**PEP 79 Edited\_Transcription**

[Daniel Hill] (0:05 - 30:30)

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. It's Tuesday.

It's time for the next official property entrepreneur podcast episode. I am back in the UK, traveling is completed, and yeah, very, very interesting experience. Been great to get to know some of you in the WhatsApp groups.

If you're not already joined one of the private VIP podcast WhatsApp groups, we've got loads of groups now. They're absolutely buzzing. Every week I'm doing questions, taking dedications, and supporting with private mentoring.

Some great conversations going on in there. People getting to know each other and highly, highly recommend it. If you're not already part of one of the groups, send a message now to 07871-612-297.

Just message podcast VIP 07871-612-297. You'd also find that in the show notes, and get in there, make some contacts, ask some questions, get some podcasts dedicated to yourselves, and we'll be releasing in due course some VIP discounts to some of our three-day events this championship season. Going into today's episode.

It's going to be a reasonably short and sweet one today, and I just want to share an observation with you, which is quite ironic because you may or may not be aware of it, and give you an overarching insight into this topic. Just so you can start to tune into it, and then at a later date, we do a whole personal development blueprint on this, on Property Entrepreneur, and I'll actually take you through the detail of it on a future episode. You may be able to hear the irony after last week's podcast.

If you listened to last week's podcast, Level Up, Level Up, Level Up, talks about level up your wealth, your health, and your life by design in your business. I talked about the fact because I take vitamin D supplements, I only normally get ill once a year. Ironically, I've been away for two weeks, didn't take vitamin D supplement because I was in 30-degree heat.

You'd think perhaps you don't need it, and then on the way there, on the way back, somewhere along the way, I've managed to catch a cold, and I'm back to the UK with a blot nose and paying the price for a bit of traveling. There you go. That'll teach me for talking about how high my immune system is last week, so excuse the slightly froggish throat.

What I'm going to talk about in today's podcast is a really, really important topic. Some people will be absolutely on point with this and owning it. Some people will be so far off the mark, this is going to be a sobering wake-up call for them.

What we're going to talk about in this podcast is the topic of self-awareness. Self-awareness as a entrepreneur, a high performer, a human being, a person, a partner, a parent, a business colleague, a friend, a family member, is one of the highest skill sets and personal attributes you can have, but unfortunately, it's also one of the least developed areas of most people's personal persona development attributes essentially. Self-awareness, by definition, is essentially the difference between how you perceive yourself and how others perceive you.

Now, most people will say they've got a good sense of self-awareness and that's not uncommon. There was a study done by a psychologist, I forget what the name was, on behalf of Harvard University. They studied over 5,000 people using a variety of self-awareness tests.

What it came out to say was that 95% of people felt that they had a good level of self-awareness, but then when they actually tested them on the self-awareness test, actually, it was more like 8% to 12% that actually had a reasonable level of self-awareness. You're listening to this thinking you've got a good degree of self-awareness, which is the same as 9.5 out of 10 people listening to this podcast. In reality, it's less than 1 in 10 that actually have got a high level of self-awareness.

What we're going to tune into in this podcast is what is self-awareness, where can you tune into and become more self-aware, and also what little things can you start to do to develop your self-awareness to get a higher level. Before we go into this, I do want to just put a stake in the ground with self-awareness because I've been studying success, personal development, self-awareness for a long time. I've been teaching it on Property Entrepreneur in different capacities for a decade now.

In self-awareness specifically, there's a spectrum of how self-aware you are. Now, most people think that the aspirational level would be to be right at the top, ultimate self-awareness, exactly who you are, what you're about, how others see you, and you just glide through life being an absolute legend. That's not actually the case.

I did this with leadership last month on the Advanced Property Entrepreneur Program, talking about the spectrum of low leadership and high leadership. Low leadership is about being really selfish, and a really high level of leadership is about being really selfless. It's important to acknowledge that more doesn't necessarily mean better.

Self-awareness is the same because if you have a really, really, really low level of self-awareness, you have no clue what's going on around you. You don't take any notice of how other people feel, what they're saying, what they think of you. You just go through life with no ignorance is bliss.

