**PEP 87 Edited\_Transcription**

[Daniel Hill] (0:05 - 33:00)

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, hello, hello and welcome to the next official property entrepreneur podcast.

It is Tuesday, it is time for the next episode and I'm pleasantly surprised how well last week's podcast actually went down. So last week, if you haven't listened to it, I did a podcast called The Mean of Life and I wasn't sure if it was amusing for myself or if other people would relate and resonate to it. And the feedback that was openly requested was very positive.

People said they enjoyed it, they enjoyed the insight, they enjoyed the stories, but also a lot of people related with some of the things from my childhood, some of the mindsets and mantras around self-discovery, personal development, the meaning of life and also just trying to get to this place where we're content, we're excited, we're engaged and we're enjoying every single day for what it is and having the best of it. So what I'm going to do is take us to the next level today and give you some more practical, applicable models, blueprints to enable you to understand.

One of the things I thought about was the fact that it's all a game or rather the game is the reward and it's very easy to get seduced in the early days by the finances, the independence, the money that comes from business, deals, entrepreneurship and property, but when you get to a certain point and you've established that financial independence, which is a number of years, not decades, when you use the proper entrepreneur blueprint, life is about a lot more than making money.

And what you realize is that money becomes a resource, not a reward. And actually the reward is having the freedom and opportunity to play the game every day and go to bed excited to wake up and getting up excited to go again. And this is what it's all about because today is a blessing, today is all we have, tomorrow is a promise, but it's not guaranteed.

And playing the game as an entrepreneur, in my opinion, and many of the people around us, is the way that we want to live our life, take on challenges, enjoy the things we do and drive it forward. So in this podcast, I'm going to take you through what the game is. So what is the game?

We talk about the game, I say that it's all a game and I've been saying this for 10 years and some people get it straight away, other people, I can work with people for three or four years before they get, you know what, I've just finally realized this is all a game, this is all a game, it's strategy, it's challenges, it's targets, it's obstacles, it's understanding what to do and when to do it. And I'm going to take you through the Property Entrepreneur Blueprint in this podcast. So if you're already on Property Entrepreneur, you will be very familiar with this and you will have used it for a year or eight years, depending on how long you've been on Property Entrepreneur.

For those of you that are not on Property Entrepreneur and are yet to do one of our three-day Blueprint events, this will be new to you, but this will be for the first time ever on a podcast, I'm going to take you through exactly what the Property Entrepreneur Blueprint is, what the game is and how we go about actually playing it. So it's Tuesday, last week was the meaning of life, this week is the game and if you've not already secured a place at one of our three-day Blueprint events, we're now down to the last event. So the last event for the year, we don't run them again until next June, the last event of the year is the grand finale, it's on the 24th, 25th and 26th of August at the Belfry Golf and Spa Resort.

It's five-star accommodation, three-course dining, three days, full intensive immersion in the Property Entrepreneur Blueprint and this is the same Blueprint I've used for 20 years, I've taught for decades. It's allowed many people to achieve financial independence, life-changing fitness and building a life by design around what they actually want from life rather than perhaps what the social media highlight reel or their preconceived scripts, habits and objectives have actually given them. So if you're not joining one of the VIP WhatsApp groups yet, go to the show notes, there's a phone number in there, text VIP, podcast VIP to that number, we'll get you in one of the private WhatsApp groups and you can get a discounted place to our last three-day Blueprint event and do not be the one that missed the boat because next year is going to be an absolute monster and we're leveling up everything we do to take you on that journey so we can all capitalize on that position. So the game, what is the game?

Well, the game is a 12-month cycle, if you think about any game, we like playing games, they're fun, gamification in business, corporate world, life, it just makes things more exciting, more engaging and actually more productive and effective. And this is the game that we play on Property Entrepreneur and I've said previously, if I were to sell Property Entrepreneur, I would still attend as a delegate because it is the only way to run your business, it's the only way to live your life and it's the only way to play the game. At the end of the day, the game is all we have.

So how does the game actually work? Well, in this game, same as any game, there's an objective and what is the objective? The objective is to achieve wealth, health and life by design.

