**PEP 88 Edited\_Transcription**

[Daniel Hill] (0:05 - 38:05)

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. Decision fatigue.

Do you ever wonder why high performers are able to go a million miles an hour, go tow to the tarmac round the corner and just seem to be able to execute consistently whilst other people just fall by the wayside, talk a good game and never actually pull the trigger. The art of high performance is not a part time gig and equally the art of high performance is far more accessible than you may already think. In this podcast, I'm going to give you the blueprint to understand how to remove decision fatigue from your life, how to maximize focus and productivity through the 12 weeks of the championship season and how if you want to go to the highest levels of high performance this year, break those records, smash it out of the park, make sure when the tire leaves the tarmac that you've achieved everything you set out to. This podcast is the one that breaks it down for you. Whether you're doing beast mode or you're going all guns blazing with a triple A game into the championship season, removing decision fatigue and setting up a default diary, removing the questions, removing the decisions and introducing and replacing them with consistencies is the first thing you need to do if you want to go out there and smash this out the park.

Success and failure are both very predictable and it's this podcast that will increase your productivity. I wish you the very best of luck and I hope you enjoy. Hello and welcome to the next episode of the Official Property Entrepreneur podcast.

I'm myself, Daniel Hill. It is the beginning of the championship season and a couple of weeks in I'm going to give you an absolute game changer today. So it's Tuesday, it's time for the next episode and what we're going to talk about is how to get into ultimate high performance for the championship season.

And basically I've been having a conversation this morning with the Property Entrepreneur board members about this and high performance, when you know how to do it, you practice it, is the difference between going out there and having an absolute monster championship season, smashing out the park, breaking records, having a good time, enjoying it, being proud of yourself and knowing that when the tire leaves the tarmac, when the tires leave the tarmac and you're flying off at the end of the championship season, end of September, beginning of October, going away for your reward and your retreat, you know that you've given it everything and you've gone all in, left nothing on the table and you've enjoyed it. If you don't do that, it's not going to feel good.

The results are not going to be there and you will not have an effective or enjoyable championship season. But the reality is this stuff is not easy. No, I've been a high performer, I've been practicing, developing the art, the practices, the blueprints of success my whole life and I can't just turn it on and off.

It's not that straightforward. So if you're sitting there and you've got an established track record of this and you're not currently firing all cylinders, this podcast and this blueprint is going to help you to light those fires, get the flywheel going again, get you locked in and make things happen. And if you're perhaps not pulling the trigger and you're somebody that, whether you've got experience doing this or not, you just don't, you're not getting where you want to get to.

You know, you've got the best intentions or you're talking a good game, but actually you're not pulling the trigger, you're not feeling good, you're not locked in and you're not performing at your highest. This is the way to do it. Now, high performance is not easy.

Success and failure are very predictable, but even if you're really, really experienced as a high performer, whether that's in sport or health and fitness or sales, business, entrepreneurship, whatever it is you do, you'll know that in the same way that it takes work to feel good, it takes effort and strategy and planning to perform well. And if you want to perform at the best, you need to be locked in for this. And what we need to do is go back to basics.

There's no magic formula. There's no secret success trigger. There's just some really fundamental, real basic things you need to put in place.

And that's then what makes it easy. Adam Goff, who is the head trainer on the Property Entrepreneur Program delivers our first year training to all of our first year proper entrepreneurs and heads up the three-day blueprint events. In fact, if you've not got your place at a blueprint event yet, we've literally only got one event left now.

Both events that we've done so far were rated world-class by the guests. And if you haven't already secured a place, go to www.property-entrepreneur.co.uk and you can secure one of the places at the grand finale event. There's going to be 50 places at this one in a bid to fit everybody in.

It's the 24th to the 26th of August at the Belfry Golf and Spa Resort. Includes all your accommodation, five-star facility and resort, three-course dining, and 100% money-back guarantee. If you're enjoying this content and you want to get it start to finish the whole thing over three days, then get yourself in there.

That will be the last one and we won't have enough until next June. So don't be the one that missed the boat. Adam heads that up and with Josh, they deliver the program together.

One of the things Adam talks about when we talk about a big part of property entrepreneur is about being proactive and being organized and planning things. At Sunday Sanity, top 10s on advance, we talk about game of four quarters and game changers. A lot of high performance is about preparation and planning.