There's an argument to say that's actually a great place to be because once you've got really low self-awareness and everybody else maybe thinks you're a bit of a character, you're actually wandering around having a great time because you're doing what you want, you're saying what you want, you're being what you want, and you've got no awareness of the impact that's having on other people or how other people think of you. Because you have no awareness, it doesn't impact you.

Because it doesn't impact you, you don't care. You have no self-awareness. Equally, the other end of the suit, so actually you're having a great time, it's just everybody else who might be a bit uncomfortable.

The other end of the spectrum, you have ultimate self-awareness, like high, high, high alert and self-awareness and you're tuned into everything. Where they're looking, what they're saying, what their body language is like, the tonality of their skin, how their volume of the conversation is changing, what they're saying, what they're actually saying, how they're thinking, how they're perceiving what you say, and actually you end up with too much self-awareness. This causes things like awkward conversations, discomfort, lack of natural engagement, anxiety, just really clunky, awkward.

You know when you have a conversation with someone, you can see they're visibly nervous, out of sorts. That can be because their self-awareness is too high. They're paranoid about everything that's going on rather than just being in the moment and present.

The aim of the game really is to be on that spectrum somewhere depending where it relates to you best. What we're going to talk about now is, in practice, what does this actually look like? Self-awareness on the spectrum is either really low or really high.

I'll tell you what, if you wanted to do a documentary about all the people in different places on the spectrum, then the best place to film the whole documentary from start to finish has got to be the airport because you go to an airport and it is just the ultimate illustration of where people do not have self-awareness. They're walking around in front of each other, they're bumping into each other, they're stopping in the middle of a corridor. Next time you're in an airport, tune into it.

If you want to see an illustration of where you can see the masses have a very low level of self-awareness, an airport is a fantastic place to do that. This time I travelled, and this is what prompted me to do this podcast really, was reminding myself that self-awareness is common sense, but as we know, common sense is not very common. I had the privilege of travelling this time, first time ever doing my travelling.

I thought, I'm going to go business class, why not? I'm going to Thailand, 12-hour flight, I'm just going to go business class. I thought, I'll give that a go, it'll be a different experience.

Went into the business lounge, or whatever you call it, Singapore Airlines lounge before flying. I thought, you know what, this will be such a nice experience because there'll be people who are in flying business class, and without being stereotypical, you'd assume that the profile in there would be different to perhaps the masses. Do you know what?

It was different, it was very different, but the disappointing thing was it was actually a little bit worse because a lot of the people that I was engaging with, or not even engaging with, if I'm honest, just people watching, they were just being rude, arrogant, no pleases, no thank yous, give me one of those, bring me one of those. I was like, wow, this is a closed door that I've never been behind. A lot of these people are visibly quite wealthy, probably very successful professionals in their own right.

Again, without stereotyping, you can only assume they're in the business lounge for a reason, but it was really, really disappointing to see most of them were not pleasant to be around. Again, that's another example of lack of self-awareness. When we got over to Thailand, people just behaving just really out of sorts, being rude to other people.

Going out in the evening, there was people break dancing on the street, and people literally just walking through the middle of a break dance on their phone, or even just walking along. These four or five people were putting a break dancing show on, busking in the middle of the street. Every five minutes or so, somebody would just walk through the middle of it.

I wouldn't even say they were intoxicated, I wouldn't even say they were drunk or anything like that. They were just completely, just had no self-awareness. They were just walking around.

We went on this boat trip. People were trying to take a picture of their partner on the front of the boat, and then somebody else would just walk straight in front of the camera, and just stand there like, and just have absolutely no self-awareness of what's going on around them. The fact that everybody was looking at them, thinking, what on earth are you doing?

The fact that people were trying to take photos, and they've just walked straight in front of the photo, at the airport being rude. All of these things where you just think, I'm not a ranter, but you can hear me starting to develop a bit of a rant. If I was ever to do a rant, this is probably the rantiest I've got about it.

