**PEP 62 Edited\_Transcription**

[Daniel Hill] (0:05 - 27:22)

Welcome to the official property entrepreneur podcast with myself, Daniel Hill. On this strip back podcast, we're going to be going behind the scenes with special guests to provide insight and inspiration on all things business, life, and the actual realities of high performance in practice. Success and failure are both very predictable.

We hope you enjoy. Hello, hello, hello. Welcome to the next official property entrepreneur podcast.

I'm going to do something a little bit different this week. It's Tuesday. It's podcast day.

It's ready to give you some more insight, inspiration, blueprint, methodology. And what I'm going to do this week is recap and reflect on a conversation I had last week while I was in Austria. So I was chatting with a few friends, and we were talking about the value that we get from reading historic books, old scriptures, documentaries, all of the information that's out there and the value that we draw from it.

And hopefully you listened to Don't Quote Me On This, which was 60 minutes of some of my favorite and most powerful quotes that have changed my life that I've learned over the last 15, 20, 25 years. We had a similar conversation about books, and we were talking about best books, best documentaries, best autobiographies, people to follow. And we said it's very easy to pick up books and actually just read them for the sake of it, cover to cover, even get into that ego element where we feel like having shelves and shelves of books about different topics and how many we read in a day, week, and month and year are part of our sort of badge of honor.

The benefit of that is being able to pull out real classics and real key information, but also not getting bogged down in spending our whole time reading, listening, consuming information where actually we don't have enough time to think. And some books can have the wisdom of 500 years. Some books could be 500 pages of what could otherwise just be a blog, a chapter, or even just a quote or a snapshot.

So what I'm going to do is in this short podcast is share with you, we started talking about the top three books from last year. I'm going to actually list off for you the top five books that I read last year, which I found fundamentally game-changing, and I'll give you an insight into what they're about, why you might consider them, and it might help you or it will help you to cut through a lot of the books that perhaps take up a lot of time to read but don't give a huge amount of value, but also provide some direction if you're looking to certain types of topic.

One thing that's worth noting in this is every year, one of the things we encourage on Property Entrepreneur is to have a real clear focus on where you are in your life. So if you're going to go into being self-employed for the first time, you might be looking about things about the leap of faith, startup businesses, bootstrapping, the growth curve, how to do a startup or a scale-up, whereas if you're more into established business, you might be looking at things more like good to great, more like how to do multi-million pound scale-ups or funding rounds, how to use IPOs or floats, how to use M&A, or if you're at the end of your journey or at least you're coming to the first plateau, you might be actually looking at less business, economic, financial things and more softer, intangible, emotional, spiritual, soul-searching sort of things.

So just sort of frame the material that I was reading last year. Last year for me was all about life by design as it is most years, but specifically looking at what my purpose-driven living is and what's important to me, where am I in my journey, and coming to the end of another seven-year cycle, what I should do and how I should be thinking. So the material that I was watching last year, the sort of generic, broader stuff which I was listening to which may be of interest if you're into the softer side of things in your journey right now, the people I was following for big thinking, inspiration was Elon Musk, big fan of Elon Musk, ridiculously intelligent guy, crest of a wave, edge of a knife.

If you want to keep up-to-date on what's happening in tech and that extreme of pushing the envelope, that's a good person to follow. That's who I was following on YouTube last year, anything with Elon Musk. Economically, Rishi Sunak.

So I would quite often search on YouTube and on Times for articles and just search anything with Rishi Sunak being interviewed, speaking in the commons, even watching say hour and a half, two-hour presentations that he's doing that's not televised, just to understand the strategy, the economics, the logic behind the scenes of what's happening. A really good philosophical, academic, again, reasonably cutting-edge thinker that I followed on YouTube was Naval Ravikant, podcasts, YouTubes, one of the books is Naval Ravikant, got a lot of value from him last year around mindset and philosophy, around wealth creation and high performance. Next person that I followed on YouTube and audios and podcasts and interviews is Michael Singer, who's actually the author of two of my favorite books from last year.

And then finally, reading a lot about, easiest way to say it is the Jim Carrey quote, which I shared a couple of weeks ago about Jim Carrey says he wishes everybody could get to be rich and famous, to realize nobody wants to be rich and famous, and I went down that rabbit hole quite a lot trying to understand how that journey works. You climb the mountain of fame, success, money, you get to a point where actually you've achieved a lot of the tangible things you want in life, but then actually there's a whole world of intangibles, emotions, spirituality, relationships that we've still got to explore. And I was just sort of tracking other people's journey on that, and that included the likes of Alexandra McQueen, Amy Winehouse, Ed Sheeran, Robin Williams, Jim Carrey, these sort of people that had very difficult or not necessarily difficult, very real, different experiences and prepared to share those because that's through 2019, 2020, 2021, that's the sort of place I've been looking for personal growth, fulfillment, asking the right questions and looking for the right answers sort of thing. So they're the sort of people that I followed, if you want to pick up different content around those people on podcasts, YouTube, documentaries, things like that, but the five books that I want to share with you today, and these may or may not be right for you, I'll do some other podcasts about other book reviews in the future, but these are specifically the five best books that I read last year, and this specific podcast episode will be for people who are at that sort of soul searching, purpose, higher thinking, higher feeling stage of their journey.