We want to have the mantra of don't start until it's finished. Adam talks about when he had his six weeks or eight weeks off to do his GCSEs or his A-levels. After the first week, he came downstairs and showed his mom his revision.

He said, how are you getting on? How's your revision going? He shared his revision timetable, which he'd planned out over six weeks, scheduled all of his different courses and all of his different revision, colored it in different highlights in different times of the day for different topics, different routine, when he was going to eat, when he was going to sleep.

And his mom couldn't believe that he spent the whole first week, in her opinion, wasted on building out this schedule. Whereas to him, it was just a fundamental of don't start until it's finished. Don't go into this hoping for the best unless you've actually absolutely locked down the details.

And this is what we need to do. If you want to go into high performance, which is if you think about, I was chatting to one of the board members the other day, if you think about racing, especially like racing super bikes, high performance on a super bike is when you're starting to get going and you can go around the corners, start to accelerate out the corners, roll into the corners and you learn some of the basics. Then you start to learn about your angles and your lines and how you're going to bring it in.

And then when you want to go ultimate, ultimate high performance is knowing where that cutting edge is, where you're down, you know, your knee and your toes on the tarmac and you're cutting it right around the corner. You're on that real knife edge of high performance. But you don't get there without getting into the flow, warming the tires, getting things set up and be able to do it to a degree on autopilot because you know what's happening when you've got to do it and how to put this into practice.

And this is what this podcast is all about. This podcast is about the blueprint of what we call decision fatigue. Now, shout out to Akash Vigela and RNT Fitness.

For those of you that watching the video, I'm actually wearing RNT Fitness t-shirt right now. I haven't been to the gym. And decision fatigue is something that Akash coined around moving about basically removing all of the questions and decision fatigue is basically about removing all of the thinking out of what you're going to do.

If you're going to go around that corner on your motorbike and get your toe or your knee to be touching the tarmac and you're literally down with a bike almost horizontal, you can't do that thinking about a million other things. You need to be locked in, go in and this is the ultimate high performance. So what is decision fatigue?

Well, high performance is not a part-time gig. If you want to go all guns blazing, you can't dip in and out of it. You need to lock in, make it happen, get stuff done, and then rest when it's finished.

Decision fatigue is basically the fatigue that's caused by making decisions. And there's twofold to this. One is that the time and energy that it does take, you know, the time and physical time and energy it takes to think about making decisions.

What am I going to eat? What am I going to wear? Where am I going to go?

What time am I going to do this? When do I do these tasks? This is a physical time and energy that happens with making those decisions.

But then there's also, again, if we keep going back to the analogy of the super bike, imagine someone racing a super bike, going around the corner on a knife edge, you can only get into that pace and that speed and that level of high performance if everything else is out of your way. And we need to be able to lock into that. So we want to free up the time and the headspace of doing it, but also just have such a lean efficiency in our day, our work, our thought process, that the limited daily cognitive physical energy that we have is put to good use to going out there and absolutely nailing it.

And this is the difference between being good, being great and being a world-class high performer. So why is it important? Well, you've got one shot at the championship season and this is not sustainable.

This is basically beast mode. This is not sustainable. You would not want to do this more for more than about 12 weeks.

You want to lock in, do your race season, get the toe and get the knee and the toes to hit the tarmac and then break at the end, go back. And then we're back into October, November, December, and we start getting in the journal, being more creative. And we'll be sick of this by the time we get there.

But 12 weeks is locked in good, fun, enjoyable, engaging. And we do not want to miss this opportunity. If we don't put decision, if we don't address decision fatigue and reduce decision fatigue, we will just waste loads of time and energy thinking about things that are of no value.

If we can eliminate all the decision fatigue, we'll start to build momentum. We'll have absolute clarity. We'll know what's happening.

We'll feel good. We'll perform good. And it's the difference between actually making progress and just being busy and active, right?

Do not mistake, do not mistake activity for progress. It's very easy to be busy. People run around.

Oh, it's championship season. You know, I've been working for, I've been doing 12 hour days, six days a week. That's fine.

But I suspect if you're working hard, you could probably work a lot smarter. And this is what about removing decision fatigues. And then if you can work smart and hard, you are up there with the world-class high performers and you know, the toes hitting the tarmac and we're going around the corners.

So when do we use it? Use it in championship season, warm up to it coming into championship season, all guns blazing for 12 weeks and then taper off at the end, get on the fly, have your reward, have your retreat. And then we go again next summer.

