**19.06.2024 Video\_Transcription**

[Adam Goff] (0:23 - 0:57)

Hello, everybody. Just give me a second. Ashley, Steve, the CEO of KG Shortstay, it's quite scary.

Nat, David. Who have we got? Who have we got going on here?

Nice. Tom, who's about to leg someone up Snowden. Other Tom.

Pets at home, Tom. Hi, guys. Hi, Lorraine.

Hi, Jasmine. Hi, Gina. Hi, Carol.

Hello. We all good? We've all got our cameras on.

That's nice, isn't it? How's everyone doing? All right?

Wonderful.

[Attendee 6] (0:57 - 0:58)

How are you?

[Adam Goff] (0:59 - 1:11)

I got dressed up for the occasion. Lovely. So I'm all good, thank you.

Yeah, I'm all good. I'm all good. Tom, get on the mic.

When are you doing it?

[Attendee 8] (1:11 - 1:21)

You haven't done it already, have you? 29th this month. So yeah, not this Saturday.

Saturday after. So yeah, getting there.

[Attendee 9] (1:21 - 1:24)

Hello, everyone.

[Adam Goff] (1:25 - 1:36)

What a legend. What a legend you are. Hi, Greg.

We're just singling out Tom here for his mentalness. So how's the training going?

[Attendee 4] (1:37 - 1:54)

Yeah. So I'm in the gym four or five times a week, hill walking. I'm going to do a practice run with Tim up a mountain, local mountain just around the corner for us.

So I'm going to chock him on my back and see if I can walk up it, see if we can actually do it.

[Attendee 7] (1:57 - 2:01)

Can you imagine if you took me on your back? I think we would raise like 20 grand easily.

[Attendee 4] (2:04 - 2:11)

Yeah, we probably would. We'll have to film it, do a positivity podcast or something as we're doing it.

[Attendee 7] (2:11 - 2:20)

We need 20,000 for that and we will need like 200 for you for, you know, for after, you know, like a doctor or whatever.

[Attendee 4] (2:22 - 2:27)

Yeah. Oh, yeah. Yeah.

Well, Tim, he doesn't know yet, but he'll be carrying me down the mountain.

[Adam Goff] (2:27 - 2:31)

So he's carrying you down and that's the deal. Is he going to strap him then?

[Attendee 4] (2:32 - 2:58)

So I've got like a I've just bought like a like a rucksack with a frame on the back and it's got like a little frame on them. So I'm going to try and make a seat today to go on that. So some some kind of seat, strap it on there and yeah, give it a go.

Hopefully try it in the next couple of days. But I might just try and chuck 70 kilos on this on this back on this backpack thing and just try and walk with it. See how that goes without him first.

[Adam Goff] (2:59 - 3:01)

So that's probably a good idea.

[Attendee 4] (3:01 - 3:13)

I did a little practice. I did a practice in the gym. I made some steps, you know, those jumping boxes you have in the gym.

I made some steps there and took 70 kilos on my back. And yeah, that was all right. It was fine.

[Adam Goff] (3:13 - 3:17)

That sounds very similar going up Snowdon. That's almost identical. You'll be fine.

[Attendee 4] (3:18 - 3:18)

Yeah, yeah.

[Adam Goff] (3:19 - 3:25)

Yeah, you'll be absolutely you'll be sound. If you did five steps, you'd be great. Yeah, definitely the same.

[Attendee 4] (3:25 - 3:27)

Yeah, that's it. Yeah.

[Adam Goff] (3:29 - 3:39)

Mate, you're an absolute legend. I love it. It says a lot about you.

I'm behind you all the way. I'm really fascinated to see how it goes. And I will support you as well.

[Attendee 4] (3:40 - 3:47)

Don't forget I'm a creator. So I'm over it. Optimistic and thinking big too much.

And I don't think things through.

[Adam Goff] (3:48 - 4:26)

I love it. It's great. It's what it's life's all about.

So, yeah, brilliant. We're all behind you. And yeah, interested.

Keep us updated on the journey. You know, I don't know. I haven't seen many posts in our little Facebook group about it.

But, you know, let us know, you know, just keep like bring us along with you. You know, we're all rooting for you. So, yeah, we you know, we want to know, you know, we really want to help and really want to support you.

So I just share the journey, even if it's the training things or you in the gym or building your backpack, like I'm genuinely interested. I mean, you could probably share on your main social, but do post or tag a couple of things in the group. So I think we all.

Yeah, we'd all like to know.

[Attendee 7] (4:27 - 4:28)

Yeah. So we'll do. Yeah.

[Adam Goff] (4:29 - 6:25)

Thanks, man. Well done. All right, guys.

Welcome. In fact, I've been getting so carried away chitchatting. I need to I need to go live on Facebook.

I think just give me a second. So I've got Mark Amina, Steve and Mark on my list. Have I missed anyone?

Is there anyone else who's on the list? And no. OK, cool.

So we'll work through it. And then if there's time at the end, I'll happily take any other any other questions or whatever. Let me just put this in the group.

One second, please, guys. Sorry. Funny things.

I've been having real problems with my social media recently, actually, but mainly because about five different people from all over the world keep. Can I just ask a question? Who's still seeing our sponsored ads this week?

Who's seen them this week? Same all the time. OK, you're spending.

We're spending all our money on you. And that's good. No, I mean, I mean, we what we did is we we did we pumped a lot in the week before the flash show on the flash sale.

So hopefully everyone saw lots of them and they really knew the flash sale was happening and things like that. And then this week they're going back to just like what we call raising awareness, which is more information ads. So you'll just get more information about the blueprint.

And yeah, I mean, they're being shown to millions of people, actually. So right. Let me just one last go.

We're trying to get this on Facebook. And if it doesn't work, then I'll just we are recording. So we're good for everybody who's missing it.

It's not what I want. All right. I'm going to go live.

OK, I think Mark and Mina are up first. Is that right?

[Attendee 5] (6:26 - 6:31)

Well, you just got me. Mark's doing something somewhere.

[Adam Goff] (6:32 - 6:34)

Oh, but Mark's my favorite, Mina.

[Attendee 5] (6:35 - 6:39)

I know that. I know that, Adam. I am sorry.

He's doing it.

[Adam Goff] (6:39 - 6:46)

You know, he's done, you know, he's blazed to blaze, Mina. We're going to be talking over each other for the next 20 minutes. Right.

Let's go. What's how can I help?