What it's all about is self-awareness is where you're floating around in your own world. You're not taking any notice of what other people are doing, what they're thinking, what they're feeling, what their perception is. We just want to close that gap, really.

We don't want you to be anxious, but equally, we don't want you walking around in the days, bumping into the walls, not having a clue what's going on. How do we actually overcome this? Well, all it is really is about personal development.

This is about self-awareness. The definition of self-awareness from a personal development standing is obviously there's a difference between how you perceive yourself and how other people perceive you. Also, it's about having a clear understanding of who you want to be, and then having the discipline to try and live towards and then in complete alignment to that.

What you'll find out is you'll start off at the beginning of this journey a long way away from perhaps who you think you want to be. What happened over a number of years is, if you imagine starting on the left at the beginning, on the right at the end, and going up diagonally to a point where they cross in the middle like demand and supply diagram. They intersect in the middle, and that's where you find your sweet spot, where you can be yourself enough that you're authentic, but also you've got rid of enough of those bad habits, those uncomfortable, distasteful idiosyncrasies, the things that you're not proud of, the things you don't want to do, the things that you might think are cool, but everybody else thinks is a bit silly.

Lose all them, drop them, pick up the good things you want. Somewhere in the middle, you'll find out how to be a good, authentic you that you're really happy with. This has literally taken me 20 years, so it's not an overnight job.

I would say self-awareness and contentment and actualization, I would say I am a sweet spot where I feel very content. Most of my challenges and battles now are not external with self-awareness. They're more internal with personal development, purpose, living my best life, asking yourself those big, deep, meaningful, what's the purpose of life questions, really.

What I'm going to do is start to figure out and ask a few of these questions. Who am I? What's my self-awareness like?

Let's tune into it a bit. How do other people see me? How do I look through the eyes of others?

How do I view myself? If I was being critical, would I judge myself favorably or poorly? If it was poorly, what are the things that I would actually judge myself poorly for?

Am I a little bit too loud? Where are my perceptions wrong? Where do I perceive I'm strong, I'm loud, I'm bold, I'm the center of attention?

Is that accurate, that that's how other people see you and they look at you and think this guy's or this lady's bold and she's strong and she's confident? Or do they sit there and think, okay, yeah, we get it now, put the mic down, stop shouting, have a little sip of your drink, let somebody else talk? It's starting to really engage into these things.

Are you a really positive person and you think that's really great because you're always happy and everything's fine? Does everyone else think, oh, that's great? Or do they think that your head's in the clouds and you're a bit dozy?

Equally, are you a negative person? Are you always negative, always looking for the problem, always critical? And you think, this makes me look conservative and risk-averse and well-considered and factual and smart and intelligent.

Do other people really think that? Or do they think you seem rude and you're blunt and there's no nicety to the conversation and it's a formality rather than a pleasantry? It's all of these things and it's trying to understand what you see, what other people see, and then just trying to align them so they're close.

And the more matches you can get, obviously the higher your level of self-awareness, and the more black spots or blind spots we can get rid of. Think about when you're driving, the blind spot in the mirror you can't see. If we can identify where they are, people say, do you know what?

Are you aware that you actually, when you say this, it's actually quite patronizing? And most people will say, oh, I had no idea. I was not intending to be patronizing.

I was not trying to be rude. I was just trying to get my point across. And most of the time, it's just a lack of awareness and understanding.

It's not deliberate. Like the written message. A lot of people in written messages nowadays, text messages, emails, WhatsApps, Facebook posts, can be really blunt and rude or unnecessarily casual and friendly.

It's just understanding what's suitable and where it's not. Yeah, it's just closing that gap, really, and having that understanding. It's complex.

Don't get me wrong. I'm not trying to make this sound easy. But we just want to figure out where are you on point and where are you not?

First thing is to think about who do you want to be? Who do you actually want to be? Do you want to be positive?

Do you want to be negative? Do you want to be friendly? Do you want to be professional?

Do you want to be accessible and relatable? Or do you want to be in your ivory tower and elevated to a level where you live on your own level, for want of a better word? Start thinking about who do you want to be?