And then how do we actually apply it? So what we're going to do is think about decision fatigue. And basically you've, you can only make, you've only got X amount of energy or mental cognitive capacity to make decisions on a daily basis.

And obviously the aim of the game as a high performer, an entrepreneur, an investor is the decisions you want to be making. You want to be high value decisions. A high value decision might be sitting there and thinking, right, I've got to make a decision about how I'm going to execute this marketing campaign, or I'm going to sit down and make a decision, how I'm going to allocate a million pounds worth of capital over the next six weeks.

They're big, highly valuable decisions. It's worth using our energy to focus on those. If however, we have decision fatigue, a lot of our energy has been used on things that have very little value, like what we're going to wear today, what we're going to eat, how am I going to have for breakfast?

How many calories are in this meal? How many, how much protein is in that meal? Shall I eat at nine or shall I have a quick snack at 10?

Shall I miss it out and then just not have breakfast and I'll just grab something at two? All of these things create decision fatigue. And like I said before, some of that is actually the time and energy it takes to stand there in front of the fridge and say, what am I going to have for lunch?

What am I going to have for breakfast? The actual time and energy of physically doing it. The other is the negative impact it has of being out of flow.

If you're standing there, I've missed breakfast. I'll just quickly grab a sandwich while I'm out and about. If you want to be high performance, everything needs to be locked in.

Everything needs to be dialed in and everything needs to be all guns blazing. So what we do is basically, it's literally three steps. Very, very straightforward.

So we want to strip out all those decisions. So the first thing is we've got to just make a decision what's in and what's out. We're going into this 12 weeks.

There's certain things we're going to lock into and certain things we want to drop out. Again, on RNT, we call this non-negotiables. So your non-negotiables go into your calendar, and we'll talk about these in step three.

Step one is what are the non-negotiables that have to go in your calendar every day? So for me, this would be things like sleeping, meditating. Well, in fact, I've got mine in front of me right now.

So sleeping, writing my book, personal training, walking. People laugh because I've got a shower and breakfast in my calendar every day. In beast mode, in championship season, I don't understand why you wouldn't have that in your calendar every day.

You want every single day to be locked in, dialed in, I know what I'm doing, I know when I'm doing it, and remove as much consistency as possible. So this is the first thing, what's in and what's out. And the things that you would encourage to be in would be things like, on Property Entrepreneur, we have a handful of habits.

The five foundations, they're not aspirations, they're not targets. Your handful of habits, the five fundamentals you have to do every day just to feel good. Beast mode, taking it to another level, dopamine detox, steps, hydration, macros, diet, focus, default diary, which we'll come on to in a minute, and then AAA game.

It's just making sure we're going out there, we're locking in, there's no room or margin for error. We're towed to the tarmac, around that corner, almost horizontal on the bike, and success and failure become very, very inevitable. So first is non-negotiables.

Just grab a pen, grab some paper, and write down what are your non-negotiables on a daily basis? And they should probably be things like sleep. I've got in mind, for example, I've got no phone after 6pm and go to sleep at 8.30. So I go to sleep at 8.30, I get up ridiculously early. That's just how I choose to run my day specifically in, well, that's not a new thing to be fair, but specifically in the championship season. What are those non-negotiables? And we just want a list of them.

What are the things that have to go in there daily, weekly, monthly, key things you're going to lock in there. It might be more practical things as well, like things you've got to do, like your weekly team meetings, things like that. Get all those things locked in, your weekly one-to-ones.

And then what we do after that, you've got that list of non-negotiables. What are the things that I just have to get done on a weekly basis? And then what we do is we keep it simple.

So the next step is we need to do everything we can to make everything simple. So people say, why do I always wear the same t-shirt and the same jeans? Because it's just one less thing to worry about because I don't have to worry about what I'm wearing.

I don't have to stand the whole thing about decision fatigue. If you've got to think about what you're wearing, how many decisions have you got to make on a daily basis? What am I going to wear now?

What's the weather going to be like? Where am I going? What would be suitable for this occasion?

Is this old or new? Did I wear this last time I met these people or did I wear something else? What am I going to wear at the social at this weekend?

I better allocate some time tonight to have a look, see what new things are available. You create all these tasks around one thing. What am I going to wear?

Well, I've basically got two outfits. I've got a smart outfit and I've got a casual outfit and I've got my gym gear. I've got one pair of trainers.

