**14.05.2025 - Video\_Transcription**

[Attendee 4] (0:12 - 0:14)

Oh, hi Shiv.

[Shiv Haria] (0:14 - 0:15)

How are you doing? You all right?

[Attendee 4] (0:15 - 0:16)

Yeah, how are you?

[Shiv Haria] (0:16 - 0:21)

Very good, sorry about that, my Zoom decided to update at the last minute as always.

[Attendee 4] (0:21 - 0:21)

Yeah.

[Shiv Haria] (0:22 - 0:24)

Fantastic. How are you guys keeping?

[Attendee 1] (0:24 - 0:26)

Good, thank you. Thank you.

[Shiv Haria] (0:26 - 0:31)

Very good. Carla out and walking, very good. Getting your steps in in this lovely sunshine.

[Attendee 1] (0:31 - 0:33)

I have to practice every day.

[Shiv Haria] (0:33 - 0:36)

Very good, very good. Are you doing one of the challenges for GEGB?

[Attendee 1] (0:36 - 0:38)

Yeah, doing Snowdon at the end of the month.

[Shiv Haria] (0:39 - 0:51)

Oh, that's going to be amazing. I'm doing the National Three Peaks on Friday, Saturday, Sunday, and I'm not sure how much practice and training I'm supposed to have done, but hopefully it'll be all right. We'll see, fingers crossed.

[Attendee 1] (0:52 - 0:52)

Have you done it before?

[Shiv Haria] (0:53 - 0:56)

No, I've never done National Three Peaks before. I've done the Yorkshire Three Peaks.

[Attendee 1] (0:56 - 0:56)

Yeah.

[Shiv Haria] (0:57 - 1:02)

And that was okay, except that we had to climb down in the dark because we didn't time it very well.

[Attendee 8] (1:02 - 1:05)

Oh, no, tricky.

[Shiv Haria] (1:06 - 1:22)

Anyway, let's get straight into this. So first person I've got on here is Danielle Saunders, talking about time tracking and clarity on what it takes for what... Sorry, what tasks I think that should have been.

Tasks, all into each department, please. Cool. Talk to me.

Tell me what your situation is.

[Attendee 3] (1:22 - 2:03)

So I'm really struggling to keep up with using Toggle, and I know I really need to. Okay. So my issue mainly with it is that it's...

I sit down and I think, oh, I'll just make a phone call on this property deal, and I don't bother tracking it. And then I'm onto the next five-minute task for the next deal. And I'm like, what's development and what's management?

So if they're new deals or they're flips, is that management or is that development? Because I'm creating money or cash flow or profit.

[Shiv Haria] (2:03 - 2:48)

Yeah, anything that moves you forward is going to be development. So if you're looking at new deals, that would be development. And if you're looking at whatever you currently have and just managing what you currently have, then that would be management.

So if you've got a business and you're managing that business, that's management. If you've got properties and you're managing the properties, that's management. But anything new that you're doing to add value to...

Sorry, to add bottom line or top line, that's all going to be on development side of things. So a way of thinking about it would be working on the business is development. Whenever you work on the business to expand the business, to make it bigger, to make it better, to make it more efficient is development.

Anything that you're doing to just keep everything as it is and keep it ticking along is business management.

[Attendee 3] (2:50 - 3:13)

Okay. I'm wondering if I need to go and have a few more different areas, because obviously even within that progression of that expansion, that development, I've still got admin tasks to get that deal done, which I could probably use an executive assistant to assist with, which then falls into management because I've offloaded it to somebody.

[Shiv Haria] (3:13 - 3:26)

Yeah. But right now it still falls as part of development because you're not on board. So I'd say a couple of things.

The first thing you said was, I think you said, was that I'm finding it difficult to keep switching between tasks. Is that what you said?

[Attendee 8] (3:27 - 3:27)

Yes.

[Shiv Haria] (3:28 - 5:53)

Yeah. So with that, I think that one of the great things about Toggle, everyone listen to this bit, is that you're, everyone, all of us have been sold this fallacy of multitasking and we kind of go a bit here, a bit here, a bit here, and we're very reactive. And the reason why we're very reactive is because the message is pinging over here, the emails are pinging over here and all that kind of stuff.