[Attendee 5] (6:47 - 7:33)

I'll try and be quick. It's not a problem as such, I would say, Adam, because, as you know, we have got a couple of projects on the go and Mark's just come out of the day job. So my worry or should I say my concern is like we have not, although we've been kind of really good with Sunday sanity and taken most of the PE homework as gospel and tried to do it.

We are not halfway even there. Some of the things that I would really like us to get that, like scorecard, et cetera, have not even had a chance. And honestly, I don't think we will have a chance, but we have signed up for advance.

So my question was, is that anything like a mandatory list that we need to get there before we come on that month? So we don't chase our tails again, if that makes sense.

[Adam Goff] (7:33 - 11:14)

Yeah, great question. I remember last time we had the mid month mentoring together and, you know, you're in a similar place. And I think if I like, I think probably the most important message I could give you is the reason why we have this long term plan for everyone is because unfortunately you can't, this isn't just something you can just do.

It's a way of working. It's a way of living you never done. And actually the first year is really about giving you a lot of the basics, but no one executes a hundred percent.

It's actually impossible to just do everything a hundred percent because you're actually just learning a lot of the stuff for the first time. And even if you executed 10% of what we taught you in year one, you'd have a step change. And then next year you might get to like 20%.

And then, you know, it's the people that are on for five, six, they're the ones on stage because they are now they're doing it 60, 70, 80%, but no one executes everything. Like no one, not even me or Dan. We don't, we don't put every blueprint into our business.

Some things need attention. Some things are falling apart. We hire people wrong.

We hire our friends because we're busy. We miss school cards. We don't do our steps for a month.

Like it's just the nature of life. Like we can't do everything perfectly. So I really don't want you to feel like you're failing because the message I got from you last time was that, oh, we're kind of feel like we're not really getting anywhere and we're kind of stressed about it.

But the stress is really good and I'm not letting you off the hook, but I am saying that first of all, everything we teach you in the first year won't be relevant like, or it's all relevant, but it won't be the most urgent problem to solve. You know, you're going to have, for you, the urgent problem was like Mark getting out of the, he took, you know, getting out of the business. Now you've got to sort this development out.

So some of these things you're learning, although you need them, they're not the most important problem to solve now. So you don't, they're good to learn, but actually there's other urgent priorities that really need fixing. So what you do is you focus on those and then every year around the track, you pick your next problem to solve.

And then you try and solve that. And gradually you will execute more of what we've taught you and gradually you'll get the results. And, you know, some people have very quick jumps because they're already very active and other people, other people, it takes a long time.

So I just want, the message I want to get across is like, um, there is a lot of stuff in the first year and that's why when we go on advance, we switch more to what, and I did say it in my kind of showcase, it's very easy to say, let me just explain it. We switch more to like execution is everything. So first year is like, we teach you, we're asking you to do things, but actually the reality is you probably can't get it all done.

Like no one, no one probably can. And so years two and beyond is about actually making you really do the things. The accountability goes up another level.

You know, the basics. Now you set a strategy better because you've done it before you set targets better because you've done it before. And, and then you go off to like one thing.

So as you become more experienced in the methodology and as an entrepreneur, you, you get better and you're able to like self-manage and it's not a case of like doing everything. It's a case of actually picking your battles and doing the things that are going to step change. So, um, hopefully that kind of sets the, the, the framework a little bit, um, for you.

Does that help?

[Attendee 5] (11:15 - 11:29)

Yeah, it does. It does. So basically what you're saying is you, you've learned a lot and you're trying to do some of the things, but that's applicable for our project, but there's not a set things that we need to get prepared before we come into advance.

[Adam Goff] (11:30 - 14:38)

Yeah. So to answer the second part of the question, um, off the top, I mean, I would say that the reason why we make people do the program first is because we have to teach you the fundamentals and there's lots of things in there. We're going to build on like Sunday sanity, like habits that you really, you sort of, that's like the prerequisite, like you need to, you need to be, you know, you need to like, you need to like our methodology basically, and believe in it to come on.

And the people that, you know, are coming with us are the ones that, yeah, this works and I want more. So I'd say, um, there's less like, there's less kind of, we expect you to be like, we expect you to know, we assume you're going to know some of this stuff. So really it's about learning it and ingraining it so that we can build on it next year.

So, because we're going to teach you more advanced things. So we're going to teach you more content next year. So in a way next year will also be a bit overwhelming because you'll be like, oh, there's now more content, but it's not as much content.

And there's actually time in the days to actually do work. So like we'll have, we have prime time accountability, prime time workshops, where for like 40 minutes, an hour, we just, you get your laptop out and you work like you're actually doing the exercise. So, um, it won't be as overwhelming as the first year, but the, the only thing you need to have done is obviously got yourself in a clear place, you know, autumn's coming.

So you want to try and let the theme of the next workshop is going to be around like picking your one thing that's really going to move the needle for you this championship season. Like what is the most important thing to do? And if it's like, if it's instructing agent for development, or if it's get it through planning or whatever it is, like, what can you do that you need to do?

That's going to stretch you, but means you can come into autumn with a bit of a step change. Some people it's hiring a VA or getting on zero. They still haven't managed to do like whatever it is that you need to do for Tom, it's carrying someone up a mountain, like get it done.

And then, you know, autumn's coming, like come into autumn, like go into September, feeling a bit tired, and you've pushed yourself, have a break over September, and then get in the journal, be ready for all like be ready for next year, like, you know, what's coming, you know, autumn's coming, you know, you know, the process, like be writing down things now that you don't want to do next year, like more or less keep exercise, like, like, don't just come to the workshop in October, burnt out busy, having not thought about autumn, like if you are in that situation, we'll get you in the autumn space. But what you really want to do is clear the decks, reach some of those targets, so that you're bringing like the best self to autumn, when you come for the super event. You know, you've freed up some time.

You know, I know you're still working. So you have such limited time, but what's taking up your free time? Can you finish some projects?

Can you get so that you come with a little bit of space? That would be an ideal situation where you'd be in autumn?

[Attendee 9] (14:40 - 14:44)

Yeah, yeah, yeah, no worries.

[Adam Goff] (14:44 - 16:15)

And like, honestly, like, I think one of the thing biggest things I can do is just debunk the myth that like, we've all got it figured out. And everyone on this call is, is like ahead of you, or it's just, it's just not true. Like, we're all getting it wrong.

Like, I'm messing up all the time. Like, it's just I had to have this I had a private call with one of my mastermind guys. And it was like, I just had to be really honest.

And I was just like, I just, you know, they have this saying never meet your heroes. And it's because you don't really, you meet your hero, you think they're amazing. And then you realize they've got all the same problems that you've got.

