps telling me I'm really sorry. It's another farm. It's even better.

Yeah, this is part of her winter hit list. So I've got to point this out This is all part of Bianca's level up. So thank you Bianca.

Thank you for reminding me When you finish put your phones on so I can just tell that we're done We're nearly at the end I want to see when we're ready to move on You see some of you still doing the farm so when you're done put your phone down let me know you're finished And you can move forward Does anyone else still not finished? Give you another few seconds to get finished up All right, we're gonna finish up there, thanks Jack Let's finish up with the music. Hopefully you're almost done.

Thank you for doing the feedback It's really really important and then stay with us. So we're here till five o'clock. So your network is your network.

Yeah And loads of valuable people in this community get to know them to stay with us talk to the trainers We're here till five. So there's tea and coffee still available up until that point Did we enjoy that? Did we enjoy that?

Well, it's been you've been really good students today. You've paid lots of attention. You've written lots of notes It's been a fantastic day Been a great day Who's a steal?

Hand in the air for your steal or a tempo and like a bit of detail for you. You must have enjoyed it today Who's blaze? Yeah, quite a few blazes now.

Well done for staying in and then staying staying with us It is hard. There are points where I was like, I've forgotten what you just said then. It's like it's gone but today we've given you all the things you need and all the financial blueprints you need to and make money through the Bulletproof business model to raising finance and fast tracking the growth of your business to then Controlling your personal spending and keeping more of your money.

That's what we've been doing today, haven't we? It's been a really great day. So remember look, let's finish on the mantra It's not what how much money you make is how much money you keep and that is the key thing today It's all about how much money you keep so hopefully you've had a really good day You've got lots of lots of information to take home and unpack there So make sure you spend a few hours just going through everything that you've learned Prioritize what you need to do first so that you don't feel overwhelmed by the financial stuff that we've given you today But I promise you if you do your Bulletproof business model and you also do your PCM You're gonna be in a really really good position for the new year to come So who's looking forward to the end of March and the end of the winter hit list? Yeah, yeah We're definitely looking forward to that and who's looking forward to the new business year and the new business plans that they've got laid ahead You're looking forward to it.

Say yes Excellent. So who's ready to smash this month? Yes, good.

So let's finish on a huge round of applause. Yes Thank you guys