What we need to do is realize that the best way, the way to be most efficient is to decide you're going to do one task, switch everything else off and just do that task. And when you finish with that task, then you open up the next thing and you do the next task. So if you haven't already, this is again, something that I got from Property Entrepreneur many, many years ago.

You need to switch off all your notifications. There should be no pings on your phone. There should be no pings on your phone for emails, for WhatsApps, for apps, for updates.

All the pings need to go off because you're so used to the pings that when it pings, you go, oh, you don't want that. So turn all the pings off so that there's no notifications. The second thing is you decide what tasks you're going to do and then stick to that task until it's finished.

And if you're the kind of person that's got a bit of a scatty brain, perfect. That's why you've got Toggle because Toggle makes you stick to that task because you know, basically, this is how it happened with me. My brain used to go like this.

And I thought, well, in my Toggle, I've put down that I'm going to do the PDP or whatever. I'm going to do a task. I'm going to manage my properties or whatever.

So now I've got to manage my properties. And when I think, oh, I'm going to do another task, I go, I don't want to stop Toggle and input the new task and start Toggle. And as a result of that, I stick to my task.

So you use Toggle as a tool to make you stick to your task and to make you more efficient. And if you're the kind of person, by the way, talking about Toggle, if you're forgetting to Toggle, all you need is some, it's like really simple. Back, you know, seven, eight years ago when technology wasn't what it is today.

I remember, like we got told, get it on Property Entrepreneur, get a sticky note and stick it in the top right hand corner and say it's Toggle. And every time you look at it, you go, oh, better Toggle, better Toggle. But now, I mean, and then, you know, a couple of years ago, it was what I decided to do was in my diary at specific times, I put Toggle and that was the only notification that I allowed to come through.

So it'd be like, you know, I start work at 10, so it'd be like 10, 12, 2, 4, right, Toggle, Toggle, Toggle, Toggle. So it pops up Toggle and I go, oh, I better get in and do the Toggle. That reminds me to do the Toggle.

So little ways like that.

[Attendee 3] (5:54 - 6:05)

I've got it coming up on my phone along with drink more water. But the thing is when it's, it becomes such a, something I'm so used to seeing on my phone, it doesn't trigger me anymore.

[Attendee 8] (6:05 - 6:05)

Yeah.

[Attendee 3] (6:05 - 6:17)

So I need to, I'm thinking about using some sort of desktop timer or alarm that when I sit down at my desk, right, what have you, is that just a really simple alarm?

[Shiv Haria] (6:17 - 7:18)

Yeah. It's one that Dan got us on the board, actually. It's called Basseus.

But yeah, you just turn it, you can turn it like this, increase it, decrease it. Yeah, it's pretty cool. But I'd also say that probably the reason why you're still forgetting because your phone's going off and et cetera is because at the end of the day, you're not, you don't have like a task called Toggle.

Because if you had a task, so these are just reminders. But if you had a task called Toggle, then at the end of the day, you'd have to assess what you did and fill out your Toggle. And eventually, it's just on your brain all the time that you remember to do it.

So I'll give you an example. Go for a walk every day. When you start doing it, there'll be days you just forget to do it because you're not used to doing it.

When you have put it in your diary enough times and you see it enough times, you'll go, oh, I haven't been for my walk today. And you'll be like, let me go for my walk because I feel like I need to go for my walk. It's on your mind.

It's in your awareness.

[Attendee 3] (7:21 - 7:37)

Okay. So I would say then a lot of 90% probably of my work is working on our flips, stacking new deals. That's all working on the business.

Then even though a lot of that might be considered admin, it's still development because it's growth.

[Shiv Haria] (7:38 - 9:46)

Absolutely. And that point that you made is a crucial point. I wish that I had employed a VA or a PA or whatever on a zero hours contract sooner.

And the thing is, we'll tell you on the program often, hire a VA, hire a VA. We'll tell you the people on the advanced program, hire a VA. And people are like, no, there's always excuses like, no, I can't afford it, or I don't know about this, or I'm only doing these tasks.

I've got loads of free time. I quite enjoy doing this task. All these other excuses.