And it kind of like it ruins it for you a little bit, because like in your head, they were amazing. And like, the reality is that we're all just doing the best we can. And we're just trying to do a little bit better than we did last week, last month, last year.

But yeah, yeah, my advice would be pick something that's that's really stretching for summer. Have a revisit all your targets. I'm going to put a post in this actually, soon in the Facebook, revisit your targets.

Choose like, be realistic, what can you do? You know what, if we get that done, we'll have had a really successful year, it's going to be hard, but we're going to do it no matter what. Push yourself because that's the PE methodology is like push yourself for the sprint.

You've got the end of your presentations of the awards to like report that as an accountability spike. You know, do the best you can put your award and then have a few weeks off and then come back in October like, OK, I'm going to go again. And like, we're already better than we were a year ago.

And, you know, let's start again, basically.

[Attendee 5] (16:17 - 16:18)

OK, thanks.

[Adam Goff] (16:19 - 16:31)

Yeah. Yeah, no worries. I'm sure that helps a lot of people.

So that was a really good question. You're doing great, Mina. You guys are doing really good.

So, yeah, you can only do so much in the time you've got, right?

[Attendee 5] (16:32 - 16:34)

Yeah. Yeah, absolutely.

[Adam Goff] (16:35 - 16:47)

So hopefully that makes you feel a bit better, not a bit worse. Right. Steve, so Bianca's dropped me a little bit message about.

So your question is about marketing and sales and landing pages, right?

[Attendee 10] (16:47 - 16:52)

A little bit. Yeah. I'll probably explain it a little bit better.

Am I able to share my screen, Adam, is that?

[Attendee 1] (16:55 - 16:56)

I'm asking you again.

[Attendee 10] (16:57 - 16:58)

Is it is it is it appropriate?

[Attendee 1] (16:59 - 17:07)

It's just it's an Excel spreadsheet. So if that if that offends people, then maybe that does turn some people on.

[Adam Goff] (17:08 - 17:14)

So let's go into a Steelers Excel spreadsheet. Yeah.

[Attendee 1] (17:15 - 17:15)

Yeah.

[Adam Goff] (17:15 - 17:21)

So what? Oh, wow. This is good, isn't it?

[Attendee 1] (17:21 - 17:27)

Yeah. I took a bit took a bit of inspiration from your WhatsApp profile. Oh, yes.

[Attendee 11] (17:27 - 17:28)

I love it.

[Attendee 9] (17:28 - 17:30)

I love it. That's great. That's great.

[Attendee 1] (17:31 - 19:04)

So what I'm trying to do this summer is I've got my landing page, which is the Horizon Property Solution. But that was made pretty much when I did Simon Zucci's mastermind. So before I got into sort of systems and everything that we taught on PE.

So what one part of my year this year is about creating this XPAT sort of environment and platform for people. So I want to sort of integrate the landing pages to create one one place of reference for XPAT to go to. And I want to use essentially this championship season to to do that.

So I've taken what I think is the four quarters blueprint and just said, right, between this coming Sunday and the end of August, just map out every single day, because there's a period where I've got a bit of holiday, but most of it I'm in Oman on my own. So I can really get my head down and get going. So I suppose where I don't think the explanation in the group was was accurate, just really about tips and hints to say, right, if I know what I want to do by the end of August, is this the best way to break this down?

Are there any anything that I'm missing? Because I'm trying to get several how many hours of how many hours in each of the days I'm going to be able to commit to what I'm going to do to keep myself sort of healthy. And then daily into weekly, weekly into monthly.

And is this is this the is this the right approach?

[Adam Goff] (19:05 - 19:21)

Okay. Okay, I thought we were going to be talking about landing pages. And we're actually we're actually talking about you just want to like, maximise productivity over the championship season.

Is that the question?

[Attendee 1] (19:21 - 19:33)

Yeah, yeah, that's it. Yeah, yeah, yeah. The aim is to get a landing page ready.

You can see the objectives would be to get that single platform, get service providers and people interested in the new platform and get it.

[Adam Goff] (19:35 - 20:24)

Get a bit of interest, teach, I was just I was just trying to familiarise myself, because we do teach. We do teach like the website, I think Chris Moss is doing like, five assets for summer. And one of them is, so I'm going to do branding with you in the next workshop, then Chris is doing.

So the next workshop is going to be relevant branding. And then the assets you need, one of which will be a website, and then Josh is going to do the oversubscribed marketing campaign. So like this, that's going to be really relevant.

And to try and give you some, some sort of feedback on this. What would I do? I'm just taking a step back.

So I hate spreadsheets. Do you really like you throw me with this now? Because I love them.

I don't really read it for anyone. So actually, you should pay me extra for this.

[Attendee 1] (20:26 - 20:48)

I suppose the question is, is the right because we're not talking four quarters as in a season, we've got pretty much two and a bit months to hit it. I'm just trying to is the four quarters approach the right way. So I mean, June, June, June's goal is really next week's goal.

But then July, we've got weekly goals into there.

[Adam Goff] (20:50 - 21:36)

Yeah, so yeah, thank you for clarifying the question. I've got it now. So right, let me.

So I'll share my screen with you. Let me just build it out. As the four quarters is.

Yes, I do. So if you want to use that methodology, then what I would do is I would say what we do is we set core game changes. And I'd be 10, they're all 10.

So you're 10 things or five, whatever, actually, that number, to be honest, where you are, just whatever that is, you've got to do no more than 10. And then you do monthly the same.

[Attendee 11] (21:37 - 21:37)

Yeah.

[Adam Goff] (21:38 - 21:45)

Okay, so you'd have like, however many that is no more than 10. And then you and then you'd have your top 10 for the week.

[Attendee 11] (21:45 - 21:45)

Yeah.

[Adam Goff] (21:46 - 23:15)

And obviously, this is like a waterfall. So it's like, if it like those objectives, you've got the top of yours. That's obviously some of these.

And it's like breaking it down into monthly, and then that goes into weekly. And every time you do Sunday sanity, you're looking at this. And you're looking at this.

Exactly right. Like, that's how you're gonna break these quite big things into smaller, tangible things. I think you're spot on.

I think you're absolutely spot on. So going back to your spreadsheet, do I just share your screen again? Let's just have a look.

And by the way, I really admire this, because when you're doing a lot like this is what we've done for our marketing campaign. And it's literally every day, like, what am I doing today? And then because setting the strategy is one is half of it, executing the other half, and actually just just turning up and doing it.

So this is absolutely bang on. So you've got weekly, monthly, and then you sort of got summer campaign at the top. So it's a bit similar.

