**PEP 86 Edited\_Transcription**

[Daniel Hill] (0:05 - 46:59)

Welcome to the official Property Entrepreneur podcast with myself Daniel Hill. We are now ranked top 10 in the UK for all business entrepreneurship podcasts. Last year we were ranked the seventh top property podcast and every month we are ranked in the top 5% of all podcasts around the world by download.

Thank you to everybody who shares, subscribes and supports this podcast. It is literally my life's work in simple blueprints broken down to enable you to achieve everything you want in wealth, health and life by design. I hope you enjoy this next episode and if you're not already joined one of our exclusive and private VIP WhatsApp groups, check out the show notes, come join the party and I'll look forward to seeing you in there.

Success and failure are both very, very predictable. Let's get into it. Hello and welcome to the next official Property Entrepreneur podcast.

It's Tuesday. It's time for the next episode and today we have got a, I was going to say a huge one, but it may be huge, it may not be huge, it may be relevant to you, it may not be relevant to you. For the first time ever, what I'm going to do is I'm going to basically freestyle a podcast.

So this could take five minutes, it could take five hours and what I'm going to talk about is the obviously a huge topic. Now I'll probably a bit of a disclaimer actually before we go into this is you, this might be, so this podcast is going to be about the meaning of life, which is obviously just a huge statement topic, title, and I do appreciate how sort of much of a bold statement or sort of angle this might be. And this might be, so I suppose disclaimer wise is this might be something that plagues your mind all day long.

You know, why am I doing what I'm going to do it, why I'm doing, what is the meaning of life, what is the meaning of my business, my purpose, why am I doing what I'm doing? Or it might be something you never think about, like you might, you know, you get up, you do your thing. You never even consider why you do what you do, why we're here, why we're human, why we're on the planet, why we're in the universe, what is the universe, all these deep questions.

And some of you will listen to this and it will be, it will absolutely resonate with you. So there's going to be some broad stroke things, some considerations that will apply to everybody. But then also this is the meaning of life in my capacity.

So there's a bit of a freestyle bit of an insight and some of it will only apply to me or people like me. So some of this applies to everyone, some of it just applies to me. So it's just a disclaimer in that capacity.

And let's just see where we go with it. Because it's been a really interesting thing that has been relate, there's been on my mind like recently, and had some really, really powerful realizations over the last few weeks. And I was thinking, I thought, you know what, whether it's for my own benefit, or whether it's for your benefit, or whether it's just to those who this resonates with, I'm going to share with you the meaning of life in my capacity.

And on this journey of this where I've got to say, this could be the meaning of life as a human being, this could be the meaning of life as an entrepreneur, this could be the meaning of your business, your purpose, your passion. What is it all about? Why do we do what we do?

What are we here for? What should we be focusing on? And what is the meaning of life?

So where do we start? So let's, I'm just going to take you through my journey. So I've got no plan, no preps, no notes.

And I'm just rolling with this to sort of share my sentiments. And when I sort of, so I started out as an entrepreneur, but when I was young, and I've always been an entrepreneur, always been entrepreneurial. And I was really fortunate at a young age to figure out really young and real quick what I wanted to do, basically, loads of loads of elements to it.

I grew up knowing reasonably humble beginnings, and knew that I wanted to do certain things. And as we figure out, as we get older, it transpires why we do things. I had some hypnosis a couple of years ago, to sort of go back to my childhood.

And what you normally find is as adults, pretty much everything that we do, the way we behave, the scripts that we have running in our heads, our core values, the way that we make our decision making profile, what was important to us, what's not all comes from our childhood. So I had some hypnosis, went back to my childhood days. And I was actually exploring my work ethic, because I didn't understand why I've got such a high work ethic, you know, why do I think it's really, why is it really important to me to work?

You know, why do I feel like I need to always be productive? Why can't I go and drink milk out of coconuts and lay down and have my feet massaged and have people feed me grapes? You know, why do I feel like I constantly need to be out there doing stuff?

So I got some hypnosis during the last stages of lockdown. And it took me back to my childhood. And I realized that actually was two things.

One was when I was a child, I had a red phone bill on my notice board at home. Now I'm sure at the time, it was absolutely nothing. I'm sure if I spoke to my parents, they wouldn't even remember it.

But I remember seeing that and thinking we're going to get evicted. We can't afford to pay the phone bill, we haven't got enough money. And that made me think that I need to be financially independent.

That was the one trigger point in my head when I went back in hypnosis, that there was a big thing for me about money was like, because one of my questions to one of the person who was giving me the therapy or the treatment was, you know, I don't understand why I'm so driven by essentially money, if you like, or going out there and making money. But actually, I don't want money, you know, I don't I don't spend money with the exception of one year that I went and lived in a big house and had a supercar and spent loads of money on loads of like cars and things. I was actually like I was probably one of the most unhappy lives of my year, years of my life.

And then, as you're aware, most of you'll be aware in 2020, I sold the cars, sold the houses or renting the houses out and went and lived on a narrowboat for as good as supposed to be just a year, but end up being about 18 months, two years. And it was without a doubt, you know, I went down to 750 pound a month budget, lived on a narrowboat. And genuinely, I can say hand on heart, it was the best one of the best years of my life.