Once you start hiring a PA, you will never go back. You'll be like, why the hell didn't I do this before? Because you'll realize that when you give all the admin work to someone else to do, it frees you up to do all of the more exciting stuff or the stuff that you can rest on.

Let's say you've taken a day off. You go, oh, well, I've got a day off. I might as well do a bit of the admin.

No, this is your day off. It's your rest and recovery day. That's important.

Let the people that are doing the... I remember being in this place where I was paying someone £15 an hour, and I was thinking, is that a £15 an hour job? Maybe I could just do it.

But then what you... And I want all of you to realize this. Everyone on this call needs to realize, I guarantee you, if you stick as part of this community, without a shadow of a doubt, you will easily become a £50 an hour person.

Easily. But more likely you'll become a £100, £150, £200 an hour person. But you only become that person by letting go of the old, the low value stuff.

You have to let go of it to somebody else. So I know we're jumping around from toggle to something else now. But absolutely, hire a VA, put them on a zero-hours contract.

And it's just whatever work they do, then you pay them for that. And every month when you... Adam used to play this game, actually.

He used to say, how much can I pay my VA? Because he said, the more I can pay my VA, the more work she's taken off my desk, which means the more time I have created for myself. And I was like, that's a really cool way of thinking about it.

Because as soon as I started thinking about it like that, it was a lot easier for me to hand stuff over to the PA to do.

[Attendee 3] (9:48 - 9:56)

Okay. No, that's really helpful. And like you say, you've jumped around, but actually all those dots connect, all the things you've talked about there, they do all join up.

So that's really helpful.

[Shiv Haria] (9:56 - 10:00)

Yeah, perfect. At the moment, how long have you been doing Toggle for?

[Attendee 3] (10:02 - 10:05)

Well, I was really good in the first month and then I've let it slip.

[Shiv Haria] (10:05 - 10:11)

Okay. In that first month, do you remember what percentage of your time was that business development, business management and business delivery?

[Attendee 3] (10:11 - 10:20)

I think it was at about 60% development, but I think I wasn't accurate enough with what category.

[Shiv Haria] (10:20 - 11:44)

Yeah. And you get better as you get on with it. But that's amazing.

I think, guys, we also want to know, most of us, when we start doing this, we'll realize that most of our work is delivery. We're just delivering stuff. And then where we want to get to is where all of our work is development.

So if I look at what I'm doing right now, so this morning I've been recording video content for the business. So at once a month, I did one and a half hours of video recording. That's my business delivery.

That's about as far as my business delivery goes. Thereafter, I do some business management. Again, I've just hired a managing director who starts in 10 days time.

And so she's going to be doing all the management going forward. And then I'm just doing the development, which is all the ideas and all the fun stuff and all of the, how can we move the business forward? And it's all this stuff that's not time sensitive.

It's all the stuff that I can do on holiday. I can do whilst I'm walking. I can do any time when I want, whenever I feel like it.

The management stuff and the delivery stuff can be time sensitive. The development stuff is not time sensitive. And that's probably maybe another good way, Danielle, of you differentiating.

If the stuff that you're doing is time sensitive, then it's probably not development. So for example, if you have to do it, you're looking for a new flip deal, for example. Cool.

Well, if you didn't do it with anything, would anything break? Would anything change? Probably not.

So it falls into development. Yeah.

[Attendee 3] (11:44 - 11:45)

Okay. Got it. Thank you.

[Shiv Haria] (11:45 - 11:54)

Cool. Next on the list, we've got Donna. Four seasons in four weeks, five top tips for the ultimate fast track.

I had no idea what this was.

[Attendee 1] (11:55 - 12:09)

Hi. So I've got a bit of a challenge, a 28 day challenge, but instead of it just being a kind of goal that I'm trying to achieve, I actually want to try and do a really quick lap.

[Attendee 8] (12:10 - 12:11)

Okay.

[Attendee 1] (12:11 - 13:23)

Makes sense. So for example, I'm on day six at the moment. So I've been in the cave for six days, just planning these 28 days.

And I've got a real tendency over the last six days to, you know, I'm kind of mind mapping, things like that, thinking, great, that's a great idea. I've got to go and execute it because my time's so short. So for example, the one tip I've managed to come up with so far is just stay in the seasons.