Yeah, I'd say so. I mean, this is pretty much it. Yeah, I'd say like you on one spreadsheet, we do in a workbook.

Without commenting on the specifics, the format, yes, I'd say that would that would do it. That would give you your focus. So you do analysis prime time, basically.

Yeah.

[Attendee 1] (23:15 - 23:30)

Yeah, yeah, yeah. And it's a minimum. So like, during the week, when I'm at work, I probably get an hour, I might get two hours if I'm lucky.

But then as you can see down here, once the family's away, I'm on my own weekends, Friday, Saturday weekends here. It's just minimum six hours a day, just focusing on it.

[Adam Goff] (23:31 - 23:46)

I love this. I mean, this is great. I mean, this is like, this is this is bang on.

I mean, success and failure, very predictable. How can you not succeed if you if you map it out like this? This is really good.

And while we've just got a little bit of time, then to add a bit of value, you just talk around the objectives.

[Attendee 1] (23:46 - 25:31)

And like, maybe, yeah, sure. So this is probably more landing page. So what I want to get to is this single platform where if expats investors will need a variety of help or services, some might just want opportunity to invest, others might want to find a solicitor, others might want some mentoring.

So the idea really is to have this single platform that everyone can go to, that they will have content about investing and being an expat, but to connect you with service providers. So it's a two way, two way platform, investors on one side and UK service providers, many of which might be on this call, who who wants to offer services to expats. And I just I just provide the platform in the middle.

And the idea is, I was listening to Dan's podcast with Daniel Priestly about waiting lists and creating that sort of urgency and scarcity, and is really to create a waiting list so that it culminates in the end of August being the launch of this landing page, but it's already been pre set up. So the service providers are ready to to go because we've had a social media campaign, the people wanting the expat services are waiting for the website to be launched, because I want to monetize this in terms of the service providers paying for space on my website, essentially. Now that will only work if the footfall from the other side is there.

So I need to create urgency and scarcity both both sides. And really, the this all comes from stevencowgill.com, which is a domain I've got, which is about me and my profile and raising my profile. So I can be that, that trusted expat that people want to go to for investing in the UK, not because I provide the services, but because I can connect people to the services.

[Adam Goff] (25:33 - 26:05)

So I think like creating any kind of platform is very, very challenging. Just to acknowledge that when you need by when you when you need to make a marketplace buyers and sellers, it's, it's very difficult, because like you said, you need both. Like a dating site, you need people on it.

Yeah, to get other people on it. So that is that is a that is challenging. Yeah.

If you believe that strategy is sound, and this is like, this is the thing that you're going to do this summer. Is this the big thing? This is the thing?

[Attendee 1] (26:05 - 26:06)

This is a big thing. Yeah.

[Adam Goff] (26:07 - 26:10)

Cool. So let's just do it and, and learn as we go.

[Attendee 1] (26:10 - 26:10)

Yeah.

[Adam Goff] (26:13 - 26:46)

Strategically, I would, my initial feedback is better to be everything to someone and something to everyone. Would it be better to have a series of landing pages just for each service? That is part of so in other words, if I'm looking for what was one of the services?

Mentoring, mentoring, if I'm looking for mentoring, is it better that I get a one page website, just a landing page, that's just mentoring for expats?

[Attendee 1] (26:47 - 26:48)

Yeah, yeah.

[Adam Goff] (26:48 - 27:51)

Like that would be if I was looking for mentoring, if I go on a page that's got mentoring, finding a home, investment, like all these different things, it's interesting, but instantly, I might get lost. So my initial feedback is like we have don't talk to tenants. So basically the blueprint that we teach is get a URL.

You might have stevencowgill.com that's the master or the expat community brand. But actually like you almost want like a URL for each product. So you have like, don't talk to tenants, which is like, you know, expatmentoring.oman or whatever, and then xyz.oman. And then therefore, that landing page is just a, it's just a, it's just what's called a squeeze page just to get people to watch the webinar or sign up. So like, that would be more our blueprint is create, trying to learn, trying to create like an eBay, just like start selling one product, then start selling another. And actually, before you know it, you've built a community. But yeah, that that was my initial gut.

[Attendee 1] (27:52 - 28:20)

I probably not explained it very well. So that they are individual landing pages. But the idea is, is that you will go to stevencowgill.com and be like a score type of quiz. And then based on the output of that, you would say, oh, you're looking for mentoring, here's the page, or you're looking for service services from UK providers, there's the page, or you're looking to just invest your money, then come and see me here. So the idea is to create that that scorecard to then take them to an individual, individual landing pages. So I didn't explain myself very well.

[Adam Goff] (28:21 - 28:40)

Okay, no, that's fine. That's, that's cool. Well, that's good.

That's a good sense check, isn't it? And so why would I fill in the scorecard app? So what's going to make me go to stevencowgill.com and invest the 15 minutes to fill in the scorecard app?

What am I going to get as a result of doing that?

[Attendee 1] (28:40 - 29:10)

It's it's to help them remove the noise and the right provide a right first time solution to the expert investment service that they need. So in Dubai pin, I get a lot of people coming here, who are coming because it's property investing in the UK, but they don't actually know where to start. Of course, it still baffles me how people don't really know how to apply for an expat mortgage.

[Adam Goff] (29:10 - 29:20)

But as an example, or I mean, they're basically starting off with no knowledge, zero knowledge, and you know more than them. Therefore, you got values to check.

[Attendee 1] (29:20 - 29:21)

Yeah, yeah, that's it.

[Adam Goff] (29:22 - 29:52)

Okay, so they're at the beginning, they been to your event, or they've heard about you, they go on this website and this and this, this, this, this test promises them direction of where to go next on their journey. Okay, so that's science. I just want to sense check the logic before you.

Because in three months, you turn around and go, I built this thing. And it didn't let's have this conversation now. And then it so then it's a tailored solution for them.

It's they've invested in it, you've got their email.

[Attendee 11] (29:53 - 29:53)

Yeah.

[Adam Goff] (29:53 - 30:04)

And now you can remark it to them. There's a nurture sequence, you're adding value emails. Okay, yeah, no, I can see it working really well.

Yeah. And if they're already warm, they've come from you're not going to get 1000s of people do it. But it's like a funnel.

[Attendee 1] (30:05 - 30:17)

Yeah. Yeah. I like this is like people who want source bill managers, people want solicitors, people on brokers are going to just get referral or affiliate or just pay.

Yeah.