I loved it. And I actually realized that the reason I wear the same T-shirts, the same cheap jeans, the same pair of shoes, I have one pair of shoes, one pair of trainers is because actually for me, the less I have, the less I have to worry about and the less I want, the less I need, you know, or the less I need or less I want. I don't really want a lot of tangible things.

Life to me is not an external journey. It's an internal journey. And I get my fun and satisfaction from inside rather than in internal stimulus, creativity, growth, challenges, things like that, rather than external activity like fun and things like that, driving cars and buying stuff.

You know, that's just one of the things I've come to learn about myself. And so that was one thing was like, that's why money was important to me, because I wanted to be financially independent, never wanted to be, you know, never wanted to be broke. And that was a big thing.

And then the other thing was that I my parents offered me a reward. If I got a good school report, I would get X amount of money. And then every year that I got a good school report, it would get it would double.

So, you know, maybe I got 20 pound the first year, 40 pound the next year. And those two things came out of my hypnosis. And that was that answered the question for me as to where my work ethic comes from, because I was I learned or acknowledged or took on board that hard work means you get money.

And the reason I wanted money was because I wanted to pay the phone bill and I didn't want to be broke and I wanted to have financial independence. So that was cool. And that was like when I was really, really young.

But then I thought, but then entrepreneurially as well. So we talk about like financial independence and working hard. There's also like a deeper rooted thing about what, why are you here or what do you enjoy?

And some people spend their whole life figuring out what they want and they don't even figure out, you know, they don't find something they enjoy, whether it's playing golf or something creative until they actually retire. Whereas other people like, for example, Warren Buffett talks about, you know, he was really lucky. All you want to do in your life is find out what you really enjoy.

And I was really fortunate to find out really, really young why enjoys entrepreneurship. I've always been an entrepreneur. My earliest entrepreneurial journey or entrepreneurial experience was Christmas Day at my nan's house.

All the kids are playing with their toys. I got one of the big boxes, cut a hole in it, cut two little holes at the bottom, and then I got inside it like a little shop. I must have been like three or four.

And I sat inside it at my nan's house and basically was taking one and two peas off the adults through the one window and then giving them quality streets and chocolates out the side, like basically like a human three year old vending machine in the lounge. And that was my idea of fun and activity on Christmas Day. So really early on, I had that.

And then I've always been entrepreneurial. I've always been a hard worker. I've always been a grafter.

I had I've always had jobs. So in lower school or in lower school, I did bring a buy sale for Blue Peter. So literally I would have been five, six.

And I was the one who applied to buy Blue Peter to do bring a buy sale, got the kids to bring stuff in. I remember having the tills go in and just the activity of being entrepreneurial. It definitely wasn't about the money because that was for charity.

And I still do charity work now. You know, this year we've raised about £160,000 now, which we're donating to mental health charities through get up and get back, which is our charity initiative. And we must be we must be heading towards about half a million pounds over the last few years donated to charity.

And I enjoy that just as much, if not more so than I do the business side of things, because I like leadership. I like entrepreneurship. I like challenges.

I like creativity. I like bringing things to life. I like going out there and doing these things.

So like lower school, I had Blue Pete. I did the bring a buy sale for those of you that are old enough to remember it. Did it bring a buy sale?

Middle school, I used to play pogs, pogs, slathers, gogos. For any of you, those of you that are old enough to remember that. And I used to play them and I got really, really good at playing them.

I like having a skill set, finding a new skill and getting really, really good at it. I'm playing the piano at the minute. I'm just loving learning something new and like to get really good at things.

And I figure out if you're going to do something, you know, why not do it to the best of your ability. So I used to do that. And then I got really, really good at playing pogs, really, really good playing slammers, really good, really good at playing gogos.

And then I had all of these boxes of things that I'd win. And then at the evening, I would like basically open up a little pog shop and people would come and trade things with me. So they'd come up to the house.

I basically win the stuff during the day in the evening or after school. They'd come around. I'd swap calculators.

I'd sell stuff. I'd sell gogos, pogs, slathers for money. And then I'd play again.

And I'd like it was just that entrepreneurial activity of like playing the game really and sort of being engaged in it. That was middle school, upper school, started to be self-employed, started my mobile disco company. In fact, I started a mobile disco company in middle school, had like three paper rounds in middle school, had like the daily paper round.

I had the Saturday paper and had the Sunday paper round. Then I got a few mates to work with me and I sort of like subcontracted some of the rounds out to them. So I've always been busy.

I've always been active, always been entrepreneurial. I've always been this strange concept of being driven by, I don't want to say money, but I'm driven by entrepreneurship. And in the same way that I think I suppose that was one of my early or this is one of my most recent learnings about that.

I've never had any real association with money, apart from the fact I don't want to be broke and want to be financially independent for the rest of my life. I don't consume. I don't buy things.

My outgoings are lower than, you know, I live on a significantly low income. Just because I just enjoy it, the less I have, the happier I am, really. I could happily go and live in the woods and I have actually looked at living in the woods before.