Because I can tell, say on day four, being in the cave, I just wanted to start getting on with it and executing stuff. And now that I'm on day six, I can see how much further that the whole idea has progressed. So that, for example, be one of my top tips, but that's the only one I can come up with so far.

So if I was to kind of, maybe if I rephrase the question, if you think of perhaps your greatest ever year on PE, and then you think how on earth you would have done that at a high level kind of thing in the space of four weeks, what would your tips be?

[Shiv Haria] (13:24 - 13:42)

First of all, as we all know, hopefully you've heard this before, my greatest every year on PE is every year. Every year is my greatest year, because every year I come up with a new plan and I execute the plan and I move forward. Can I ask you a question?

Why are you trying to do four seasons in four weeks?

[Attendee 1] (13:43 - 13:51)

Because I just feel like I need to move myself to a particular, I need to get myself to a particular level in four weeks.

[Shiv Haria] (13:52 - 13:54)

A particular level of like what, income or something?

[Attendee 1] (13:55 - 14:03)

I need to get myself to a particular goal. I need to, I feel, I also feel like I need to have experienced.

[Shiv Haria] (14:05 - 14:14)

Because your first point there was, this was your top tip that you just said to me, stay in the seasons. And I was like, but you're not staying in the seasons by doing four seasons in four weeks.

[Attendee 1] (14:15 - 14:16)

But for this project, I am.

[Shiv Haria] (14:18 - 14:21)

Okay. I need some more information if you don't mind sharing, because I don't understand what you're saying.

[Attendee 1] (14:21 - 14:45)

Okay. Yeah. So I'm trying to raise some finance for a particular goal.

I've given myself 28 days, but within those 28 days, I need to come up with the whole kind of business plan so that the investors understand what it is that I'm trying to achieve. So it is pretty much a lap, but it's just a.

[Shiv Haria] (14:46 - 14:58)

So the end, so just to be clear, the end goal is to raise finance and in order to raise finance, you need effectively like a brochure that tells them what the opportunity is and why they should invest in you.

[Attendee 1] (15:00 - 15:18)

Yeah, I don't need a physical brochure. I can relay that. I can do a video.

But I just. If we forget, if we take a step back and we say, okay, so it's not in four weeks.

[Shiv Haria] (15:18 - 15:26)

Yeah. What are you trying to achieve? That's what I'm trying to say.

So your deadline is for, let's say four weeks, six weeks, 12 weeks, whatever. At some point you've got a deadline. The deadline is to raise some money.

[Attendee 8] (15:27 - 15:27)

Yeah.

[Shiv Haria] (15:27 - 15:34)

And the money is going to come from, from where? Is it people that are on your Facebook? Is it people that you already know that you're going to call?

Where's the money going to come from?

[Attendee 1] (15:34 - 16:05)

Yes. I think, can I, can I, can I maybe take a step back? Sorry about this Shiv, it's because I'm kind of planning it as we're talking.

If I take a step back because I don't want to get too much into the details because I don't think I'll succeed if I get too much into the details because I don't have the time. So if I, if I rephrase the question, if you think about your best ever year MPE, which is every year, what are your top five tips to ensure you achieve that?

[Shiv Haria] (16:06 - 20:14)

Ah, okay. What's my top five tips to ensure that I achieve my goals every year? Okay.

The first one is like having a really clear picture of what my goal is. So I want to, in your case, I want to raise X thousand pounds, like by this date, that would be the goal. The second one would be, um, creating the, the plan for how I'm going to do it.

And then making sure that I have regular, um, like check-ins with myself to say, am I on track to do it? So let's say, here's an example. Let's say in 10 weeks, I wanted to raise, um, um, 10 grand, for example.

That means that really potentially one of the things I could have is every week I'm going to raise a grand. Okay. Well, if that's the case, then I need to check in with myself every week and say, I'm supposed to be on one grand.

I'm supposed to be on two grand. I'm supposed to be on three grand. And if I'm not on three grand by week three, then I need to, at that point, stop everything and iterate because what I'm doing isn't working.