[Adam Goff] (30:19 - 30:42)

Yeah, perfect. So you probably want like a really nice video or something on that page, which is like, Hi, I'm Steve. Listen, you know, it's like 60 seconds, what we call like a VSL.

I'm Steve, this is what you need. I'm really glad you came to my site. Listen, it's going to be a 10 minute investment.

But then I'm going to get to know exactly how I can help you just fill in this thing. And as a free gift, when you've done it, I'll give you x, y and z or whatever.

[Attendee 11] (30:43 - 30:43)

Yeah.

[Adam Goff] (30:43 - 31:09)

So they actually follow through because your biggest problem there is going to be your bounce rate on that page. It's like eight, 90 percent bounce rate. No one filled in the scorecard.

So like just make and then once they're in your funnel, then it's a whole different challenge, which is like, right now, how do I get them to buy? And yeah, that's you know, you can come to the cross that bridge when we come to it. OK.

Yeah. I'm pretty confident that anything it will just funnel all the inquiries you've got into one place.

[Attendee 11] (31:09 - 31:11)

Yeah. Yeah.

[Adam Goff] (31:11 - 31:28)

And stop being given business cards and having coffees. Right. Yeah, but that's what it is.

It's like it's a category. Yeah. Yeah.

It's like, where do people fit? How can I help? Where can I add value or not?

And yeah, pass as a referral or work them as an investor or something like that.

[Attendee 1] (31:28 - 31:34)

Yeah. OK. And the the spreadsheet there, the Excel that that's that seems pretty sound in terms of the approach.

[Adam Goff] (31:35 - 31:37)

Yeah. So the feedback I gave you on that is I think it's bang on.

[Attendee 1] (31:38 - 31:38)

Yeah.

[Adam Goff] (31:38 - 31:50)

I think if you link those top level objectives to the monthlies and then the weeklies and the dailies, you literally can't help but succeed. Yeah. OK.

And it's all a game. You're basically creating a game for the summer.

[Attendee 11] (31:51 - 31:51)

Yeah.

[Adam Goff] (31:52 - 32:06)

And it'll just be like, right. Did it get done? Did I miss yesterday?

I need to catch up today or the weekend. And it'll just it'll just get done. I mean, like I'd say you're already 70 percent of the way when you built that spreadsheet, you you're already most of the way there.

[Attendee 1] (32:06 - 32:07)

Yeah. All right.

[Adam Goff] (32:09 - 32:15)

Great. OK, man. Cool.

Well, let us know how it goes. If you need any more help, feel free to post in the in the group about it.

[Attendee 1] (32:16 - 32:17)

We'll do. Thanks.

[Adam Goff] (32:18 - 32:35)

OK, so I think Mark Mr. Mark Reed is next. Hello. How are you doing?

I'm all right. How are you? Yeah, very well.

Thanks. Loving life. Thank you very much.

So this is around habits. Do you want to frame it for?

[Attendee 2] (32:35 - 33:15)

Yeah. So the last three months have been like crazy busy for work. So I've gone I've been doing more hours than was the plan for the for where I was.

I thought it was out of doing more hours. It's eaten it's eaten into my not at work time to rather large degree. So like say if the alarm goes off at five, if between work and child care.

And general like house life admin, like family admin stuff, normally the day finishes somewhere between eight and eight thirty.

[Attendee 10] (33:19 - 33:20)

If there are three.

[Attendee 2] (33:21 - 33:39)

Yeah. When I started to do when we set the habits, what understood the basis of the habits was these are the things that are trying to give you like these are like your grounding elements. These give you the ability to get through the day, week, month, year.

But I disappeared. Hello.

[Attendee 5] (33:41 - 33:42)

We can see you, Mark.

[Attendee 2] (33:42 - 33:43)

I can hear.

[Attendee 5] (33:44 - 33:45)

Yeah, we can hear you, Mark.

[Attendee 2] (33:46 - 33:55)

As Adam stopped, we might have lost. Wow, I didn't know I was that boring. It's a learning.

[Attendee 1] (33:58 - 34:01)

Yeah, we've lost Adam really deep in thought, hasn't he?

[Attendee 2] (34:01 - 34:08)

Deep. We'll give him a minute. Steve, just FYI, as one steel to another that spreadsheet is somewhere else.

[Attendee 11] (34:10 - 34:10)

Yeah.

[Attendee 8] (34:12 - 34:17)

Mark, why don't you carry on and then we might be able to offer some feedback anyway.

[Attendee 2] (34:18 - 35:21)

Fair dinkum. So basically, because as I understood the habits, what they're trying to do is you're trying to give yourself like this baseline to like prevent burnout, keep yourself working well, working effectively and all the rest of it. But because of work, I haven't been able to keep up with my habits.

So my real question for Adam was going to be like, do you change your habits over the course of the year to keep you going? Or do you set your habits well at the start based on the fact that things might go sideways, but the habits can deal with that? Or do you just go?

It doesn't matter what happens with work. You stay religiously with the habits. And I feel like what he said to both Mina and Steve is like, it's his whole we're not perfect.

Everything will drop periodically. But it was just a thought process. And I figured if it's affecting me now, like from what I can see, you're all intending to.

Hello, you're back.

[Adam Goff] (35:21 - 35:23)

I go to my phone, darling.

[Attendee 2] (35:28 - 35:41)

We'll see. You all seem to be going into beast mode anyway. So if it's affecting me now, it's going to be affecting you in three months time.

But like, yeah, so that was my question, really. So if I don't know, if you're back, I'm back.

[Adam Goff] (35:42 - 35:50)

But I don't know what's going on. My Wi-Fi is completely just literally dropped. And I'm trying to go to my hotspot.

Just give me this list. Looks like it's rolling.

[Attendee 2] (35:51 - 35:51)

So to be right.

[Adam Goff] (35:51 - 35:55)

All right. Sorry, Mark. Yes.

I'm still alive.

[Attendee 2] (35:56 - 35:59)

That's fine. Where did you what have you where did you where did I get to when you broke up?

[Adam Goff] (36:01 - 36:09)

And yeah, you were just talking about 5 a.m. to 8 p.m. And I know the context about habits which you put on, you know, for the topic.

[Attendee 2] (36:10 - 36:40)

So it's basically there to try and keep you going and not feel afraid, burnt out, your productivity drop and all the rest of it, as I understand it. Do you would you set your habits so that they can deal with no matter what happens during the course of the year? Do you change your habits over the course of the year as work gets better or harder?

Or do you just have an insane level of discipline that goes? No, these are my habits. I just do them and everything else has to shift around it.