So wealth is all about wealth financially, financial independence, financial fortress, having both cash flow, profit and asset covered for short-term, medium-term and long-term and then also wealth in your life, freedom, whatever your values are, freedom, excitement, challenge, relationships, connections, confidence, all of these things that make up a wealthy lifestyle. The second is health, there's no point being the richest woman or man in the graveyard, we want to make sure that we're young enough and fit enough to enjoy the fruits of our labour and also the privilege that is this conscious, physical life that we have the opportunity to lead. And then finally is life by design and every year this will change for you, now what is your life by design for the next year?

If you don't live a life by design, which you've designed yourself, you will live a life by comparison, which is made up of the decisions you've made, the businesses you've built, the jobs that you have and probably following the highlight reel of social media which is a complete anti-climax, most of it's not actually legit and you just follow the masses whereas we suggest you observe them and actually go and do the opposite. So the objective of this game, if you follow this game, year in, year out, I guarantee you, if you execute the blueprints, you will achieve wealth, health and life by design which is everything you need to live your best life.

So how do we do that? That's the objective. What is the game?

How do we do it? Well, this is a blueprint. So there's three levels, four seasons and five problems.

So the three levels that we work through in the game is landlord, investor and entrepreneur. A landlord level, you are one man band, you are the business, you're doing everything, viewings, deal sourcing, unblocking toilets, collecting rents, you literally are on the tools. If you imagine a hot dog stand, you're buying the food, you're doing the cashing in, you're doing the cooking, you're serving the customers, you're one man band serving hot dogs, you literally are everything.

You go on holiday and everything stops. That's the first level. From there, we want to move up to the next level and the next level is we use systems and we use team to leverage the value we've created and get the expertise and capacity of others into the business to create a lifestyle business.

Now, investor level is about having a team around you, systemized business where you can go on holiday for a couple of weeks. It won't carry on growing as aggressively. There may be a couple of things that you need to dip in and out of, but ideally, a couple of weeks on holiday, no work, team cover the fort, low overheads, high margins, and it's just a great place to be.

Most people should probably strive to be in this place. Team of anywhere from three to 10, 12 people, great culture, really lucrative and really, really great, great fun. That's investor level.

Then for those who want to go up to the top level, which is not for everybody and I wouldn't recommend it, it's risky, it's dangerous, it's painful, but it's entrepreneur level. Entrepreneur level is highly scalable, highly tradable, multiple teams managing multiple streams, potentially various different income streams or different businesses. In many cases, multiple locations or even national or international.

This is your seven-figure, eight-figure businesses where you've got directors, you've got senior management teams, leadership teams, HR departments, six-figure insurance policies, the full nine yards. That's the entrepreneur level. Not for the faint-hearted, empire builder status, but it can be great fun and it can be very, very life-changing amounts of money if you get it right and it's not easy to get it right.

There are three levels and you'll be at one of them right now and you'll want to go up through the levels to a certain point. The way we do that is we play the game. You start off wherever you are, you aim to get to wherever you want to get to and we use the proper entrepreneur blueprint every year to do this.

We run in 12 months and we move through the three levels with the four seasons. The game begins on the 1st of October. Every year, the game begins at the 1st of October, which is the beginning of the autumn and this is the beginning of the property entrepreneur year.

What we do is we go through the four seasons, autumn into winter, winter into spring and spring into summer. This is the cycle that we use. If you think about the game, we play the game in 12-month cycles.

Every year, you're a different person. Every year, you've got a different business. Every year, you'll apply the same blueprint and methodology to a completely different mindset, completely different objectives, completely different target, but this is how we play the game.

As you go through these four seasons, what we're looking to do is overcome the five problems in the correct order. Now, most entrepreneurs spend their whole lives in the summer mode. The summer mode is all guns blazing, deals, deals, deals, grow, grow, grow and that's a completely false economy because you get burnt out, you won't be productive, you never have time to focus on anything important and you're just consumed by the urgent all the time.

Everything's urgent, you're chasing your tail, there might be incremental growth, but you're never really going to achieve 20, 30, 50, 100% growth year on year if you're running on the treadmill. You can't paint a masterpiece while you're running on a treadmill and that's why we play the game in the four seasons in a cycle and go through them one at a time. As we go through the four seasons, what we do is we overcome the five problems.

Now, I've been in business my whole life, I've mentored, coached, invested in thousands of different businesses and any problem that every single one has falls into one of these categories. Each of these problems needs to be addressed in each of the seasons and we're going to go through that in a moment. To add some context to the seasons, why we do it in the seasons, if you imagine the game as a racetrack.