Before I went on an arrow boat, I was looking at buying a little wood in Sheffield and going and actually building a tree house and living in a tree house. Because I just love being, I was wearing a camper van this weekend and I just love the concept of having nothing and just going and collecting water and walking for miles to get rid of your rubbish and like, yeah, all these sort of things. So that was that was that.

And as a youngster, I never really had a huge question of like the meaning of life. I was always clear I wanted to be an entrepreneur. I love business.

I just wanted to do that. And it just I was really fortunate I found it early. So I did that, went to school, started a disco company, went to university to study strategic entrepreneurship.

And this is like really where my sort of analytical brain comes in. I'm a creator mechanic for those, you know, wealth dynamics. So it means I can be ahead in the clouds, creative and come up with stuff.

But also I've got that sort of mechanical, technical element where I can also ensure that it's actually sort of executed like the the engineering side of things to actually bring things into life rather than, you know, have a few great ideas and and, you know, yeah, disappear off into the clouds all the time. So I did that and then went to university, started my new business. And what I was looking for was like long term financial independence.

So I was like, well, I love being in business. I love being an entrepreneur. But, you know, we all need to get paid.

And when you start being an entrepreneur, it's not the easiest thing. You know, you want to be self-employed. You want freedom to be self-employed.

Then you want to have the money to actually pay your overheads. An unproper entrepreneur. We do this every single year because every year your definition of success will change.

You know, you're initially you want to be have freedom. Then you want to have your overheads paid. Then for me, it was like, right, I've got my overheads paid.

Now I want to not do the jobs that I'm no good at and I don't enjoy. So I started to pay for bookkeepers, administrators, assistants, building a team. Then I wanted to have a big business.

So I sort of scaled my business up and had this big sort of vision of like two things, really financial independence, but then also being the best entrepreneur I could be. And I was fortunate enough to be in the in an incubator in the not in a business school at the Hive. And one of my like heroes at the time there, somebody like I really sort of looked up to had one young entrepreneur of the year.

And I thought, you know what? And he was driving a Mercedes, running a really successful company, really young guy. And I thought, you know what?

I want that. You know, that's what I want to get to. He's better than me as an entrepreneur.

I want I want that. But then also I want both awards. I want the young entrepreneur of the year and the one entrepreneur of the year.

So that was my thing. I was obsessed of financial independence, winning that award and being the best entrepreneur that I could be. That was it.

That was the meaning of life to me. So I did that fortunate enough to have my successes, make my money, get to a really good position. And then two things happened.

One was so I'd never questioned the meaning of life. Never, ever questioned it. And this might be a good time to throw this in.

So Alan Watts, any of you into like spirituality, the real sort of stuff that I'm like really into. And Alan Watts says the meaning of life, like if you don't know what the meaning of life is, that's for two reasons. Oh, no.

So if you don't know what you want to mean of life, what you want, etc. If you don't know what you want, that's for one of two reasons. The first is that you've never sat down and actually thought about it.

And the second or the so you've never actually sat down and thought about it. The second is that you're already there. And I think we'll probably loop back on this this position.

But I'd never I had absolutely thought about it. My whole life was dedicated to entrepreneurship. Literally, from the age of like three, I've been learning how to communicate, negotiate, trade.

When is it is a big thing? You know, not not that. And, you know, at times in your career, it's going to be ego driven.

You know, you want to overtake others. You want to compete. Nowadays, I'm only competing with myself.

My battles nowadays are like internal, not not external. And two things happened. So I was fortunate enough to win that award and I won the award and got my final I had my financial independence, got the award.

And this was my first experience of getting to the end of the rainbow. You know, at the end of the rainbow, there's this there's this tomorrow that's going to be amazing. Corks popping, champagne flowing and you arrive.

You arrive at this glorious, amazing. It's all going to arrive. It's all going to come together in one instance.

And I've been aiming for this young entrepreneur the year in financial independence, probably since I was like a kid. So in different capacities and. What happened was went to the awards and it was like the biggest day of my life, so excited.

The video is still on YouTube. It's just the most amazing day, amazing evening. And basically the award was read out.

I couldn't believe it. My friends couldn't believe it. Went and won Young Entrepreneur of the Year of the award, got got the award, came off the stage, went backstage and did the press conference and then sat back at the table.

And it was good, like celebrating, having some beers and maybe a few hours of sort of like, you know, this is amazing. This is enjoyable and probably actually as many of you will resonate is when you achieve something like that. Sometimes it's just a huge, a huge sense of relief.

Selling a company is a good example. Whenever you sell a company, people think completion day is like I'm going to go and pop corks. It's not completion.

That is normally I'm going to bed. I'm exhausted. I'm tired.

I'm bored of this. And it's just a huge sense of relief that the deal is done. And so there's a bit of a, you know, a bit of a false expectation there.

But the next day I woke up and I was expecting to have arrived. You know, I've made this. I've made my money.

I was in a good place. I had won the award. I basically ticked all my boxes and I thought I was going to arrive at heaven, if you like, for want of a better word.

And I woke up the next day and I was like, you know what? I don't feel any different to how I did yesterday. The only thing that's changed is this feels like an anticlimax.

But it wasn't anticlimax. The only thing that's changed, really, is I don't have this burning desire now. You know, I had this thing I really, really wanted to achieve.