So I need to iterate what I'm doing and say, what else am I going to do? I had a year, actually, that wasn't my greatest year on PE where basically I didn't iterate. I, I saw that we weren't hitting our sales target.

I, but I was, you know, being put off by my marketing manager was like, Oh, well, when we just do this, when we just do this, we'll get it. When we just do this. So I was like, well, I trust her.

I'll trust her. I'll trust her. But we didn't actually change anything that we were doing.

We were just waiting for the sales to come in. That was the biggest mistake. So if you're not getting the results that you want to, you need to change your approach.

That's really important. Um, so have the plan, have the milestones. So you know that by this week, I should have raised this much by this week.

I should have raised this much. Um, iterate, uh, is the fourth point. Um, and fifth is probably don't recreate the wheel.

Donna, there are literally hundreds of people in property entrepreneur that have already done this. If you're talking about raising finance, everybody has raised finance. So there's easy ways to do this.

Um, my, there was two ways that I can give you a raising finance. One was Josh's approach. I remember he did this a number of years ago where he put out a little post on social media with a nice little picture and the picture said, um, you know, um, I don't know exactly what he said, like, uh, it was an oversubscribed methodology.

So he didn't say I'm looking for a hundred grand. It said, um, my next project is just about to start. If you want to make return on your money, um, I have one spot available or three spots available or whatever it was.

Right. So he put that up and he said 25 grand in big, bold letters with a star around it, whatever. And he put that out on social media and then he got DMS from it and he followed up on those DMS. So what he's doing is he's putting the bait into the water and then fish are coming, being attracted to the bait. And he's putting out the water at that point, the way that's the way that he did it. And it worked really well for him. The way that I did it was, um, slightly different because I was in a different position.

Um, I wanted to get a joint venture partner to go and do deals with. There was a guy in our sourcing business that we were already selling properties to. And then I said to him, like, well, I know I'm selling you these properties and I'm charging you for them, but how about I did it.

I don't charge you. And we just do a joint venture and said, and here's what it would look like. And he was like, yeah, okay, cool.

That sounds good. And he was the MD of Goldman Sachs. So it's like, he's got a bit of money.

I remember seeing his like monthly payslip and it was like what most people know. It's not even what most people earn in a year. It's insane.

Um, but, but one is a very, that's the person I want to go for. Let me go and convince him. And one is a, let's put it out to the whole market and see, see what happens.

Um, the second, the second one. So Josh's one does require that you have people on your social media that are, you know, those kinds of people already. And also remember, we don't know, like you don't know your ex-boyfriend from school used to, he's got loads of money now, or, you know, that friend that you never, I should never have let him go.

Yeah. But that, that, you know, that, that aunt that you've spoken to for a while, she's like, oh, I've got coming some, some money. We just don't know what we will know.

And I can't remember who says it, but they say, tell everyone what you do, tell everyone what you do and what you're looking for. So I would say they tell you this at the blueprint of it. Did you, did you attend the blueprint event?

[Attendee 1] (20:15 - 20:34)

Yeah. Yeah. I think, I think, yeah, I think what you're saying is right.

It's your approach. I know, because it's not about the money. It's about somebody actually buying into what I'm trying to do.

So I think, yeah, I think, I think the approach you mentioned is what I've kind of come up with in cave time.

[Shiv Haria] (20:35 - 20:35)

Yeah.

[Attendee 1] (20:35 - 20:37)

So, yeah, so it's, that's really helpful.

[Shiv Haria] (20:37 - 21:38)

I would, I would say the last tip I'd give you is if you're trying to get someone to buy into what you're doing, bear in mind that whilst you think that you're a great talker, not everyone's going to take in the information the way that you're going to give it. So for example, you're saying I'm a great talker. So in order to vibe with you, I've got to be a good listener and I've got to be able to visualize what you're saying, but guess what's a lot easier for me to visualize than for me to listen to it and try and make it up in my head.

If you just had a picture. So imagine I said to you, I'm going to buy this four bedroom house and it's going to have red walls and it's going to have a brown door and it's going to be an upstairs. You're trying to make it up in your head.

If I just show you a picture and go, that's what it looks like. You'll be like, that's what you're trying to do. So don't underestimate, don't create a brochure.