I've got one pair of shoes. I've got two pairs of jeans and I've got five black t-shirts and five white t-shirts and I've got a pair of black jogging trousers and a pair of black shorts. It's very, very straightforward for me to figure out what am I going to wear because I get in the shower, get out of the shower, open my wardrobe and it's there.

I don't have to make the decision. So I want to just strip it back and keep it simple. So everything from like what am I going to wear today?

Just strip it back, keep it simple. What am I going to eat today? Okay.

So in my diary, for example, I have, or in my calendar have breakfast at 9.30, lunch at 3.00 PM. So shower and breakfast at 9.30, normally about quarter to 10, lunch at three, three o'clock, bedtime at 6.30. Do you know what? I haven't actually put my dinner time in there.

I should probably do that. Phone off at 6.30, sleep at 8.30 and just basically keeping it simple. And then meals, what meals am I going to have?

Well, I have the same thing to eat pretty much every single day. And this is a good thing about when we're talking about earlier, about high performance is not a part-time sport. Like it's not a part-time gig.

I've literally sat here today. So I've been this, the beginning of this year was my 12 hour work week. So starting to think about, I'll take more holidays.

I'll go for more golf. I've just been golfing for three days. I was due to go to Tomorrowland this week, this weekend, go to like the biggest music festival in the world in Brussels, went to Glastonbury the week before, holidays, partying, fun, lots of bits and pieces.

But it got to a stage where I was like, literally last couple of weeks was like, you can't have your cake and eat it. You cannot, if you want to be a laptop millionaire, then you can expect maintenance at best. You can open your laptop up, you can do a few things, keep things ticking over.

That's cool. If you want to go toe to the tarmac and go scream around these corners sideways and break records, achieve amazing things, like set yourself huge targets and actually achieve them. You've got to have this stuff locked in.

So I made the decision to clear my diary, cancelled all my other bits and pieces that I had going on, pulled out of going to Tomorrowland. I was due to be on a train today, going to Brussels, get rid of all of that because I want to be locked in, clear diary. And I've basically this morning, based on the conversations I was having with the board members, just resetting all of my calendar to remove all the decision fatigue.

So my calendar now, in fact, this is the last step. So before we go there, yeah, the third is, sorry, second is keep it simple. Same meals, same time, get up at the same time, go to bed at the same time, ideally at the weekend as well.

Routine, less is more. What time we're going to the gym, you know, same time, just get into that flow of going to the same, going to the gym at the same time, writing my book at the same time, getting up at the same time, going to bed at the same time, eating the same meals every day. The more things you can set as standards, non-negotiables, routine, removing the decision fatigue, the more time and headspace and energy you've got to make big decisions.

But also the rhythm that you'll gain and the momentum will take you just through the roof because you know where you stand, you know where you're going. Success and failure are very predictable. If you think you're just going to turn up and work your way through it to do this every day, the success is going to be limited.

Routine, remove the decisions, lock it in, keep it simple. It's 12 weeks. Let's go in, make it happen.

And just trust me, success and failure in this capacity are very, very predictable. And then finally, it's just to schedule it. So then what we do here is we schedule it and say, right, well, what is my, and we call it a default diary.

What is my default diary? So this morning I went through, so Mondays and Fridays, I'm off the grid. So my calendar, it says Monday, 5am till 6pm, unavailable.

Friday, 5am till 6pm, unavailable. And then Tuesday, Wednesday, Thursday, 5am till 10am, unavailable. So that's my Zen till 10 that we teach on Property Entrepreneur.

Zen till 10, you know, I get up early, I get up between four and five. That time between five and 10am is my time. You know, I can do more work or more productive activity in that time than most people would do in a normal working day once the world's come to eat them alive.

So Tuesday, Wednesday, Thursday, Zen till 10, 5am till 10am. And then Monday to Friday, no phone after 6pm, phone off, lock it off, because I know that anything after that is going to be lower diminishing returns. And it's just not good for personal life, private life, general just well being.

Go to sleep, 8.30, go to sleep at 8.30, wake up between four and five, no alarm clock. Apart from when I've got catch flights or trains or something, I don't have an alarm clock for maybe two and a half to maybe two years, two or three years. And I just wake up naturally, you know, my body needs about seven hours sleep.

That's it tends to be what it what it looks like. But it's always something I'm working on. But no alarm clock.