Now I've achieved it. And that was Alan Watts. This thing is like, you know, there's one or two reasons why you don't know what you want.

One is you've never asked a question or the second is you've already got it. And it was this huge experience of like, this is a huge anticlimax. Roll on a few months or maybe even a year, like six to 12 months.

I started to have this really strange experience of like. I've had I'm losing the track of this story a little bit because I won Young Entrepreneur of the Year, had that experience. Then a few years later, I actually won Entrepreneur of the Year in 2017, 18.

And that was like. I'd built I'd built the idea, so I won the first award anticlimax, then went on to the next year as I want, you know, I'm going to build a big business. This is the next thing I'm going to go on.

I got a really nice, probably like maybe you'd call it a lifestyle business, probably a little bit bigger than that sort of few locations around the UK. Modest size team, various revenue streams and products and services, number of companies in different industries. And then this time I'm going to go for a big business, big business, highly scalable, highly tradable head office, national offices, departments, HR teams.

You know, the whole, you know, the whole nine yards really, really go for it. So I did that and that was like locked in, went for it, did it. One entrepreneur of the year.

And then again, it was an anticlimax. I kept having these like law of diminishing returns. The further I'd go, the bigger the success is, the smaller the reward.

And it started to make me really question, like, why am I doing this? Like, what is the meaning of life? Why do I why do I want to keep going?

And I got into this real sort of darkish space. And I spoke to one of my mentors, like one of my mentors, who longstanding mentor. And I said to him, he said, he said, congratulations, actually.

We're out of social. And he came over and just like shook my hand, said, you know, congratulations. You've absolutely nailed it.

Like, how's it feel? And I said to him, I said, you know what? Like, if I'm completely honest, it feels like an anticlimax.

I feel a bit lost and I don't even want the money. And I don't know. You know, I don't know.

Yeah, I'm not really sure where I am. And he turned around and I can literally explicitly remember it. And he said, well, he said, now you've got the real challenge.

He said, now you've got to find out why you really want to do it. And I was like, oh, my God, I thought I'd cracked it. I thought I'd nailed it.

I thought I'd got to the end of the rainbow. And it turned out that actually it was the beginning of the journey, not the end. And I couldn't believe it because my whole life had been locked into climbing this mountain.

And I got to the top of this mountain, which I thought genuinely hand on heart. I thought it was life and death. When you get the only thing about life is success is getting to the top of that mountain.

And when you get there, you've arrived. And I got to the top of the mountain, looked around. And after well over a decade of getting to the top of the mountain where I thought I thought that was arriving, I looked around and there's about 50 other mountains.

And I couldn't believe I honestly couldn't believe that there was an anticlimax at the top and that the destination wasn't all it was was cracked up to be. And then this put me into this sort of place where for a number of years I got a bit lost. And in 2019, I thought, you know, I'm going to do in the same way I did after one young entrepreneur of the year.

I'm going to go for it again. I'm going to say, in fact, 2018 had a bit of a slow year. So I did basically a year called Bottom Line Time on Property Entrepreneur.

Every year we look at success is and we were in that we were in the stage that we call norm to perform, which is going from like normalizing the business to performance. Performance is all about KPIs, margins, refinements rather than additional revenues. And we did a year of that.

So basically it was a bit of a year of me taking a backseat, managing the team, leading the business, making a few company acquisitions. I think if I recall. No, it wasn't.

It was all about just basically profit. We've done loads of top line, loads of growth, loads of investment. It was about cranking the handle and just making it really profitable.

And in 2019, I was like, I feel a bit lost. I feel a bit disengaged. I feel a bit disappointed.

You know, I've got to the top of the mountain and it wasn't what I thought it would be. So I thought, you know, I'm going to do something. I did 2013.

I'm going to go again. I'm going to go for the biggest year I've ever done. I'm going to see if I've still got it in me.

I'm going to see what the journey's like. And then I did my level up here. And for those of you that are coming on property entrepreneur next year, we're going to do a level up here for everybody.

And this is basically leveling up your business, leveling up your health, leveling up your life and taking everything that you do to the best level, being the best version of you. You can as an entrepreneur, as a friend, as a parent, as a partner, as a human being, you know, leveling everything up. So I leveled everything up.

I did a body transformation. I did a photo shoot. I broke a world record for charity fundraising.

I bought my supercars. I went out and bought three companies. I was awarded the outstanding alumni.

I was welcome back to Nottingham Business School because they were awarded university of the year. And they asked me to do the opening speech and be the outstanding alumni recognized for my efforts, et cetera. And it was the biggest year I've ever had.

I achieved more in that year than I ever had ever. And honestly, it was probably the worst year of my life. If you were a property entrepreneur, you know, somebody who's on property entrepreneur in 2019 at the end of the year, having broken every record in the book, doubled the size of some companies.

And I was just I was just a mess. I was burnt out. I was lost.

I was just really not in a good place emotionally and physically. I was in the best place ever financially. I got more than I'd ever needed, but I was just not in a good place.

And I just got really, really lost. And then for a number of years, I sort of tried different things. I got involved in the business.

I stepped out of the business. I went into the business. I tried purpose driven living.