And then what we start to do is analyze it and say, right, well, let's try and find these blind spots. And this is really hard. Because what you've got to do now is you've got to find people you know, like, and trust.

You've then got to empower them to invite and invite them to give you feedback. You've then got to rely on the fact that they give you accurate feedback. And then when they give you accurate feedback, you've got to try not to get defensive and go, oh, yeah, yeah, well, this is because of that.

Hold on a minute. No, no, no. And you've got to sit there and take it and realize that it's coaching and not criticism.

And it's gold and it's a gift. It's not, you know, it's just so many levels to this. And you'll find yourself tuning into it.

So understand who you want to be. And then what we want to do is start to align ourselves with how do you perceive yourself? How do others get feedback from other people?

And then start to basically do some activities to start work on this. And this is about taking time to reflect. So if a conversation has gone really poorly or a relationship is breaking down, it's like, right, everything is my responsibility.

What's happened here? You know, what did I think happened? And then if I put myself in their shoes, what did they think happened?

And I completely disagree with what they're saying. Well, let's assume I'm wrong and think about what they're saying. I decided to behave in this sort of way because I thought this was X, Y, Z.

How did they perceive the way that I've just behaved? This is the message I want to get across. So, again, this is another thing is people say what they think they want to be said.

But actually what you need to do is you need to say what you want to be heard. And this is about, if you're not listening to the Speak My Language podcast, it's all about this really advanced communication styles of starting to understand how to put these conversations together. So pulling it back, because I was trying to make this quite a short podcast, pulling it back to a few of these questions, a few of these comments.

So asking for feedback, you know, show me your friends and I'll show you your future. Are your friends really pushing you forward or are they pulling you back? Ask them for feedback, ask them for honest feedback and see what they give you.

Is it high value or is it an opportunity for them to stamp on your head and use their ego to trump you? Who are you now and what are your shortcomings, what are your blind spots? Who do you want to be?

What do you need to do to get to be that person? Are you short-tempered? Okay, well, you need to learn to bite your tongue.

You need to learn to detach from the outcome. You need to learn to two ears, one mouth. You need to learn to sleep on it.

You need to learn to frame conversations. What do you need to do to be who you want to be? And then do exercises to sort of encourage you to explore this.

And this is about like talking to yourself, basically, connecting with yourself. So things to do that you should do. For more self-awareness, things to do include get feedback from your friends, people you trust, people you respect, mentors, coaches, family, partners, children.

Genuinely ask them for some feedback. And if you're going to have a high level of self-development and self-awareness, you're going to have to learn to take it. And take it with open arms.

Oh, I can't believe, I'm really grateful you've given me another gift. Oh, I can't believe they said that about me. That's not going to get anyone anywhere.

So do ask for feedback. Do seek critique from the right people. Do self-reviews and self-critiques.

Get a journal. Spend time in your journal. Having a conversation with yourself.

How are you behaving? Is it in line with who you want to be? Are you being congruent with your values?

Do people, where something's gone wrong, have you got the right perspective? Or actually, are you wrong? Acknowledge your mistakes.

When you do get something wrong, fine. Why did I get it wrong? How did I mishit it?

What are the lessons there? What can I learn? Nothing wrong with making mistakes, but obviously, definitely don't repeat them.

And then off that, you want to create a set of rules, really, and a set of mantras. Who are you? How do you behave?

What are your rules? What are your mantras? And then live in line with them.

Some of mine would be no problems, only solutions. I'm a positive person. I'm an optimistic person.

I believe that the world around me is completely malleable and there's always a solution. No problems, only solutions. I've had so many bad conversations in my life where I've gone into it, loaded, cock loaded, ready to shoot, torn someone to pieces, and then, or, you know, gone in with a conclusion.

You know, well, this has happened. You've done this, blah, blah, blah. I can't believe you've done this.

This has annoyed me. I wound myself up about it for three days. And then you finally have the conversation and they say, oh yeah, but are you aware of, oh yeah, the bit of information you didn't get was I did this because X, Y, Z, I thought you'd want me to do that.