So if you're in the beginning of your journey, smash it out of the park, these may or may not be relevant to you. If however, you've made some money, you've achieved some growth, you've had some success, and actually you're looking for the softer things in life, these might be a good few places to look. Also, one topic that goes through all of these books, which I'd recommend for everybody regardless of the stage of your journey, is philosophy.

So philosophy is basically taking ancient practice, methodology, thoughts, quotes, and just conceptualizing them into what's actually important in life and what's not. What you realize is there's a consistency. If you go back two and a half thousand years, there's a consistency to the things that are in the books two and a half thousand years ago and the things that perhaps should be focused on today, but tend to get put to the sideline for one reason or another.

So here we go, five books that these are my top five books from 2021. So the first was The Way of the Superior Man, and I'll give you a brief overview of each of these in turn. So the first was Way of Superior Man, in no particular order.

The second was The Almanac of Naval Ravikant. The third was Wayne Dyer, Change Your Thoughts, Change Your Life. The fourth was Untethered Soul by Michael Singer.

And the fifth was The Surrender Experience, equally by Michael Singer. So these books are very good for very different things. And Way of the Superior Man is a academic, not necessarily physiological, but more psychological scripture book study around how men or the masculine can best apply their time on this planet when interacting with other men, women, masculine, feminines.

So this is quite an advanced book. There's various topics in the book, and basically it talks about from a man's point of view, and I need to be careful with the word man and masculine, which I'll explain in a moment. But basically, for a man's point of view, how to manage the feelings you have, the thoughts you have, the relationships that you have, the desires, whether that's sexual desires or other desires you have in your life, your drives, your thought processes, your purpose, how to understand about living a life of, it talks about the more wholesome things.

So, for example, integrity, authenticity, authority, freedom. And there's lots of traps we get into as men and masculines. And this is a really, really great book to understand how to overcome those in practice.

Now, I recommended this on Advanced, our Advanced Property Entrepreneur Program for Men and Women. And I do stand by that because it talks about masculine and feminine, and you could have a masculine and feminine in a traditional sense of a man and a woman, or you could have the masculine and feminine in, so it could be like a heterosexual relationship, or it could be a masculine and a feminine in a homosexual relationship, or it could be a masculine and a feminine in a friendship between two men.

Understanding the masculine and feminine and the fact that all of us are both and that some are extreme in different capacities really helps to understand how to approach different experiences, environments, situations. But also there's some real key things in there for men to tune into about how we go about our life. And one of the huge learnings in there for me was about expectations and men's expectations of themselves, men's expectations on each other.

And it's just a really, really powerful book that I'd highly recommend everybody to read. I would say primarily men because it is written in that tense. But when you can relate it to the masculine and the feminine rather than the man and the female, actually the layers are applicable in many, many capacities.

So I'd highly recommend that as a listen or read. And another good thing about it is I'm a dynamo profile, so I'm like quite a high frequency thinker, quite intuitive, low concentration at times. And it's each chapter is like one, two or three pages.

So it's one of those nice ones you can pick up on a daily basis, put down, pick up, meditate over, think about, process and come back to. It's not a, you know, it's not a huge, huge read. The second one is a similar style book.

And this might be a reflection of the content that I read or what I like best. Or it might be a illustration of how high value the content is, is this next one. The Almanac of Naval Ravikant is a similar sort of layout in in book by the fact that it's it's quotes, it's mindsets, it's methodologies, it's sentences, it's snippets from podcasts.

And he's basically focusing on this book. He didn't write it. So an almanac is basically like a journal of somebody else's thoughts.

He didn't write it. Somebody else in the same way a biography would be scripted. Somebody else went through his podcast, his interviews, his blogs and pulled all this wisdom out.

And I think the reason I like it is not only because it's snapshots and it's snippets, but also because in only a sentence or a phrase, it can fundamentally change the way you think. So, for example, if you start thinking about the universe, one of his things in his book says, don't say why, you know, why am I here? Why is the universe here?

Don't say why. Say wow. And just actually just look at it and just think, wow, this is amazing.

This is phenomenal. So the almanac of Naval Ravikant and basically what he's looking at in this is wealth, health and happiness. That's basically the book.

I think it's broken up into three sections, wealth, health and happiness. And he's done incredibly well for himself as an entrepreneur and an investor. Health.