We call it our racetrack, we say we go around the track, we race in our car and in the autumn where we start, we put the car on cruise control. If you're in summer now or you're at the end of a proper entrepreneur cycle, you're in summer, million miles an hour, sliding around sideways, running out of fuel, steam coming out of the engine, things are starting to rattle, things are starting to break and we need to put the car on cruise control. The first thing we do, whack it on cruise control, chill it out and then through the autumn we listen to the engine, listen to the business, think about what's broken, think about where we want to go and think about what race we want to do next year.

That's three months making those decisions and making those observations. What we do after that is we then move into the winter and the winter is the pit stop. We move the car into the pit stop, lift the bonnet and then we rebuild the engine.

Three months under the bonnet, changing the engine, changing the fuel, changing the tires, remodeling the body, getting ready to race the race we want to do next year. Once we've made all those changes, we've got it ready to race, we need to test it and trial it. In the spring, we warm the tires out of the pit stop, into the spring and then we warm the tires, we test what's working, we change what isn't, we get ready to race and then as soon as possible in the spring, we put our foot down, we start to race and we do more growth in the 12 to 15 weeks of the championship season than most people would in 12 months because we've played the game, because we've gone round the cycle, because we've been strategic, we've been focused, we've been deliberate and we've actually delivered on what we want to achieve rather than swinging the bat, running the treadmill, being in summer mode all year long. As we go through those seasons, cruise control, pit stop, warm the tires, full steam ahead, what do we do in each of those seasons? In the autumn, there's five problems, one in the autumn, two in the winter, one in the spring, one in the summer.

In the autumn, the problem we've got is lack of clarity and everybody starts properly entrepreneur with a lack of clarity. We'll say things like, do you know your business model? Do you know your commercial balance?

Do you know your strategic positioning? Do you know your market? Do you know your numbers?

Do you know your critical mass? Do you know your competitors? Do you know your average cost per acquisition?

Do you know your one, three, five year plan, forecast and model? Lack of clarity is where everybody starts off every single year. It doesn't matter if it's your 10th year or your first year, everybody starts off there.

Lack of clarity as to what the road ahead holds. We spend three months working on overcoming the lack of clarity and this is called strategy. Three months on strategy and this is cruise control, it's introspective, it's in the cave, it's asking deep questions, lots of journaling, lots of creativity, lots of strategy and we're trying to identify that next position in the market, that next race we want to go for, looking at everything that's changed internally as people and professionals and our businesses and then everything that's happened externally. The market, the property market, price points, inflation, interest rates, all of these things. So we stop every year and we ask these big questions.

Some years there might be small changes, some years there will be absolute fundamental game changing shifts. If you want drastic results and drastic improvements, you need to take drastic action and this is what the autumn is all about. So through the autumn, we focus on strategy and then after those three months, what we end up with is two things.

The game we're going to play in our personal life and then the game we're going to play in our professional lives. So the game we're going to play in our professional life is our strategy and what is our strategy for our year in next year, so let's say 2023. What game are we going to play in 2023?

Well, you would have heard me talk about this previously. This is called your year of and what you end up with is a year of after three months work, you have a year of which we create an affirmation board for you and the year of is three personal objectives, three professional objectives and then a reward and this is basically who you want to be in 12 months time. The life you want to live through 2023 and what the overarching sentiment is going to be.

So your year of, my year of this year was the 12-hour work week, semi-retirement, take my foot off the gas, move out of the businesses rather than into them and that's the year of for me. Previous years, I've had things like year of frugal hedonism. So frugal hedonism went from £7,500 a month overheads to £750, got rid of the houses, got rid of the supercar, got rid of my other car, had no car, I went and lived on a narrowboat.

Big decisions, drastic life-changing things and what happens with your year of and your personal objectives, your professional objectives and then the rewards you get at the end is you get to try living another life. Do you want to grow? Do you want to slow?

Do you want to go big? Do you want to go small? Do you want to have more money?

Do you want to have more time? Do you want to become more deliberate? Do you want to start being early?

Do you want to be more productive? Do you want to master your financial fortress? Do you want to become a great leader?

Do you want to increase your self-awareness? Anything. Your year of is who do I want to be this year?

What is success look like for me? And then how do I define that? And that is the game we play personally.

It's called the year of. And then professionally, we do exactly the same for our business, but in our business, it's called a headline strategy, which is the sat nav, the destination in the sat nav. Where do I want to go professionally?