And you're like, oh. I've wasted three days winding myself up about that because I had, I went down the rabbit hole, I disappeared off into the dark, deep space, and figured out you were the biggest villain of all time. But now I've had the conversation with you, I realise it's not actually an issue.

If you assume you're wrong, you never have that experience again. Well, I'll assume I'm wrong and I'll just ask them. I'll assume I'm wrong, but I've been presented with this information.

Can you give me a bit of insight? And either you'll find out that eight and a half times out of ten, you are wrong, in which case, happy days, nobody's upset. And the one and a half times that you were right, the conversation's been completely disarmed because you've gone in with a strong back and open heart and said, you know, I'm assuming I'm wrong, but it looks like this has happened.

And they say, yeah, I'm really embarrassed. Like, that is true. I'm really sorry, I've let you down.

Like, I shouldn't have done that. I should have actually done this. And all of a sudden, everyone's, you know, the problem's raised, the conversation's opened up, we all know where we stand and, you know, you can crack on, nobody's offended, nobody's upset, nobody's ruined their weekend.

So things like that. If you've not listened to my podcast called, the podcast episode called Don't Quote Me On This, just go back and listen to that. That's a load of my mantras.

Like, the second you raise your voice, you lose control. First seek to understand, then to be understood. Smile, you know, just smile all the time.

This is it. Life is malleable. Two ears, one mouth.

Observe your emotions, don't absorb them. All these things. And this gives you just that higher level of self-awareness to try and be more present, more considered, more observant, more in tune.

And if you've got a real low level of self-awareness, you probably think you're the boss. I'm the best, everyone looks up to me, I'm a powerhouse, you know, I'm the one. And actually, that's probably not the case.

That's probably a lack of self-awareness, in many cases. If you're the other end of the spectrum, where you think, everyone critiques me, everybody thinks poorly of me, everybody's scrutinising me, I don't want to get it right, I don't want to get it wrong, I'm just going to sit here and do nothing, I'm nervous, I'm anxious, I'm excited, I'm upset, do I move forward, do I go back, do I say yes, do I say no? Because you're so self-aware, then, you know, that's not a good thing either.

You're going to just draw yourself into a really dark place of nervousness, anxiety, and fret. And it's finding the middle ground, really, and tuning into all these things. So do's, things to do, journal, self-critique, review the things we've talked about.

Things not to do, especially if you're like, self-awareness, is when you ask somebody for feedback, don't then get defensive when they give you it. You ask them for feedback, they then give you a gift, and then you start defending yourself and explaining why, oh, no, no, you got the wrong end of the stick, that doesn't matter. Just don't do that.

As far as self-awareness goes, just don't be rude. There's never a time to be rude to anyone. That's a really poor show on you, not the person you're talking to.

There's no need to ever be rude. You can be constructive and be critical, but being unnecessarily negative is not always a good thing. You definitely don't want to always be positive, but also you don't always want to be negative.

You want to tune in to where does that add value, and where does that just put people off. If you're too positive all the time, you know, you'll scare off the more critical, balanced people. If you're negative all the time, you'll scare off all the positive, friendly people, who, you know, you're either going to be a radiator or a drain in this life.

If you're a radiator, you radiate energy, positivity, happiness, and people will be magnetised towards you. If you're a drain, and you're just negative, and you're draining everyone's energy, and you're always critical, and it's your way or the highway, people will just choose not to spend much time with you. And, yeah, you know, it's completely self-imposed, and there's a time and a place for everything, but it's things like that, really.

Don't be nasty, don't be too arrogant, don't be too self-critical, if you're on the other end of the spectrum. Yeah, and it's just closing this gap, really. So I suppose, in summary, this was, yeah, quite a short podcast, but just to sort of tune you into it, self-awareness is common sense, but we know common sense is not actually, or sense is not actually that common.

95% of people think they've got good self-awareness, but only 8-12% of them actually have. So, the majority of you listening to this podcast, or the majority of us who believe we have a good level of self-awareness, are probably off the mark. On that basis, there's huge opportunity to improve.

How do we go and spot our blind spots? Who can we get feedback from? We know, like, and trust.