[Adam Goff] (36:42 - 36:55)

Yeah, basically, it's a really good question and it's different for different people is the honest answer, I would say. If you're there.

[Attendee 2] (36:56 - 36:59)

Yeah, we can hear you. Oh, my God. Oh, no.

He's calling him.

[Adam Goff] (37:06 - 37:13)

Hello. Hello. Sorry.

We can hear you. Oh, right. So you can hear me screaming and shouting.

Yeah.

[Attendee 2] (37:13 - 37:14)

Yeah. Yeah.

[Adam Goff] (37:17 - 40:11)

So I'd say, yeah, it depends. Depends. I've got a little bit careful because not everyone is the same.

Yeah. And some people will have the level of discipline that means they will just do it no matter what. And if that means doing your steps at five in the morning or 10 p.m. at night or whatever, it is just going to get done no matter what. And that's beast mode. You know, like I'd say like beast mode is I'm going to do it no matter what. And it's just going to get done, even if it's uncomfortable, even if whatever, it's just going to get done.

I'd say like best self is where you prioritize things like time off and family time more than maybe work. And so it's kind of this. So the answer is kind of it depends.

I would say that the whole point of the habits. So, again, you shouldn't feel like habits are supposed to be ingrained so that you stay within the lines. You know, you don't put on 10 kilos in championship season.

You don't burn yourself out like for long periods of time, because obviously burnout is something we all we're all dancing the line with, like for me to sit here and say, hey, I don't get burned out. Well, yes, I do. You know, after the super event week, we did a blueprint in the super.

I was absolutely knackered for like three days. Like it's just comes with the territory. It's like if you're going to do it, it's going to be tough.

If something happens in your business, you can't just put it. You're not you're not going to just put it down for two weeks. You're going to fix it.

So the habits are supposed to be like basics, like water, like steps. And yes, sometimes we won't do them and then we'll realize we put on weight or don't feel as good mentally. And then we get back on the horse and then we do start doing our 10,000 steps today, putting the phone down for half an hour, going for a walk or having caffeine an hour later in the day or whatever the habit was or picking up our phone later.

And then we realize, oh, I'm not as burnt out in the afternoon because I didn't have a coffee at eight, six in the morning or and then you sort of like get yourself back to where you should be. And the habits really is where you should be. And if you're not doing those habits, I'd say you're in the red zone and you can only be in the red zone for so long.

Like the red zone is the red zone because it's not sustainable. So it's like if you're not doing your habits, you're in the red zone. That's how your habits should be set up.

And you're only really hurting yourself in the long run. Now, we all go in the red zone, like I was saying about burnout. We all go in the red zone and you might go in the red zone this championship season.

In fact, I'd probably be a little bit disappointed if you didn't. Sounds like you might be there already.

[Attendee 2] (40:12 - 40:17)

I think I've done my red zone already and I think I'm planning on not doing it over the summer because I think I'll just fry.

[Adam Goff] (40:19 - 40:44)

Yeah, so the bits of information you shared with me, you've had challenges to deal with and you've dealt with them head on and you pulled out these long days. It's it's cut across personal life. It's cut across health and you've done whatever it takes, which is beast mode.

And now you're like, OK, I'm ready to not make that sacrifice anymore. I'm not going to take on more. And that's cool.

So sounds like your summer might be more best self.

[Attendee 2] (40:45 - 40:46)

Yeah, that's the idea.

[Adam Goff] (40:47 - 42:10)

And then when the so the key thing about best self is, is that. You if you've chosen best self, then you have you've chosen your values. And for me, what self means is I value my health and my wellness and my personal life at certain times in the week more than I do money or business.

So when something happens at seven o'clock at night with the business, you don't jump into the work. You say, no, it can wait until tomorrow. I'm having dinner with the kids.

It's like you've already made the value decision of where your values sit. And so when something happens at the weekend, you don't or when you're on holiday, like or when that phone call comes in, you're about to go to the gym. It's like, actually, I'm not going to answer it because I'm going to the gym.

And like, I've already made that decision and I don't care if this house is burning down, I'm going to the gym and I'll deal with the house like it's going to still be burning in an hour's time. Hopefully someone's called the fire brigade like it's not my problem. And it's like that's best self.

Best self is at these times. I'm going to put myself first, my personal life. And hopefully that gives you a little bit of a steer.

I hope anyway.

[Attendee 2] (42:10 - 42:12)

No, that does. Yeah, that's helpful.

[Attendee 6] (42:12 - 42:57)

Just a quick one. The way that the way that I structure my habits, because I've been doing them for a heck of a long time now, is I sort of I set up habits in a certain way so that they actually prolong or prevent burnout. So that's why they're non-negotiable for me every single day.

And I do my habits, whether I'm at work or whether it's leisure time, like a leisure day, because my habits actually enhance my ability to be able to be in beast mode. So I don't do habits that drain my energy. I do habits that increase my energy and increase my well-being.

So it actually makes me better and prolongs my burnout.

[Attendee 2] (42:58 - 43:04)

That's what I was trying to shoot for with my habits, but I think I don't think I managed to get it right now. Yeah.

[Attendee 6] (43:04 - 43:14)

Then you probably got your habits a little bit off kilter. Your habits should be supporting you moving forward with everything and you should want to do them every day.

[Attendee 11] (43:14 - 43:15)

Yeah.

[Attendee 6] (43:15 - 43:18)

If you're not wanting to do them, it might be a little bit of a disconnect.

[Attendee 2] (43:19 - 43:43)

It's not so much not wanting to, it's not being able to squeeze the time out of the day or I've dropped not all of them, but some of them. So like I make sure that I go to bed at the right time. I make sure I get up at the right time.

I by and large manage to keep the water intake, but it's some of the more like personal space type introverted recovery type stuff that falls out.

[Adam Goff] (43:44 - 43:48)

Mark, go on, bang on by the way. Mark, be specific. Which ones do you struggle with?

[Attendee 2] (43:48 - 44:49)

So it's things, so I'm getting the sleep in the water. I'm struggling to manage. So if I've got like an hour at the end of the day, it's exercise goals, exercise steps, taking like the recovery time sort of bits that sort of fall out.

But that's probably just a case of I need to think about it when we go into auto about what I want to focus on, how I want to deal with it next year to try to make sure that I've got stuff. Because I think I can't remember when Josh said it, like he said, oh, smile, this is how it is. Like these things are just going to keep.

This is as good as it gets. This is what it's going to be. So I just need to make sure that I'm setting myself up for when these things roll round, I just deal with them.