With my businesses this year, what do I want to achieve? Is it growth? Are we doing 12 months of ride the rocket might be a headline strategy.

Ride the rocket. Massive growth. Balls to the wall.

Burn the boats. Absolutely. Absolutely.

Go for it. Have you had a load of growth? And actually, you've done loads of growth.

You've got growing pains. You've got holes in the business. Actually, it's a year to focus on profit and you might do a headline strategy called bottom line time.

And bottom line time is all about stop focusing on the top line. Start looking at the bottom, refining it, going from norm to perform. So many models that we throw into this is the headline strategy.

One destination in your sat nav, all compasses point north, all efforts to the top of the mountain and every single person in your business is focused on that headline strategy. And then under that, you have three supporting objectives which define what you want to do to achieve that. So if it's growth, your three supporting objectives might be raise my profile, content machines and sales solve everything.

Three objectives that enable you to achieve that headline strategy and this is the game we play. And then we build our whole year out about this. And this is the game.

Every year it changes. Some years, like I say, you go all guns blazing, some years you'll slow down, but this is the game we play. And the privilege of being a proper entrepreneur is every year we get to choose our life by design.

We don't live the same year, year in, year out. We're not getting bored. We're not getting tired.

We've got a new game. It's exciting. It's change.

It's trying new things. Some things you'll love and you'll keep forever and it will change your life. Some things you'll try and just not for you.

You've kissed the frog. It didn't turn into a prince and you didn't go for it. This is what the game is all about.

This is what life is all about. This is how we make business and life exciting using gamification, using the property entrepreneur blueprint. So in the autumn, we do that.

We stand up at the end of the autumn, which is in January, and we do our strategy day on property entrepreneur. You do it in the room to your peers on your table. The winners from each table go up to the stage and then the winners from the stage voted for by the audience win an award.

And then your business, you host a strategy day. You and your team have worked together for three months to create the destination in the sat nav, the headline strategy, the three objectives, the targets and where you want to go. And then you have a strategy day where every team member says, this is what I'm going to do.

This is what I'm going to commit to. This is my part in the game. And then you will commit to it and you go out all guns blazing.

And that's the autumn. Once we've got that, we've listened to cruise control, we've made some decisions. This is where we go in.

This is the game we're going to play. You then have three months from January to the end of March, which is the winter to get ready to race. Now, whilst your year of runs for the year.

So you personally will start on the 1st of January, but the best new year's resolution you've ever had a whole three months planning it, not making it up on, on New Year's Eve That starts on the 1st of January, but then the business starts the beginning of the financial year, which is the beginning of April. The reason for this is you actually have three months then January, February, March to get the business ready to race. You're in the pit stop fixing the systems and the finance, which is the two problems we're going to work on in the winter.

And then on the 1st of April, the job's done. The bonnet's closed. We're then heading out into the new year, new year, new us, new business, new headline strategy, new objectives, new race to go out and take on.

So in the winter, we're in the pit stop and the two problems we want to overcome is lack of finance and lack of systems. Finance all about capital and cashflow. Systems is all about efficiencies, effectiveness, and having the ability to either increase returns, increase efficiencies, or maximise the ability to grow up, to grow, to go up to the next step change and actually grow your business.

So the two things we focus on in the winter is finance wise is your business model. Get your business model absolutely nailed. If you haven't got a business model, you haven't got a business and we literally give you the template on Property Entrepreneur.

This is what you need to do. So simple. One page, few boxes to fill in.

That is your business model. In 60 seconds, you can explain to anyone 100% clarity, this is what our business is. That's the model.

And then from the model, we draw out the forecast. We do a 12 month forecast starting the 1st of April and this shows your step changes. It shows your investment levels.

It shows your forward funding. It's 100% clarity on this is what we're going to build. This is the results we're going to deliver.

And you don't have to worry about them. Are we going to make money? Are we going to run out of money?

Do we need to raise more money? All of the questions are answered in your business model and in your 12 month forecast. And then systems wise, we spend three months, 12 weeks, January, February, March under the bonnet building the business.

Most entrepreneurs just run around trying to do incremental fixes. If you imagine racing a race car and trying to change the tires on the way around, you know, mid race or trying to change the engine or trying to put a new spoiler on halfway through a lap. It's not how it works.