But I know if I go to bed at 8.30, between eight and nine, but aim for 8.30, I'll wake up between four and 5am, five till 6.30am, Zen Den hour and a half in Zen Den, meditating, journal, yoga, spiritual reading, journaling, being creative, things like that. 6.30 come down, sort the dogs out, seven till 8.30 at the moment, book writing. So Karma credits, my first book is now gone off to the publishers and the blueprint, the second book I'm writing, I'm due to start next week.

Walking 8.30 to 9.30, go out, get my steps, 9.30 till 10, get my breakfast, and then it's just a clear day. The other non negotiables I've got in there is things like on a Tuesday, I have my one to ones of our senior team, set them up with people who run our businesses. And then I also have a default diary for week one, week two, week three, week four.

So week one is after workshop week. And that's normally catch up limited very few meetings, if any, it's a bit of a week off like chilled week to play catch up and just chill. Week two is all about board meetings.

So all of my board meetings, my non exec meetings, my incubator meetings, my property entrepreneur, mentoring sessions, all of those are booked in. Week three is then another free week. And then week four is event week.

So it's just again, it's just scheduling this all this out and having a default diary and just getting to the point where you know, you don't start until it's finished. And this works at a macro level all the way if you wanted to lose 30 kilograms, it would be all about the same thing, remove the decision fatigue, break it down, put it in your calendar, and then just watch and then just literally turn up and execute. Success is not made from gargantuous action is made from success is made from the execution of tiny tasks.

That's it. And then it's obviously, that would be a maybe however many months, excuse me, that would be however many month task, you then break that down as quarterly, break it down to monthly in this capacity, we're talking about breaking into weekly, and then it's literally breaking into daily daily, you got business development, again, this all the stuff we teach on property entrepreneur, but you got business development, you got business management, you got business delivery, breaking your day down into green. There's another podcast called Get Stuff Done.

If you're not listening to that, I recorded about a year and a half ago, two years ago. Listen to that go back, it's right at the beginning called Get Stuff Done. I'll talk about this in more detail, breaking down your calendar into high value, medium value, low value.

So high value business development, medium value business management, low value business delivery, then breaking down using the RAG system in your calendar, red, amber, green. Using things like I use QFs, so quick fires or QWs, quick wins, have a list of quick fires, anything you can rattle off in less than two minutes, 90 minute chunks for high value business development. So things like recording a podcast, creating a podcast, writing a book, locking that in maximum 90 minute sessions, work by rewards, make sure you got breaks in there, breaks for you can, little things like go and have a drink, go and have a drink, go and have a snack, go and have your lunch, your food's locked in.

And then just lock it in, make it simple. It's even things like online shopping. If you know you eat loosely the same food every month, put all your food on an online shopping account and then every month you can just, or every week you can just click reorder.

We want to remove the friction in our life, remove the decision, remove the decision fatigue, and then through the championship season, lock in, go full steam ahead, get into that rhythm and ride it out. And everything else just becomes really straightforward. And literally by the day, again, listen to Get Stuff Done podcast, but looking at my day to day, every single minute of my day is booked out of my calendar.

Now that would not be sustainable. It would not be fun. During the autumn, I'll have nothing in my calendar.

But in summer, I've got a million monthly things to do. I've got 10 million pound developments going on. I've got 88 odd apartments in planning.

I've got events running for property entrepreneur. We've got brand new, we're rebuilding the whole of the new advanced program for next year. I'm writing two books.

It's championship season. I've got a million and one things to do. The only way I'm going to do that is look at my day and say, right, what's important today?

I can only achieve a certain amount of things. What's the most important? How do I prioritize?

How do I balance the book? So I'm not holding anyone else up, but equally nobody's holding me up and just play the game and then get that calendar locked in every single minute of the day. So you can see what you're doing.

And then it's just a case of turning up and executing. Top tip to finish. Hopefully you've enjoyed this.

Decision fatigue is something we want to avoid. And the aim of the game here is that you just rebuild your calendar, set it up, and you can tweak it as you go, but have that default diary, book it, do your Sunday sanity, top 10, schedule it back, build out your days, ideally the night before, so you know what you're doing, and then just turn up, execute. And that is what championship season is all about.

Top tip to finish is, and this is one of the things we taught on property entrepreneur last week about rewiring your brain. You want to rewire your brain to think that you don't need to an amazing day. This is not high performance is not about having one day when you wake up and you achieve everything under the sun.

Like you've won the lottery and it all comes together. It's about discipline. It's about consistency.