Don't underestimate the importance of just even having a one pager that not with words necessarily, but like headings and bullet points. What are you looking for? And then what's the project and then what's the expected return and what's the security or whatever it might be like all in one page.

Perfect.

[Attendee 1] (21:38 - 22:06)

Got it. Perfect. Thank you.

Can I just ask another follow up is that I don't really understand, if I'm honest, I don't really understand winter in this kind of scenario, when you're building something from scratch, what's the best use of your time in winter? In the sense that you don't already have a business that you're trying to fix all the little things. To build all the assets.

To build the assets.

[Shiv Haria] (22:06 - 22:15)

So right now, like winter is a great time to build, for example, a one page or a brochure or something like that, which has all the information so that in spring you can then say, let me go and test it with some people.

[Attendee 1] (22:16 - 22:18)

Yeah, got you. OK, lovely.

[Shiv Haria] (22:18 - 23:03)

Yeah, perfect. I'm going to ask these questions that are in the chat as well at the same time. So Vanya says, what would being on this call be?

Is it business development or business management? That's a good question. I would I put all the property entrepreneur stuff, generally speaking, as business development, because I'm here to learn.

I'm here to grow. So all the property entrepreneur stuff for me is business development. Unless, of course, I'm presenting.

For me, this call now is not business development. This call for me is business delivery because I'm delivering this for you guys. It will be perhaps business development.

Katriona says, I have a question to follow up Danielle's question. What would things like social media posting to raise profile count as business development? Social media to raise profile.

Why are you trying to raise your profile? Where are you Kat? Out there, yeah.

[Attendee 4] (23:03 - 23:11)

Yeah, it's just trying to attract investors. Yeah, either as debt investors or investors to source for.

[Shiv Haria] (23:12 - 23:45)

Yeah, I mean, I guess you're trying to attract investors. Would it matter if you didn't have the investors? Maybe not.

So therefore, it'd be business development. If it's part of your current business already. So, for example, I've got a business where we source properties for clients.

We've got to post on social media every single day. And so if I was doing the posting, that would be business delivery for me. If I was managing a team to do the posting, that would be business management for me.

If I was coming up with the posts themselves, that'd be business development for me because the idea side of things is me coming up.

[Attendee 4] (23:46 - 23:50)

If I'm doing it all, then I'm coming up with the ideas and I'm posting them.

[Shiv Haria] (23:52 - 24:00)

Well, are you doing a cave time to come up with all the ideas for an hour that would be business development and then posting them all in one go? That would be business delivery.

[Attendee 4] (24:00 - 24:01)

I see.

[Shiv Haria] (24:02 - 24:38)

Again, let's not make this complicated. Don't worry if 90% is coming up with ideas and 10% is posting it. Well, actually, what it probably will be is you'll probably have like 25% coming up with ideas, probably 50% writing it all out, or 60% writing out and then 15% posting it, something along those kind of lines.

In which case, the coming up with ideas would be delivery, the writing it and the posting it would be... Sorry, the coming up with ideas would be development, the writing and posting it would be delivery. But if you needed to post it all to delivery, don't worry, it's not going to make that much of a difference.

[Attendee 4] (24:38 - 24:39)

Okay. Thank you so much.

[Shiv Haria] (24:39 - 24:51)

Cool. And then last but not least, if I've never got the challenges of being a creator and getting things done. Oh, what a great topic.

Where are you? Oh, here we go. So let me pin you.

You need to unmute.

[Attendee 2] (24:51 - 24:55)

I have unmuted, yeah. Right. Yeah, I just find I'm so all over the place that...

[Shiv Haria] (24:56 - 24:57)

Aren't we all?

[Attendee 2] (24:57 - 25:08)

I'm not good at focusing. And when I read the book, I mean, I haven't read it all yet, because you know, I'm all over the place. But what was it, the one they told us to read last month by Richard Hamilton, by Roger Hamilton?

[Shiv Haria] (25:09 - 25:10)

The Millionaire Masterplan.

[Attendee 2] (25:11 - 25:17)

The other one, actually, isn't it? The one... Which one is it?

Maybe it's the Millionaire Masterplan. I don't know, but the red cover.

[Attendee 8] (25:17 - 25:19)

Your life, your legacy.