The way it works is you stop for three months, do all the work in 12 weeks and then come out of the pit stop ready to race, more competitive, better position, learn from your mistakes and then you go again. And this is the game we play. And it's ridiculously exciting.

Initially, as you go through the seasons, there'll be some that you naturally love and some that you naturally hate. When you've been doing this for a few years, you grow to love every season because you know that 12 weeks locked in, get it done and then you're off to the races. You can go and make things happen.

You love it starting, you love it finishing, you love getting onto the next season. And also you see the returns. And if you have a great autumn and a great winter, you will have an amazing spring and an amazing summer.

Do the work once, don't start till it's finished, put it into action and then go out and run with it. The big thing we use in the winter for the systems is what we call the winter hit list. The winter hit list is a list of things that we do through the winter, schedule it out with a Gantt chart.

And this is our plan that we focus on through the winter. So autumn is all about creating your year of and your objectives, your headline strategy and your support and objectives and your targets. Winter is about the winter hit list, 12 week schedule, 12 week project, head down, operations manuals, systems, dashboards, operations, methodologies, assets, people and performance.

Everything to do with the back office, systems, data, reporting, finance. Get all of this scheduled, get all of it executed, get it done and do it once. Do it once, do it right, that's all you have to worry about.

That takes us to the end of the winter, which is closing the bonnet, getting ready to go out and then into the spring, we focus on the next problem, which is all about capacity. Now, capacity is going to be two things. It's going to be bandwidth, which is basically just manpower, and then it's going to be expertise.

Do you have the right capacity of expertise in your business? Do you have finance, admin, operations, strategy, creative, design, marketing, sales, business development, customer service, project development, project management, deal sourcing, all of these things. So what we then do is we spent spring thinking about it, winter getting ready to race and in the spring, so autumn thinking about it, winter getting ready for it, and then spring, we go out and test and trial.

Because you don't come out, you know, Formula One, you see them, they don't come out the pit stop and go all guns blazing, we have to test it and we have to trial it. And through the spring, we test the new systems, we onboard the existing team members, and then we recruit all of the new team members to join us to go back around the track. Two reasons for that, the first is we don't want to bring people on in the autumn because the business is going to be completely rebuilt and remodeled in the pit stop.

So we don't want to bring them in without a few exceptions in the main, don't want to bring them in when we're changing stuff. Get it ready, reset the bar, set the standards, build the operations manuals, KPIs, this is how we do things around here. And then in the spring, we recruit people, we onboard them, we train them, we trial and test, we warm the tires, and then we get ready to race.

All of the work is done at specific times. And the problem that we solve with the fourth problem in the spring is capacity. Onboarding the existing team members, getting the new ones on, get ready to go all guns blazing again.

And then summer is championship season. Summer is all about going all guns blazing, achieve more in 12 weeks than anybody else does in 12 months because you spend nine months thinking about it, building it, testing it, and then you'll expand. In the UK, if you're doing 10% to 15% growth in the UK, you're considered to be an aggressive growth.

On Properly Entrepreneur, it is not uncommon for our Properly Entrepreneurs to do 30%, 50%, 60%, 100% growth year on year in just 12 weeks because it's focused, it's deliberate, it's step changes, it goes out there and you make it happen. These things don't happen by accident, success and failure are very predictable, there's one way to play the game, and this is it. So championship season, the problem we're looking at here is a lack of leads.

How do we raise our profile? How do we create an audience? How do we engage our community?

How do we run marketing campaigns? How do we deliver and execute against sales? How do we actually make these things happen?

Do deals, make sales, go into expansion, all in that period. And here we run campaigns, we go out and make our sales, we do all of our company acquisitions, our growth, our step changes during this period. And through the spring and the summer of the championship season, we achieve more in that period than anyone does at any other time.

And then by the end of the championship season, you want to be completed, step changed, ready to calm down because you've used beast mode through the whole thing. Beast mode is head down, long days, high energy, executing relentlessly, making things happen. And then when you get to the end of the race, end of the summer, end of the championship season, you've achieved your sales, you've bought on all your new revenue, you've made your expansion, you've hit your targets, you slide across the finish line sideways, you've got steam coming out of the engine, your tires are shredded, you're absolutely exhausted.

And then we click it back onto cruise control, go back into the cycle. We on Property Entrepreneur, the majority of us on the board, we go and have a retreat on our own. We all go away and have a retreat.