So I think Grant's nailed on, it's just trying to work out how I tweak and adjust it. But I figured get other people's take on it. So Grant's stuff is really useful.

So I appreciate that, mate. Thank you.

[Adam Goff] (44:51 - 46:47)

Just to share a bit of insight on my own journey. So I love steps. Like I was, best thing about living in London was I could walk around three commons in the morning or whenever.

And it was just amazing. Out my door, four minutes at the common. Bali is a completely different kettle of fish.

You can't walk here. There's no, there's no pavements, there's traffic noise. You drive to your neighbor's house, you know, like it's scooter culture is just the way it is.

And I've noticed that just not doing my steps. And I bought a treadmill and put it in my office. And now it's like just part of my day where whenever I'm on WhatsApp, now I'm on the treadmill.

And that in the last two weeks, I got the treadmill last month. And I've only been back to Bali since the super event. And my PT said to me today, he said, you look leaner.

And I said, well, I haven't been dieting. He said, what's your calorie deficit? I said, I'm not, I'm not carrying calories.

And he went, you look leaner. And I was like, what have I changed? Well, steps.

And not only that, I felt way more productive. So I guess habits equal results and routine equals results. So if the steps is the one thing that would really make you physically better, because moving is what we need and mentally getting that decompression and fresh air, even if you're outside.

So either getting a treadmill or building into your day that you are going to walk somewhere, even if it's when you're having phone calls, any phone call you can take on the walk, you go for an hour. Like, I think there's a very easy win here where you could just make it part of your non-negotiable every day. But but be productive while you're doing it, like be on the phone, be on WhatsApp, do something like mid-month mentoring.

You could definitely be walking now.

[Attendee 2] (46:48 - 46:49)

Yes, we all could.

[Adam Goff] (46:50 - 47:25)

Yeah, like, like we could all be getting steps in and then we'd, we'd have done an hour's inspiration, we'd have got outside, we'd have got our steps in or in a treadmill in your office. Like, honestly, I think like that for me, I feel so much better. So I really can't emphasise enough how important getting eight to ten thousand steps a day is.

Like, it's so important. It's so basic. So I would really, I'd really just like if that is one of your habits and you can also if it's decompression at the end of the day in like personal space, you can just go unplugged.

[Attendee 11] (47:25 - 47:25)

Yeah.

[Adam Goff] (47:25 - 48:10)

So you could and I wouldn't leave it to end of the day, mate. If you're leaving stuff to the end of the day, it's it's all your dopamine's gone. You're just not going to do it.

Like if you're not doing it, it's got to be early. I do my 11. So I'll do prime times from when I wake up now until about 11.

And then I go for a walk and it's an hour, hour and a half. And actually what I do now is I just clear my WhatsApp because I'm so busy. It might take me two hours today to be an hour and 40 minutes, but I just walked for an hour and 40 minutes.

It's great. I've got like 12000 steps. I've got no WhatsApp messages.

I feel better. I have a shower after and I'm like, oh, I'm like a whole new day and I'm ready to go. So that's the power of habits.

[Attendee 9] (48:10 - 48:10)

Nice.

[Adam Goff] (48:11 - 48:26)

Like now at 11, I go for my walk or or when I'm on the phone, I go for a walk like. Yeah. Like I just I'd say get moving.

I think get moving and it will affect it will probably affect everything.

[Attendee 2] (48:27 - 48:29)

No sound advice. Appreciate it. Thanks very much.

[Adam Goff] (48:31 - 48:45)

Yeah, no worries. Pleasure. It's a big game changer.

It's just it's just huge. And we've got 10 minutes. Does anyone else want to ask anything, share anything?

Can I ask a question? You absolutely can, Ashley. How are you?

[Attendee 3] (48:46 - 49:26)

Yeah, I'm good. Thank you. It's just off the back of March, really.

So it's basically I've got the same kind of thing happening with me, but I do my habits a lot, going to the gym at five in the morning, every morning. I've got my family time when I finish work, so they've gone to bed. But so what I'm struggling with is if say the kids are in bed by half seven, eight o'clock, if I'm not doing work until I basically drop, I get anxiety, not sleeping.

It's just playing on my mind. Is there any tips or anything to stop that? No.

Yeah, that's basically it.

[Adam Goff] (49:28 - 49:41)

Yeah, thanks for sharing that. Yeah, you're a very driven person then. I've been in that spot as well.

Are you caffeinated? Yeah. How much are you talking?

[Attendee 3] (49:42 - 49:54)

Two or three cups, but I don't have any after 12. But what is a cup? Is it filter coffee?

It's like a latte, whatever I can get my hands on, basically. A cup of espresso.

[Adam Goff] (49:56 - 50:00)

Just to be clear, so like three lattes?

[Attendee 3] (50:00 - 50:08)

Three shots, say three shots. So it'll be one each time, not nine shots in total.

[Adam Goff] (50:08 - 50:10)

Are you specifically asking for three shots?

[Attendee 3] (50:10 - 50:19)

I make them really, or if I go to say Starbucks, it'll be like two shots. Yeah.

[Adam Goff] (50:20 - 52:29)

Okay. So well, first things first, like caffeine has a half-life of four hours, which means like eight hours later, it's still a quarter of the buzz. So you're still caffeinated when you're having your, you're not, the caffeine hasn't left your system by the time you're re-caffeinating the next day, just to let you know where you are with caffeine.

I'd probably look to reduce that first because people have different caffeine sensitivity levels. And without a doubt, when people have anxiety or can't sleep, almost always it's to do with caffeine. And if you just stopped caffeine, which I'm not suggesting you do, because actually going cold turkey is a bit, is a bit unnecessary and actually a bit too extreme, is just reduce the amount of caffeine you're taking.

Like it's just a habit you're in. You don't need as much as you think you do. You're very driven and actually you're in danger of burning yourself out because your adrenal glands, every time you have caffeine, they're actually getting overstimulated.

And I've a real journey with caffeine and I would honestly say like just reducing that by half or making your cutoff earlier may well start lowering that level of like, Oh, I've got to do stuff. I've got to do stuff. I've got to do stuff.

Like let's basically isolate, let's do like the elimination diet. Is it caffeine? And if you actually came off caffeine, which might sound alien, it would take 10 days, you know, do you still have that problem?

So that would be probably my first thing. Um, I, the other thing as well is to do with the brain and like the addiction around the work. And like, um, I really have been in that place where like, I really can't think about anything else other than work.

So, um, again, creating like this anxiety, um, it's really good that you've kind of called it out and said it.