[Attendee 2] (25:20 - 25:26)

Yeah. Something legacy. We lost Shiv.

[Attendee 4] (25:31 - 25:32)

We lost Shiv.

[Attendee 2] (25:33 - 25:36)

We lost Shiv. He's back. Shiv's back.

[Shiv Haria] (25:37 - 25:41)

Something legacy. What's it called, Danielle? I don't know.

Virgin Media.

[Attendee 3] (25:42 - 25:44)

Your life, your legacy.

[Attendee 2] (25:44 - 25:45)

Your life, your legacy. Right.

[Shiv Haria] (25:45 - 25:46)

Okay. Yeah.

[Attendee 2] (25:46 - 26:27)

Until then, I was like half in, half out on the kind of the wealth, on the idea of wealth, what's it called? Wealth dynamics. But then it's just so me, this creator.

I mean, I've had, I've done the full test a while ago. So I'm, at that time, anyway, I was like mostly creator with a certain amount of steel, because I'm quite like mathematical and stuff like that. And it was really painful in a way to see, gosh, you know, like why I can't focus and, you know, how I start and stop and start and stop.

And it's very challenging. You know, I think I have great ideas, but I'm not great at managing people. And it's hard to get.

[Shiv Haria] (26:27 - 27:20)

But the beauty of this is that you have the idea, like there'll be people on this call right now who are like, God, I wish I was a creator. I wish I was a natural entrepreneur who had all these ideas. I remember for ages, I was, I thought myself as a tempo.

And so I was like, I wish I was like all these other entrepreneurs that have all these great ideas. So I have great ideas. But then I have my advantage, which is I'm really good at executing.

I think that in your position, so don't put yourself down for not doing the rest of it, because you're really good at doing one bit of it. And you're really good at creating that. My top tip for you, if this is what you're asking of how do I get things done is, first of all, get yourself a PA.

Like you need a team, you need someone who's going to help you to do these other things. PA is going to do some of the work for you, but they're also going to probably keep you on task. And if you're looking at, you're a mechanic.

[Attendee 2] (27:21 - 27:25)

No, I think it's creative dynamo. Yeah, yeah.

[Shiv Haria] (27:26 - 27:27)

Creators, you're a creator.

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

Right in the middle, yeah, the red square.

[Shiv Haria] (27:29 - 28:46)

If you remember, the team needs to be three person strong, they say, not two, it needs to go from one to three. So if you're a creator, you need to go, skip one, pick one, supporter, and then skip to pick one, which should be accumulator. So if you're going to hire two people, you need a supporter and accumulator.

If you're going to hire one person, you probably want someone that's more like a trader, that would balance out your energy. In fact, my ex-business partner was a creator and I was a trader. That's what made us really good together, because he had all the ideas and I went and did them.

And I also kept him on track and said, have you done this? Have you done that? You were supposed to do this by last Tuesday, why haven't you done that?

So maybe that's what you need is someone that can keep you on track with your tasks, that can, what's the best way? Like manage you basically, manage your diary, manage your plans. If you're not at the level where you, the creator really comes into their own at the beginning when they've got to create something out of nothing.

And then after they've built the business to say, how do we grow the next bit? What they're really not, as you know, not so good at is necessarily like the execution of all this stuff, but that's why they need the person to say, execute all this stuff, but also like manage me throughout this process so I can get back to being a creator and doing all the good growth stuff.

[Attendee 2] (28:47 - 28:53)

So it's not really like a three pounds an hour VA in the Philippines. It's somebody much on a break.

[Shiv Haria] (28:54 - 28:58)

What do you do? What's the business? What are you trying to do?

[Attendee 2] (28:58 - 29:04)

Well, I mean, right now I'm just trying to tidy up a lot of kind of holes in my property business. Okay.

[Shiv Haria] (29:04 - 29:10)

So yeah. So the answer to your question is it can be a three pound an hour VA, but because it's you, it can't be.

[Attendee 2] (29:11 - 29:11)

Right.

[Shiv Haria] (29:11 - 30:03)

Exactly. If it was me, it could be because a three pound an hour VA is a robot. They need like real detailed instruction, like do this, do this, do this, like a robot does.