He's in reasonable shape. He does good practices. He's got some good stuff in there about meditation, yoga, exercise and then happiness.

Talks a lot about what actually makes you happy and not necessarily what you might think, but more about the intangibles, the softer side of things, the more sort of mogaudat side of happiness, really. So I'd highly recommend that as a read. There's loads and loads of nuggets in there.

I've got my copy of it is literally demolished because I've got printed copy of this one written all over it. Every single page has scribbles on it. And he just gives you really good nuggets and mindsets and mantras to take forward in various capacities.

So I'd highly, highly, highly recommend that. Also, one of the things he talks in there about is when he's talking about wealth creation, he talks a lot about owning equity and understanding what the value slab is. An unproper entrepreneur, we talk about the price, the expertise and the value.

And he does a really, really good job of explaining that in the book when he's going through the various wealth sort of mindsets and concepts. And also on a spiritual level, he talks a lot about how short your life is and how insignificant our life is and how it's just a flash in the pan. And the idea of working 40, 50, 60 hours a week are just bad habits from the industrial era.

And actually, we want to change. We want to move away from that and how wealth is never created by renting out your time. And you want to sort of, it's also a lot about leverage of value.

So like earn with your mind, not with your time. So earn with your value, earn with your expertise, earn with your relationships, your reputations, things like that. And it's just a really, really solid book.

And there's nobody that I've recommended it to that hasn't enjoyed it. So really, really, really recommend that as the second. The third is Wayne Dyer.

So this is a real spiritual book and it's based on a book called The Tao Te Ching. So the Tao Te Ching was written two and a half thousand years ago. There's 84 chapters or books to it.

And what Wayne Dyer's done, Wayne Dyer's no longer around. He died in the 80s, I think. And in fact, I think he died in 95.

And what he did, he wrote loads of books, 20, 30 books on religious spirituality, scriptures, and what he's done in Change Your Thoughts, Change Your Mind, sorry, Change Your Thoughts, Change Your Life, is he's read and studied all 84, he took a year out of his life, studied all 84 chapters and verses of the Tao Te Ching, which was written by a guy called Lao Tzu about two and a half thousand years ago. And he's broken each of them down into one essay and each essay is two to three pages.

So again, you're getting a whole Bible's worth of information in maybe two or three chapters, sorry, two or three paragraphs or two or three pages. And it's just a really, really good insight to being present and being spiritual and being, living a life without, say, striving or living a life without struggle, living a life without being closed and concentrating on being open. Talks a lot about resistance.

So, for example, the path to the way. One thing that he says really nicely, and this is a reflection of the whole book, the path to the way holds no resistance for he who has no preference. So if as a man or a woman, you can have no preferences and actually you can be not necessarily passive, but at least reduce your preferences, there's far less opportunity to be disappointed.

And again, referring back to Mo Gawdat, he talks about happiness equation where happiness is basically the difference between your expectations and reality. And if you can really drop down those preferences, expectations, you'll find obviously the journey to satisfaction and happiness is significantly closer. And in those 84 verses, he just talks about different ways to live your life, different ways to think.

And it really does reprogram your mind just to be more present, more current, realize that more things don't mean anything. And if you're into having like a morning routine, so I do my journaling, my meditation and there's a few books I read every day. The Tao Te Ching verses is one and the Stoic is another one, but it's not in my top five this year.

They're just real nice snapshots to start the day. That's my third one. And the fourth is the Untethered Soul.

So the Untethered Soul talks about how basically this is Michael Singer, two books, number four and number five are both by Michael Singer. Number four is the Untethered Soul. And what we talk about in the Untethered Soul is how basically society tethers the soul.

And we live in a space now which is not conducive to basically happiness because society makes us feel inferior. We've got social media. We've got more addiction than we've ever had.

We've got choice. You know, we're not fighting for survival anymore. It's the new choice of challenge of man, if you like, obviously men and women.

But the challenge of one is now what's it all about? What's my purpose? What's my meaning?

And obviously this is a really challenging place to be. Couple that with Instagram, social media, the highlight reel of Facebook. You've now got this very difficult position where people are consumed by it and actually tethered.

And what it talks about is the Untethered Soul is how to do a number of practices, changes, shifts in your life to try and reduce that. So it's things like understanding that you are not yourself. So the voice in your head is not actually you, because if you sit there and say, I have got a voice in my head, you're actually having a conversation with yourself and there's not two of you or is there two of you, but you can't both be the voice.

So it's about the voice in your head, how to become happy with your inner roommate, how to understand about damage that's happened to you as a young person or as a child or young adult or in relationships and how we carry this weight around with us, how you can be, how most people in life are closed. Think about some people drive down the road, screaming out the window, beeping their horn, being rude, offensive, road rage, whereas other people driving down the road, smiling away to themselves in the middle of, you know, with their head in the clouds. And it's like, how are some people really peaceful and content and happy and how are some people, you know, verging on irate and sort of really in a difficult position?