[Attendee 3] (52:31 - 53:10)

Um, so can I just help say something, just saying, so basically what's happening is what I think is bringing on the anxiety is saying we've got to do with everyone's got to do this and they're never ending. So, you know, you're teaching us to pass stuff on. So I'm passing stuff on to them.

But then this just keeps getting bigger and bigger and it just gets more and more. And I'm just like, and that's what I think is giving me the anxiety. And it's just, is there any tips on just, you know, with regards to that, because it's that, I'm struggling with now when it gets to, you know, shutting off at night time.

[Adam Goff] (53:10 - 55:03)

Yes, actually there is actually, and it's, um, you're going to have to just do a little bit less. So like, you're literally going to have to, at some point you've got to say no. So just understand that, like, it's like a hamster wheel and it isn't necessarily going to end.

In fact, sometimes the faster you run, the faster the wheel goes. So, um, I think it's probably more of a making peace with the fact that you won't always have like no to-do list, that actually there's always going to be stuff to do. Nothing's going to, it's not always going to be perfect and being okay with that.

And actually maybe buying off less on your Sunday sanity each week than you are. So it sounds like you're probably just in the red zone. So what we need to do is just bring it down a bit.

If, if it is, if it's been like that for a while, it was just actually just be like the general school of thought is only planned 60% of your week in terms of hours. So you allow 40% for new things to happen. And it might be that you're just over-engineering your week.

You're buying off more than you can chew. And because you're in beast mode, you're not prepared to, you're not prepared to take no for an answer, which means you're having to work longer hours to actually get it done. Now, if you're happy with that, that's fine.

But if you're, if the reason you're flagging it is because you think, actually, I don't, I don't want to be in this place anymore. Then it might be a bit more of best self medicine, like Mark, where it's like, okay, I'm not gonna achieve everything I want in 10 weeks. It's going to take 14.

But that means after eight o'clock, I don't do any work and I'm not going to work on Sundays. Like there has to be a best self trade off where it's like, actually, I don't want this anymore. Like I've, I've, I've, I'm actually okay.

Like you just bought your next house. You're doing really well. So yeah, it's, it's, it's what do you want, really?

What do you think?

[Attendee 3] (55:04 - 55:23)

Yeah, yeah. No, you're right. I just, as you were like, I've got another one coming in September.

So I'm just like, I want to get it all done by September, basically, just so then I can potentially take, you know, a bit of time off. But it's just, I think like you said, I'm just giving myself too much.

[Adam Goff] (55:24 - 55:31)

How are you, apart from the anxiety, how are you feeling now? Like, are you feeling good? Are you feeling tired?

Are you feeling full of life every day?

[Attendee 3] (55:32 - 56:00)

Yeah, bit of both. I'm up and down, up and down. It's going well.

Everything's going well. Apart from the cash flow. It's just, that's my biggest issue at the moment, which is chasing payments.

That's, that's it. But apart from that, the work's coming in and, you know, we're growing. The properties are growing.

It's literally just that, you know, my to-do list and cash flow, they're my two biggest problems at the moment.

[Adam Goff] (56:01 - 56:04)

Yeah. And who is, who's in charge of credit control in your business? Is it you?

[Attendee 3] (56:05 - 56:08)

It's me at the moment. Yeah. That's what I'm going to do to move that over.

[Adam Goff] (56:10 - 58:40)

Yeah. So that would be really, if you could have someone who could just make those calls for you every day or every three times a week or whatever, that would be, that would be really well paid EA or VA who's like, what would you pay them? You'd pay them 15, 20 pounds an hour just to make those calls, wouldn't you?

If they were good. Yeah. So like, that seems like a no brainer to get someone to do that, take that off your plate.

Then a lot of that stress around payments goes away. And then the other thing, which is the feedback I've given you before is like, just be careful that like, you're obviously a dad and you, there's a purpose of having another baby or I think it might be the third baby. I can't remember, forgive me, but there's a lot of babies in the family.

And yeah. So, you know, like this whole kind of like, it's like, it's like, you're scared of the light. Like there's like, you're in fight or flight basically.

And fight or flight is this. It sounds like that's where you are. My perception is I might be wrong, but it's like, there's a lion.

Like I need to like, I'm in fight or flight, but there's a lot. And the lion is I'm not going to have enough cash flow to provide for my family because I'm the main breadwinner. And so this is like the lion.

And so you're in fight or flight. And so you've got to be, you've got to be careful. Like if you're okay with it, it's cool, but you might want to just talk yourself down off the ledge because actually the lion isn't real.

And like the world isn't going to end. Like you sort of like got yourself in a state where like, you've got to achieve this. Now the PE methodology is go for broke, make it happen by September, go all in.

So if you're happy, do it. But if it's, if it's starting to get to you, then just, just bring it down a bit. Take the revs down.

Everything. You're going to be good. Like it's, you're still going to be nice.

It might just be a case of taking it down. So just maybe just reflect on that a little bit. If you can hear me.

Yeah. You're frozen. Hello.

Hello. Good. I'm still here.

Sorry. Yeah. Looks like I've got problems with the connection again.

Sorry about that.

[Attendee 3] (58:41 - 58:41)

Yeah, it's fine.

[Adam Goff] (58:42 - 58:44)

Okay. Yes.

[Attendee 1] (58:51 - 58:55)

You're the host now, Ashley. Yeah. Yeah.

Yeah.

[Attendee 3] (58:55 - 58:57)

Should we call it a day? Cause I've got another call at one.

[Attendee 9] (58:58 - 58:58)

Yeah.

[Attendee 6] (59:00 - 59:01)

Well done host.

[Adam Goff] (59:02 - 1:00:03)

Guys, I had an absolute shot. I have to apologize. I really want to apologize for this.

This is not world-class at all. Barley's let me down tonight. I'm very sorry.

Don't know what's going on. So yeah, please. I hope it hasn't been too disruptive and I hope you've had some value today.

Thank you for all joining. It's been really great to see you all. Thank you for keeping your cameras on being present and everything.

It's good. And guys, thanks for sharing your problems. Very brave sharing stuff.

So I appreciate that as well. Adds a lot of value to everyone who's listening. So thank you.

And yeah. And if you haven't got something, we're out of time. So if you have got something you want to help with, like, please make use of that resource.

The Facebook community is there for you to ask. So if there's something you're like, Oh, I really want to ask now something's come up for me, just post it in the group, please. And like, you know, we'll, we'll help.

Like, we genuinely want to help. So. So good.

Thanks, everyone. Thank you. OK, lots of love, everyone.

Take care. Bye bye.