And I went and lived on a narrowboat. We had the pandemic, which was actually pretty amazing, because obviously not the pandemic in all capacities. And I don't mean that distastefully, but it gave me a purpose.

And for that year, I literally locked in. I upped everything I did. I guided all of our property entrepreneurs through the pandemic.

We had some more record years, et cetera. But it still really didn't tick that thing. And I have this constant thing in my head that at the end of every year is.

Well, in fact, some of our board members will be out of vouch for this at the end of every year for recent years, I've sat there and said, you know what, I'm exhausted, I'm burnt out, I'm never doing that again. I don't know if I want to do this anymore. I hate it.

I'm not happy. I need to like I need to find the meaning of life. I need to go and actually find myself.

So this is where we start to arrive at the current day. And this is probably where the realization, the current realizations I could talk about this when I was saying about this could be eight minutes or eight hours, I could talk about this for eight hours. The meaning of life.

I do all sorts of stuff, meditation, spirituality, study scripts from two and a half thousand years ago from people that, you know, stuff that was written in ancient Chinese has been translated 500 times looking for like these practices, these comments, these quotes, these mantras, these insights. What is it actually about? And like I say, some of you may never consider this.

Some of you may be obsessed with that. And it might be short term. It might be, you know, it could be different capacities.

So this year I did the year of 12 hour work week. I thought I thought, you know what, I'm going to take a year off. I'm going to completely disconnect.

I'm going to retire. Essentially, I'm still going to deliver on my promises, but I'm going to do 12 hours a week rather than basically 12 hours a day. And I'm going to say my basically objective was, is there more to life than work?

Because I've dedicated 20 years of my life to work in all day, every day. It's the only thing I've thought about. Maybe that's an exaggeration, but it's it's the number.

It's been the number one thing in my life. Like it's again, I've got to be careful what I say. But you know, I'm saying it's like it's been my focus.

It's been my passion. I've fallen in love with it. I've fallen out of love with it.

Is there more than life I'm missing? Everybody else is out going jet skiing, flying helicopters, driving Ferraris. Is that what I should actually be doing?

So I thought, well, I'm going to take a year out and I'm going to actually figure out what the crack is. So I did that, took a year out this year and we're in like month nine now. So I did basically nine months of going off the grid, disconnecting, only being available for the team 10 till two Tuesday, Wednesday, Thursday, did my 12 hour work week, really disconnected from the businesses that I'm invested in and involved in.

And if I'm honest, it was like initially it was like really, really challenging because you've got those bad habits, you know, bad habits like being on your phone all the time, being constantly available, driven on adrenaline. Some of these bad things or, you know, let's put bad and inverted commas. But some of these things really disconnected from those.

And the more and more I did it, the less and less I but I just didn't find my feet with that. I didn't I didn't find it really exciting, didn't find it really enjoyable. Started playing the piano, started going back to the gym, started trying to do things, going out and reading a book in a coffee shop at like 10 in the morning, going out, walking more, just trying to like do the leisure stuff, going to town and like doing creative stuff in my journal.

And yeah, just like doing all this stuff. And actually, I just kept getting to problems. Like, what is the meaning of life?

Like, why? Why do I? Why am I?

I'm just feel like lost. And I don't know what I'm actually doing. Am I in?

Am I out? Do I enjoy business? Do I not?

I'm actually pulling myself away from it. So really abstaining from it. And it's like not making me feel good.

I'm engaging with other things like extracurricular activity, playing the piano, like I say, just trying to go out and be more sociable. And then it came to a head where Sav, like Sav and I, my partner, went to Thailand and we took two weeks in Thailand doing the travel, doing the tourism, you know, doing all that stuff and came to a conclusion pretty quickly that because one of the things this year was traveling now or never. So I'm a proper entrepreneur.

Every year you get a year of three professional objectives, three personal objectives. And one of my personal objectives was now or never travel and adventure. So I had a whole list of things I was going to do.

Go to Vietnam, go to Thailand, go to the Grand Canyon. A list of all these things I wanted to do. So I went to Thailand for two weeks.

I haven't had a two week holiday since 2011. Not a big fan of holidays, like to be honest. My sort of three day, two night rule is normally fine for me.

Get off the grid, disconnect, recharge and then go again. You know, time off is a requirement, not a luxury, but too much fun. Twiddling your thumbs is resting is not really for me.

We went away for two weeks and realized pretty quickly that's just not for us. It's not for her. It's not for me.

We're just not those type of people sitting around, laying on the beach. I mean, I'm a ginger. I'm ginger and I'm lightweight.

So sitting on the beach all day drinking pina coladas, I end up with sunstroke and a hangover. So it's not really it's not really conducive to like what I'm looking for in that capacity. Equally, just chilling out.

I'm not sometimes if I've had a really big week and I've earned it, I'll love on a Saturday chilling out, put my feet up, turning my phone off because I've earned it and, you know, have that Sunday start to recharge. By the end of it, I'm ready to go again. And then I came back and thought, you know what?

I'm going to start sort of playing with it. See what see what start getting involved in work again. Starting getting creative, starting getting productive.

And I started to get this engagement and sort of drive with the business again. I was thinking, do you know what? And I started to get these feelings of satisfaction again from coming back to it, having been away from it for like six to nine months in different capacities.