And all of that's about the open and closed mode. And he talks about having an open heart and a closed heart and an open soul and a closed soul and an open mind and a closed mind. He talks about the thorns.

He says about you've all got thorns in you and, you know, you can either live with the thorn that's a past relationship, a mindset, somebody that's wronged you. You can live with those things. And then as soon as someone bumps into that thorn, it's agony.

It reminds you it's there and you flip your switch. You get short, you get irritable, you get rude, you get defensive and you shrivel up or you get defensive or you deal with the thorn. You look at the thorn, figure out what it is, you go deep, you carve it out and you deliberately take that pain and deal with it rather than walking around with it.

And it's just a really, really nice book as to how to be more open and how to tune into untethering the soul and be more present, more content, more happy with less. And number five is the surrender experience. And the surrender experience is, I don't know if it was a follow up or I think it was actually the other way around.

I think Untethered Soul was written first and the Surrender Experience was written after. The Surrender Experience is a great example of how you can just trust the universe and the world to do its thing. And what Michael Singer did for 40 years was he at the beginning of the story, he moved into the woods in a camper van and what he agreed to himself was that he would never, he would just let the universe do its thing and would never try and interfere with it.

So it's called the Surrender Experience because he surrendered and things would happen like somebody would just start building a house on the land next to him with no permission, not even asking him. And rather than kick up a fuss, he just let it happen and then end up become friends with them. And then off that he end up buying the plot next door.

And then he bought, then it turned into a meditation retreat. And all of these things happened over a period of 40 years and about 50 chapters. Again, each one was about two or three pages.

And at the end of it, he's on a private jet running a multibillion pound empire just by surrendering. And in there, there's loads of value about mindset, loads of value about surrender, loads of value about how you spend all your energy in life trying to be in control, where actually you have absolutely no control anyway. And what can happen if you surrender and how you can spend your life being content, spiritual, happy, present by having nothing.

So he was running a multibillion pound global enterprise IT company with all the money in the world. But he still lived on nothing. All of his money was donated to the Temple of the Universe that he started.

And it's just the most phenomenal, heartwarming, reassuring story that just makes you look at life from a completely different angle. So that's something I'd highly, highly recommend. There's five books there then, just to recap, Way of the Superior Man, The Almanac of Neval Ravikant, Wayne Dyer's Change Your Thoughts, Change Your Life, Michael Singer's Untethered Soul, and also The Surrender Experience by Michael Singer.

Absolutely game changing books, highly, highly recommend checking those out. If you're not yet towards the end of your journey and in that spiritual space and starting to look at the softer side of life, the soul, contentment, purpose, spirituality, and you are looking more on the business fundamentals. I'll do a review on these at another point, but a few just to rattle through.

One would, these are some of my best books of all time, would be Shoe Dog, which is by Philip Knight, who founded Nike. How to Win Friends and Influence People by Dale Carnegie, which is about understanding how to communicate with human beings. Fifteen Laws of Invaluable Growth by John Maxwell, amazing mindset about how to be a growth mindset.

Also by John Maxwell, The Five Levels of Leadership, understand where you are on your recruitment, team building, management, and leadership journey. The Daily Stoic by Ryan Holiday, it's just a daily quote from different Stoics, like lots of different Stoics each day, one page each day for 365 days. Any of the early Dragons' Dens books were really great one for me, Theophetus, I forget their names, Theophetus, any of the like really early Dragons were really, really good books.

They're the ones I read that really got me sort of going in when I was about 14, 15. Your Life, Your Legacy by Roger Hamilton is about profiling. If you want to know more about, if you listen to the podcast a few weeks ago, I was talking about Speak My Language, Profiles, Introvert, Extrovert, Energy Types, Geniuses, check that out.

And then finally, another one by Roger Hamilton is The Millionaire Master Plan. Books are amazing. There's loads of value out there.

There's no new problems that don't exist in a book somewhere. However, equally, we don't want to spend all of our time disappearing down wormholes, taking on loads of information and never actually having the time to think about it or even worse, execute it. So hopefully this podcast has fast-tracked that for you.

A lot of those books that I recommended in today's top five are short snippets. Pick up one or two pages a day over a coffee in the morning whenever you're having a break. Just take it with you.

And also, actually, one thing I forgot to say is those top five books, each of those I would recommend as a paperback. Every single one of those I read as a paperback and have scribbled all over rather than doing on audio. So maybe pick up an audio if you're more used to it.

But if you think it's something that you might get value from, order it as a paperback, take loads of notes, put it into practice, and I think you'll get a lot of value from those recommendations. Hopefully you're enjoying that. If you think this is going to be a value to somebody else, feel free to share it.

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