We encourage all of our other property entrepreneurs to take a holiday, take time off, put your feet up, recharge, relax, smell the roses, enjoy yourself, celebrate your successes. And then we knock it onto cruise control at the end of September. And then we're back into autumn, ready to go.

But going around the track again, we're ready to go with a different business, a different mindset. We're more experienced in how the blueprint works. We know how to race more effectively.

We appreciate the importance of each of the seasons. And I've been doing this for 20 years. I've been teaching it for 10 years, or it'll be 10th year this year.

And every year, you use the same blueprint, the same game, the same track, the same timing. But every year you get better at doing it, you get better results, you become more experienced, you're a different person, you're a different driver, you race in a different car, and you just take all of this to the next level. Businesses don't grow in a linear fashion.

Businesses don't grow if you stay in summer mode all the time. It's all about playing the game. It's about having fun.

It's making sure, as per my Meaning of Life podcast, that every year, or every day rather, is exciting. You've got somewhere to go. You've got a challenge to set.

You've got targets to do. You're being productive. You're locked in.

You're not just turning up, swinging the bat, getting exhausted, and just burning yourself out, becoming disenfranchised, doing the same thing you've always done, working harder, making less money, and doing the same thing over and over again. This is the game. This is the game.

This is the game that I love. This is the game that I've been doing my whole life. This is a blueprint that I've used for every single business I've ever started, systemized, scaled, bought, or sold.

This is the game I'd encourage you to play. We're in summer at the minute, so you want to be locking into beast mode. The days are long.

Optimism, even in today's market, is reasonably high, or it's higher than it would be in other months. Maximum activity levels, maximum growth. Go out there, make things happen.

Then as we switch gears, we're already past the longest day of the year now. As the days start to become shorter, we can already see we're heading back towards autumn. The doors are closing.

Make it happen. Get it done. Then in the autumn, we go around and we play the game again.

Hopefully, that gives you some insight. That is the game that we play. That is the Property Entrepreneur Blueprint.

Whether you decide to give it a crack on your own, absolutely fair play to you. Go and make it happen. If you want to get the meat on the bones, come to the last ever Property Entrepreneur Grand Finale event of 2022, 24th, 25th, 26th of August, and you can get a discounted place and bring a guest for free.

In the Property Entrepreneur WhatsApp groups, just text PODCASTVIP to the phone number in the comments. This is the game. This is the game.

You make the rules. Games should be fun. If you do the same thing you've always done, you're going to get the same results you've always got.

Time to reset the bar. Time to play the game. Time to put this into practice and time to make it happen.

I look forward to seeing you on Property Entrepreneur sometime in the future. Great job in the WhatsApp groups. The questions are buzzing.

It's literally taken me the best part of two days to get through all the questions now. I'm helping you in there one-on-one. Jump in there.

Get some support. Meet some like-minded people. Request podcast topics and have them dedicated to you and your business.

On Mondays each week, you can post your questions. Tuesdays, I'll help you in there and I'll answer those for you direct. And then best of luck putting this into practice.

Best of luck playing the game. It's the only way to live your life as an entrepreneur. And if you come on the three-day blue, if you've not already got your place, get yourself on the grand finale event, 24th, 25th, 26th of August at the Belfry Golf and Spa Resort.

You'll leave with this blueprint start to finish, five A3 sheets, everything you need to do. And whether you choose to go alone or come with us, you can play the game, put it into practice, have some fun, and get more results in 12 weeks than most people get in 12 months. So wealth, health, life by design, today is all there is.

Let's have some fun, put it into practice. And I hope you get value from this and put it into practice in your own lives and businesses. That's how to play the game.

That's how I've been doing it for 20 years, how I've been teaching it for 10. I hope you enjoyed it. See you on next week's podcast.

Next Tuesday, the official Property Entrepreneur podcast. Thank you for the support. Thank you for sharing.

Thank you for subscribing. And I will see you same time next week for the next episode of the official Property Entrepreneur podcast. It's championship, beast mode, go out there and smash it out of the park.

I will see you on the next one. I hope you enjoyed this episode of the official Property Entrepreneur podcast. If you are not already subscribed, click subscribe now to make sure you never miss an episode again.

If you're not already following me on social media, Instagram is PropertyEntrepreneur underscore, Facebook is Dan Hill. And if you're not already in the official Property Entrepreneur community on Facebook, there's over 8,500 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. And we'll 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.