And it just started to feel good. And I was like, this is nice. This is good.

And I started to look around. I was like, started basically this is going to sound like you can only connect the dots looking backwards. And now that I've arrived there, it just seems so clear to me.

But sometimes you've got to go through nine months or five years of self-discovery to actually answer the questions. And if you're going to get the answers to the questions, you have to take the time to ask them. And this is about the meaning of life, the meaning of business, the meaning of entrepreneurship, the meaning of the last 20 years for me.

Like, how did I arrive at this position? What do I actually want? What what what do I want to do?

Who am I? What ticks my boxes? And anyway, over the last couple of months, I've started to get engaged again, started to get involved in the business, started to get creative, started to do some more deals, started to get excited about it again.

And what I've come to realize is. In the same. So this is probably where it sort of starts to summarize is like, what is it about is I like to be productive.

I am creative. I've got a very strong work ethic, like work. I said to one of my friends the other day, I am a workaholic.

And what I meant by this is I'm not necessarily a workaholic. Like I need to work all day, every day, 24 seven. Not like that.

What I mean is I need my fix, but I need to work to feel good. I was at Glastonbury last week and there's a couple of days to kick it off where I was like traveling. I was out and about and I didn't do any work during the week or I did very limited work during the week and I didn't feel good.

I felt like something was missing. I felt like I didn't deserve the time off. I felt like it was just not lacking enjoyment.

But then as the week went on, I was like getting up a reasonable time, doing some work, absolutely smashing out, getting my fix and then closing my laptop at three o'clock or two o'clock and going out, walking around Glastonbury, going out for some lunch, going out, listening to some music and literally absolutely loving it because I'd earned it, because I'd had my fix, because I enjoyed the process.

And this is where it all started to sort of come together. And a few sort of like realizations for this with me. These are like the ones that now they're going to be specific to me.

I suppose the macro stuff for you is the meaning of life is like, why are you here? What do you enjoy? What is your purpose?

What is your passion? And if you know what that is, do more of it. And if you don't know what it is, ask some more questions.

For me, going more granular now is like, why do I love being an entrepreneur? And why do I love working hard if I don't want the money? You know, I don't I don't need the cash.

I don't go and spend loads of money. You know, why do I why I love it? And then I started to tune into it.

I thought, you know what? You know, I actually realized like I love challenges. I love growth.

I love being productive. I love having the biggest thing for me is I love having I love going to bed, being excited to get up the next day. And in order to do that, you have to have something to get excited about.

And then let's go back to the destination part of this elusive there. Like those those of you that listen to this, I've had some great successes. Some of you maybe you've got exactly what you've dreamed.

And that may be in some capacities having a family and things like that. And I'm not relating this to everything. But some of you may may have got there and figured out it was an anticlimax.

You know, you've got there. You've got what you wanted or what you thought you wanted. And actually, the last the destination arriving the last day where you think, you know, the destination is not the the first day.

You're not going to arrive there and live this new, amazing life. It's actually the last day because you've completed the marathon. You've made the money.

You've sold the business. You know, and actually it's the end, not the beginning. And these are a few of the realizations I started to get to.

And I'm just going to summarize these for you now, because this is really where I've landed. And I suppose it's a good opportunity for me to consolidate it. But also for those of you that are similar to me, which might be loads of you, and this might be another record breaking podcast, or it might only relate to a few of you.

I like challenges. I like growth. I like to be busy and I like to be excited.

And the meaning of life to me is about a few months ago, I said to the property entrepreneurs, I had a really profound dream. And I dreamt I walked past this fridge in somebody's house. Don't know who it was.

Walked past this fridge and there was a not a fridge magnet, but you know, like a plaque on a little rope. And it said the meaning of life. And it is the most profound dream.

I just walked past in my dream and I thought about it. And I woke up and I thought, you know what? That is bang on the money.

And I've been thinking about this for months, if not, you know, subconsciously a few years. And it said the meaning of life is to love yourself, to love those around you and to love your life. And I thought, you know what?

But that is actually what it's all about. It's about to love yourself. And that is not, you know, whether you are not confident or you don't give yourself enough credit or you actually sabotage yourself, you're a masochist, you cause yourself harm.

You know, to love yourself is not an easy. It's not even an achievement is it's not an easy practice. You know, it's a lifelong lesson to love yourself.

The second is to love those around you. And this is about this a lot of spiritual sort of stuff that I teach on the board. It's about openness.

It's about oneness. It's about connection. It's about the fact we're all, you know, you might think it's me against him and it's me against the neighbors and it's England against, you know, all these other countries or whatever.

But you think we're spinning around the sun at 78,000 miles an hour in the middle of God knows where in the universe. Actually, we should probably stick together. We should probably stick together where we can.

And it's this sense of like oneness of like actually loving those around you. And that's not just your children and your pets and your partner. It's loving having a sense of love in different capacities to loving those people around you, like everybody.

You know, if you've listened to karma credit, I've just literally just finished the last chapter of karma credits today. So stay tuned. You can have an amazing read with that.