It's about sizing up the iceberg and getting stuff done. A top tip with this is basically the four S's of execution. And it is, this is all it comes down to.

The difference between those who go out and make, get stuff done is more about discipline and execution than it is anything else. But we, most people can work hard, but there's a big difference between working hard and working smart. Most people can, um, be busy, but there's a big difference between being busy and being productive.

I can, I could achieve more in a, if I get up at five and work till 10 before I've even opened my phone, I guarantee you in those five hours, I could probably achieve more high value, productive work than most people could in five days because it's deliberate is conscious. I'm well-slept. I'm rehydrated.

I'm locked in. I know what's going to happen. And I'm in the flow.

I'm in the rhythm of removed the decision fatigue. Top tip to finish is all about sizing up the iceberg. And you probably heard me talk about this before.

Again, if you've not listened to, uh, fire up the flywheel podcast, go and check that out. I'm in, I'm in level two. Now gear to gear one was all about mindset, locking yourself in, setting up the habits, getting things moving.

Step two is motivation. You know, I'm motivated. Now I'm getting the results.

I'm feeling good. I've got my calendar locked in. I've got my, my meals sorted.

I'm back down the gym. I'm like, I'm just like, you know, I'm getting those early quick wins, that honeymoon period. I'm in that gear too.

And then after that comes momentum where you don't even have to think about that, you fly and you're going around the corner sideways, you know, you're all guns blazing, you're making it happen. So I'm in step two at the minute. If you're not yet in step one, then jump back to fire up the flywheel podcast.

And you can do all this this weekend or even it's Tuesday today. You can literally get this done in the next 24 hours. And I would say, don't waste a second.

We've got literally 10 weeks left, 10 weeks. Well, 10 weeks today, when I'm recording this, but nine and a half weeks when you listen to it, to get all this stuff to, to, to ace the championship season. So don't miss it.

Top tip is the iceberg. So sizing up the iceberg. And there's four steps to this.

The first thing is if you want to achieve something this championship season, this year, whatever it is, make a million pounds by 10 properties, whatever, there's a big target you want to get, whatever that might be for you. You got to take that target. And then you got to break it, break it down.

So mine's a 20 million pound summer, 20 million pound over 12 weeks is obviously like a ridiculous, ridiculously big target, which if I got up every morning thinking how I'm going to create 20 million pounds worth of value in 12 weeks, I would just, I would not even move. I would just be, I would get, you know, it would stop me in my tracks. So we take that target, that iceberg, look at the top of the iceberg.

And then what we do is break it down. Small tasks. So first is small tasks, break that big target down into the small things that required on a quarterly basis, a monthly basis, a weekly basis, break it down into small tasks.

The next is then keep them really, really simple. You know, if you could think, oh, I'm going to, in order to launch this business and make a hundred thousand pounds over the next 12 weeks, I'm going to create a new app that's going to cost half a million pounds. It's going to do all these new things, et cetera, et cetera.

It would be so easy to get seduced by thinking that the more complicated you can make it, the better. The hardest thing is to keep it simple, but you need to now break this down into the simplest of tasks. So what are the simplest tasks you can do just to get this thing moving?

Well, the first would probably be a brand impact. You know, let's get the branding, let's get the name sorted. Let's get the pricing sorted.

And then the second could be reaching out to prospects. You know, if you're thinking about starting a new business or building a new product or new service, you don't need to worry about spending six months and 20,000 pounds creating brochures and brand impacts. Just reach out to a few people, start having some conversations.

I'm thinking about doing this. Would you be interested in this? You've previously expressed an interest that you might be interested in this.

And I'm thinking about building this. Get those first few conversations going because it will organically build up momentum and get things moving, but it'll also give you a level of perspective and feedback that you haven't already got. I mean, this is going on to a complete another topic, but you basically want to break it down to small tasks.

So rather than thinking about how do I sell 200 places to an event I'm doing, it's like, well, how do I sell the first 10? How do I build the checkout? What's the marketing campaign going to be?

What's the sex appeal for the campaign? What's the pricing? What's the ascending transaction model?

You know, what are all these individual bits that need to be done? And just breaking them into the simple, simple tasks. And then you got to pull the trigger and just schedule it.

Like we talked about today, default diary, taking that big target and saying, right, I need to now schedule this. In month one, so we've got month three, month one, month two, month three. What needs to be done then?