We then trust that they'll give us genuine feedback, not just use it as an opportunity to beat us over the head with their ego. And then we listen to their feedback, and we take it on board. And how can we just start to really close that gap of how we see ourselves, and how others see us, and close that gap, because most of us are off the mark.

And if you just assume you're wrong, do this little exercise in your journal, you know, who am I? How do I perceive myself? And then do the same for other people, you've then got to really start to tune into, is that true?

Is that your ego speaking? Is it accurate? Is it fair?

Is it false? Is it underestimated? Is it overestimated?

And just try and close that gap. And just really try and become a person that is considerate, is self-aware, is tuned into everything going on around them. Good way to trigger this.

I can tell you who's self-aware. Next time, this weekend, when you're out for dinner with your friends, your family, when you're out to dinner, and you're all out, like, at 9 o'clock on a Saturday night, or I'm in bed by then, let's say half 7, 8 o'clock, half 7, 8 o'clock, Saturday night, eating your dinner, and you've all ordered your, you know, you've had a few drinks, there's lots of tables, it's busy, there's music on in the background, everyone's talking over each other, there's glass chinking, there's conversation going on, people talking next to each other, talking over the table, you've all ordered your, you know, whatever, your aubergine and mushroom pie, your steak, your burger and chips, whatever you've gone for. When the waiter or waitress comes over and stands there with the food in their hands at the table, those who are self-aware are sat there, looking at the waiter and waitress, trying to help them to understand where that food's going, because it's not for them, because they would've spotted it, they would've known if that was their meal, and said, oh yeah, that's mine, but they don't, they're like, anyone, anyone gone for the Beyond Burger? Beyond Burger, anyone? Cod and chips?

Anyone gone for the Cod and chips? Nobody's paying any notice, and the waiter's walking around as if they're at the wrong table, the people who've got no self-awareness are the people who are still there gassing, chatting, shouting over each other, trying to just get in each other's ear, until the waitress is standing next to them going, has anybody ordered this burger? Burger and chips, table 12, has anybody ordered this burger?

And they go, oh, is it a burger? And you go, yeah, oh yeah, yeah, that's mine, thank you. That's the lack of self-awareness, they're just interested in what they're talking about, the conversation they're having, and what's happening in front of their face, rather than opening their ears and eyes to realise they're talking too loud, they're not engaged in other people's conversations, they're more interested in their own voice than other people's, and there's a waitress standing next to them for 10 minutes with their lunch, with their dinner that they've ordered, and, you know, they're completely oblivious to the fact that they're trying to serve them, so, there's the ends of the spectrum, hopefully that gives you some insight, and just try and tune into it, all of us want to have a higher level of self-actualisation, a higher level of self-awareness, and just tune into those things, and the aim of the game, really, is to be a person people know, like, and trust, a pleasure to be around, you don't have to be happy-chappy, high-fiving, head in the clouds, but equally you don't want to be egomaniac, or negative-nancy that nobody wants to talk to, it's figuring all that out, tuning into who you are, and who you want to be, closing the gap, and then keeping on this lifelong journey of self-mastery, so, hope you enjoyed that, best of luck this week, tuning into it, I'll see you next Tuesday for the next Property Entrepreneur podcast, in the meantime, get yourself in the WhatsApp groups, join us at one of our three three-day blueprint events, this summer, we only run them once a year, there's only 150 places, when they're gone, they're gone, and join us for three days at the Belfry, and you can get a VIP 50% discount in the WhatsApp groups, every other Friday, I think it is, when we release them, so, join the WhatsApp groups, the numbers in the show notes, and I will see you on the next official Property Entrepreneur podcast, take care guys!

Thank you for listening to the official Property Entrepreneur podcast, trust you found value and insight in the topics discussed, and as always, very much welcome your comments, feedback, and any suggested guests or topics you would like us to consider, please give us a review, and let us know what you think, follow me on social media, Daniel Hill on Facebook, Property Entrepreneur on Instagram and YouTube, and if you'd like to hear more, please share, subscribe, and look forward to seeing you on the next one!