Hopefully when you get it is all about just connecting with everybody, saying hello to strangers, saying hello to people at the cashiers who are serving you at the shop. It's like being connected to literally loving everybody around you and going around life with a from a place of love, not a place of fear. And then loving your life is like building a life by design.

And this is what property entrepreneur is all about. It's about the game which will come to and it's about life by design. And it's living a life where it's what you want to do.

And some years it'll mean less work. Some years it'll be more work. Some years it'll be more money.

Some years it'll be less money. Whatever it is, it's like, what do you want right now in your life? And it changes every year.

This is why we spend three months on it on property entrepreneur every every year. And this is actually how I've arrived where I am, because I've been doing this for 20 years and teaching it for a decade. It's all of the sort of things that I've learned culminating in the experience.

And these are all the realizations I've now come back to is the first meaning of life is to love yourself, love those around you and then love your life. And obviously they're easy to say, hard to do to that. And that for me was like an absolute land.

And I was like, you know what? I'm happy with that. I don't have to strive for tomorrow.

I don't have to strive for the goal. I don't have to strive for the destination. I need to wake up.

And this is the second half. Every day, you know, treat every day as if it's your last, because one day it will be like today is all we have. Tomorrow is never promised is you want to wake up every day buzzing and excited.

And I wrote a quote recently, and which says again, I'm assuming a lot of deep work on this, a quote which says the achievement of goals is the anticlimax that delivers excitement and purpose in its pursuit. So I say again, the achievement of your goals is an is the anticlimax that delivers excitement and purpose in its pursuit. And what I mean by that is I don't know what your experience is like.

This is what my experience is like. This is my meaning of life. So it may or may not apply to you.

But if you're going to go for this elusive tomorrow, you know, you make your first hundred grand, make your first million, make your first hundred million expecting there to be a glorious day. That's not how this stuff works. The again, it sounds like tripe or cliche, but the journey is everything.

The destination is nothing. The destination is the end, not the start. And what you want to do is set big enough challenges, exciting enough campaigns, big, have a big enough purpose that every day you're getting up and you're excited to go somewhere you're doing, you're working with people you like working with.

You're enjoying your day. You've got so much to do. You don't have time to sit around and and worry and ponder and eat too much and drink too much.

You know, if you've got time to sit around and worry, your problems are not big enough. Your challenges are not pushing you hard enough. We want to grow.

We want to develop. We want to be purposeful. And this is where I've arrived at really.

And I was like, actually, all I want to do is get up every I want to go to bed every night, being excited, being content, feeling productive. And I want to go to bed thinking I can't wait to get up in the morning. And obviously, you know, again, that's reasonably easy, actually, to set up.

And that's the whole thing we do on Property Entrepreneur. It's reasonably easy to set up. But there's work required to get you in the fast lane, to get you moving, to fire things up and get locked in, pull the trigger, raise the stakes.

But equally, it's very easy to go off off off piece. And it's one for another podcast. But after pain, after pleasure, the only thing you can get more pleasure from is pain.

And I'll go into that in another podcast. But if you go beast mode and then you burn yourself out, you're exhausted, you're stressed. You know, for me, I get stars in my eyes, I get ulcers in my mouth.

I completely overcook it. My relationships have negative impact. You know, that's not cool.

And that's the other end of the extreme. It's like, you know, you've got the slow lane, the fast lane. And then the middle lane, middle lane in the main and pop into the fast lane when you need to.

And it's this. And it was like, right. So closing sentiment is.

So that's what I want. You know, the meaning of life for me is to set my life up in a way, my life by design. Again, this may just be for me in that I'll go to bed every night content and I want to wake up every morning excited and I'll go to bed excited and I wake up and I'm doing things with good people and I'm driving myself.

I'm learning new stuff and taking on challenges. And every day is just it's exciting. It's not burnt out.

Equally, it's not not boring. And then finally, just summarize was like, why? Why do I still have this issue with money?

This issue of money is in like when I was young I was like scared of being broke. Now that I'm older, I'm still scared of being broke, but I manage my money well. I've got more assets, financial independence, wealth around me than I'll probably ever need.

So why do I keep going? You know, why do I keep and this is where you can get yourself into a bit of a mess. We think, why am I?

Why am I doing? And this is the masochist bear. This again, the same friend I was talking about a moment ago and talking about Glastonbury last week, really, really good friend of mine.

Fellow board member on property entrepreneur said last year to me a year before I said, when the time to sell your business is when you realize you're doing work you don't like for money you don't need. And, you know, that's just a complete self-fulfilling prophecy in the wrong way. So you do wealth money, work you don't like for money you don't need.

And that's not a cool place to be. But then what about if you do work you do like for money you don't need? And I was like, but I don't get like, why?

Why does that still screw my head up? Like Warren Buffett says, you want to find something that you would do even if you didn't get paid for it. And that's literally my life.

I do some of this. I don't get paid for. I help people out.

I do some stuff for charities. I don't get paid for that. In fact, sometimes it costs me and cost me thousands or tens of thousands of pounds to do it.

It costs me money, but I still love it. It's like, why? Why do you do stuff for money you don't need or do stuff and actually cost you money?