Well, we're in month one now. I'm just going to worry about month one. Don't worry about what's going to be done in month two and month three.

In order for month two and three to work, what's got to be done in month one? Well, there's four weeks in month one. Break that down into four weeks.

Get the list of tasks. Here's the four weeks, right? Let's work on this week.

It's Sunday. It's Sunday sanity. Here's the top 10 tasks I've got to do this week.

And then what we do is we schedule it out into the calendar and you look at it and like, right, I've got this big target that I want to achieve. Whatever you want to achieve, make your first 10 grand, hundred grand, million pounds this summer, whatever it is, breaking it down. And then you get up and the first was break it down to simple steps.

So small steps. Second is simple steps. The third is then to schedule it.

And then the fourth is literally just to start. The hardest thing is to start. Here's a quote for you, which I came up with the other day, which is absolute gospel is starting a task is always, always way much like always, always so much harder than you think.

Finishing a task is always so much easier than you think. And what I mean by this is the starting is the hard bit. If you've got it in your calendar, it's locked in and that that time I'm literally watching my time and move on my screen now through my Google calendar.

All I've got to do then is start. And if I think, oh, you know what, I'll do it later. It's like, well, that's the difference between success and failure.

Am I a failure? No. Do I want to be a success?

Yes. Then all I need to do is start. And once I've got that awkward 60 seconds, 90 minutes, 90 seconds out of the way where I've got started, once I'm started, that's it.

It's running. I'm actually quite enjoying it. I'm in the flow.

I'm feeling good because I'm getting stuff done. I'm not sitting there procrastinating and twiddling my thumbs. It's like, right now I'm on it.

I'm starting. I'm doing this. Now I'm getting results.

It's all moving in the right direction. And the final step is literally just to start high performance is not a part time, part time gig and high performance is equally not a secret science that nobody else can crack. It is a very, very simple blueprint.

It's a very, very simple process. It's a very, very simple task of removing the decision fatigue, defining the non-negotiables, taking the small tasks, making them simple, scheduling them out, and then literally just starting. So hopefully you got value from this and just do that exercise.

Step one, go out and make a list of what are your non-negotiables? What are the things you know you need to do on a daily, weekly, and monthly basis in order for this to work for you? The second is keep it simple.

What can you do to remove decision fatigue? So you don't have to worry about anything. Maybe everything from like, what do I wear?

What do I eat? When do I eat? When do I go to bed?

What's on the table? What's off the table? If I look out my window, the garden, the car, if I book a gardener, what days does the gardener come in?

Rather than let's book it every week, say, right, he comes every week on a Tuesday. The car wash, if you've got a really nice car that you're looking after and you think, oh, I've got to take the car for a wash this week, why don't you just say, right, on Sunday morning, that's when I take the car to get washed. Or even better, book a car washer to come to your house and book it in for every Friday morning so you've got it for the weekend, whatever it is.

Just online ordering. Don't worry about going to the shops and having to think about what to put in the basket. Eat the same thing for 12 weeks.

Lock the meal plan into the diary. I was chatting to someone yesterday and they were saying, well, do you use macros or do you use meal plan? I'm like, in beast mode, championship season, just use meal plan.

Locked in, same meals for 12 weeks. Some of you will be thinking, that's absolutely bonkers. I don't know why you'd do that.

It's nice to have variety. Well, absolutely. If you prioritise variety and things like that over other things, then absolutely.

Why not? Fill your boots. Go for it.

Have a great time. But for me, I don't want to be worrying about that. I want to make sure I eat.

I want to make sure I don't miss a meal. I want to make sure it ticks all my macros so it's just easier to eat the same thing every day. Anyway, I'm labouring the point.

Success and failure are both very predictable. It's beast mode. It's championship season.

You've got 10 weeks to make this happen. So lock in. Remove the decision fatigue.

Get those default diaries set up. And remember, small, simple, schedule, start, and beast mode is literally far more accessible than you think. Hope you've enjoyed this.

If you have, feel free to share it, subscribe. If you've not already secured your place to the August grand finale event, it's the last one we're doing. Do not miss it.

It's 100% money back guarantee. You've got absolutely nothing to lose. And everyone before you has rated it world class.

So I would encourage you to check it out. Give it a go. Don't be the one that missed the boat.

And remember, success and failure are very predictable. And I will see you again for the next episode on Tuesday. Take care.

I'll see you then. Cheers. 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.