And I was like, you know what? And this is probably the closing sentiments around this podcast off is hopefully that explains you like the meaning of life for me is about it's about today, not tomorrow. Obviously, this fundamentals under this, you need to pay your bills.

You need to get to break even. There's a whole journey around that. But the closing sentiment as well is and this is for those of you that are entrepreneurs is if you find yourself in that place where actually you are working for money you don't need or, you know, you get caught up in that mindset is why do I do that?

And I was like, you know what? It's it's not the money is money is money is a resort. Once you can pay your bills, money is a resource, not a reward.

And it's just it just so happens as entrepreneurs and entrepreneurship in business. Money is the currency. Money is the caliber.

Money is the, you know, the measuring stick. If you're a footballer, you would be counted by the amount of goals you scored or a football team, the amount of goals you scored. If you were a runner, it would be counted by how fast you can get across the line as an entrepreneur.

It's just the numbers. You know, it's how many sales you can make, how much margins you can make, how many you can grow. There's definitely a disconnect between the financial side and perhaps the appeal or negative connotation to money.

And also the fact that it's just our currency, it's just what we use. It's just related to what we do. And they've been the realizations I've had in literally the last week or so that I love being productive.

I love being busy. I want to be purposeful. I want to set big challenges.

I want to make today really exciting. I want to enjoy it. And there is no destination.

There is no ultimate there. All it is. All we all we actually have is today.

And if we can use, you know, we use the proper entrepreneur blueprint, you can use, you know, there's loads of them on this podcast. We use that blueprint to create a life by design every year to set up the game like all this. I've been saying this for 10 years.

It's all a game. And I finally know what it means is it's the game. But the game is the reward.

The money is not the reward. The game is the reward. Having the freedom, the opportunity to be engaged, do something you love, be purposeful, be productive, add value to other people and go to bed excited, wake up ready to rumble.

And, you know, trying to add value to yourself and others in as much capacity as you can as you go, go through it. So that's where I've got to of genuinely keep you posted as we go. I don't think retirement's for me.

I don't think not doing anything's for me. And I finally think I've got the clarity of my own meaning of life. I think at macro level to love yourself, to love those around you and to love others.

And then a micro level for some of you that are out there, that high performers, the high performance entrepreneurs or even high performers, you know, like in running anything is like, why do you do what you do? It's the game. It's the lock in.

It's the passion. And if you do get distracted with the money, it's just a measuring stick. That's all it's there for.

It's a resource, not a reward. Never bet the house and don't lose your shirt. But, you know, hopefully that gives you some value.

I don't know whether anyone's got to the end of this podcast or if it's going to be one that was just a value for me. But there's some real life lessons in there that I've learned about myself over the last probably decade, actually, but but consolidated down over the last nine months. And if there's any value in there for you at all, my biggest recommendation would be figure out who you are, figure out what you want, figure out what your game is.

And like I say, this is the whole cycle every year on Property Entrepreneur. Every year we have a affirmation board called the Year Of and that is the game you play. Maybe you'll have another 100 years on this planet.

Maybe we'll only have another five. It doesn't matter. You go out and have the best day you can set yourself up for success.

Enjoy everything you do. Don't waste a minute. Don't get carried away with the money.

And it's all a game. Success and failure are both very predictable. I hope you enjoyed it.

If you did, if you know any other people it might resonate with, feel free to share and I'd welcome your feedback. Drop me a message on Facebook or Instagram and let me know if. Yeah, if it was absolutely no value, probably let me know equally.

But if you got some value from it or any insight, it'd be really good to know because I've absolutely no idea how this is going to go down. And I'll probably listen back to it myself because I've got no idea what I said. So that's my that's my summary.

That is probably the last that is a high level insight into the last 30 years of my life. And I hope you found it of value. Tune in again next Tuesday for another episode of the official probably entrepreneur podcast.

If you're not already in the VIP podcast groups, we've literally got I think got one seat left for July now, and I think August is already 50% sold out. That's the last event of the year. And we haven't even put them on the open market yet.

So again, the VIP group every other Friday, we do a little discount in there. So you can come along 50% off, bring a partner for free. 100% money back guarantee.

Nothing to lose. The last event was rated world class. And if you're serious about leveling up life by design, going to bed excited and getting up being productive, then come play the game, come join the journey.

And I'm going to be locking in and coming on the journey with you. So best of luck. Catch you on the next one.

And I hope you enjoyed it. This has been the meaning of life. I hope you enjoyed.

I hope you enjoyed this episode of the official probably entrepreneur podcast. If you are not already subscribed, click subscribe now to make sure you never miss an episode again. If you're not ready, follow me on social media.

Instagram is property entrepreneur underscore Facebook is downhill. And if you're not already in the official property entrepreneur community on Facebook, there's over eight and a half thousand of us in there now. Join that group.

And if you're not in one of the private WhatsApp groups, maximum of 20 people in each group in the show notes type VIP podcast and send it to the number that's in the show notes on WhatsApp. I will get you added to one of the private VIP WhatsApp groups where you can request your own podcast. It will be dedicated to you and your business.

And every Tuesday I'm in there answering questions, giving you one to one direct support. And we don't know how long we're going to keep these open for. Success and failure are both very predictable.

I will see you on the next episode.