What you want is, because Dynamo is like, you don't have patients. So what you need is you need someone who's got a brain that they can, you can give them something and they can then just sort of run with it. And so for that, I'd be looking at someone that's probably more like 20 pound an hour, UK based, 20 pound an hour person.

Because then that person, and remember, like what you want to do is think about this as you're working together. You're working together to achieve the same goal. You're the left hand side.

They're going to be the right hand side. And they're going to defer some of the stuff over to you where it's creative or decision making, because they're not very good at decision making or creation, but you're going to defer some of the stuff to them where it's like execution and management of time.

[Attendee 2] (30:06 - 30:07)

Sorry, how do I find someone like that?

[Shiv Haria] (30:08 - 30:13)

You go to, we haven't done the recruitment process. Did you attend the Blueprint events?

[Attendee 2] (30:13 - 30:14)

No, I didn't.

[Shiv Haria] (30:14 - 31:45)

Okay, well, then you'd have to wait for spring when we do recruitment, which is probably now, I guess. But how you find someone, basically go to indeed.co.uk and then you'll get a job description from, in fact, here's the shortest way I would do it. I'd go to ChatGPT.

I'd say, ChatGPT, here's what my background is. Here's what I'm doing. Here's what I'm looking for.

Please, can you put together a job description? It will put a job description together, copy and paste that into a Word document or into Indeed. So you've now got Indeed advert out, and then let it go live.

You'd have to go through it. Now, with PAs specifically, everybody wants to be a PA. So you're going to get hundreds of people that respond to you.

The one line that, for anyone that's doing recruitment, this is the one line that will change everything for you. At the bottom of your advert, say in big, bold letters, if you want to apply for this role, please complete the GeniusU profile and email it to this address. That means that out of the 3000 people that have applied for this role by clicking apply, you don't care about those.

You only care about the ones that come into your email, who have completed the GeniusU profile. And especially if you're looking for a PA, you want someone that's got the attention to detail, that says, I'm going to read everything and do the things that you've asked me to do. So out of the 3000, you'll only get, I don't know, 10 emails.

Perfect. You've already gone from 3000 to 10. Now from the 10, I mean, at your stage, you probably just interview all 10 and go, or six of them or whatever and go, yeah, fair enough, I'll pick you.

[Attendee 2] (31:46 - 31:59)

And it's such a thing as like a zero-hours project. A lot of my holes are properties where, frankly, they're empty because work needs doing to get them occupied again. But I feel that needs someone kind of running around to do that.

Oh, well, perfect.

[Shiv Haria] (32:00 - 32:33)

So really perfect. You just said that, Ibadni. The person you need on your team is a tempo.

And it's a tempo because a tempo is someone who would make an amazing project manager. They would be able to go to your properties, deal with the builders. They'd have to do all this stuff.

And obviously you want someone that's got experience of doing this as well, but they can go and do all that stuff, but they can also hold you to account. They can also do the timing side of things. So that tempo can be like your project manager, your portfolio manager, but also your like admin PA type thing as well.

[Attendee 2] (32:34 - 32:36)

Would I call them like a portfolio manager or something?

[Shiv Haria] (32:36 - 32:38)

That's what we called us. Yeah. Portfolio manager.

[Attendee 2] (32:39 - 32:41)

I mean, it's not my huge portfolio, but.

[Shiv Haria] (32:41 - 33:22)

Yeah, I mean, it doesn't matter. And actually, I'll tell you where I found our portfolio manager. Actually, I don't know if this is where I found it, but what are the ways to get a good portfolio manager?

You know, wherever you are, like I was in Leeds, for example, my property properties, there's like a Leeds investors group. There's a Sheffield investors group. There's a Cardiff investors group.

Find that investors group and then put the job advert in there. Hey, guys, I'm looking for someone to look after my properties because there'll be other investors in there who are not financially free yet. And they're looking to they're looking to buy their own properties that make a bit of extra money on the side, you know, three, five hundred quid a month, happy days.

And they'll look after your properties for you. And you'll be like, that's perfect because they're investors. They know exactly what I'm looking for.

[Attendee 2] (33:22 - 33:34)

But obviously, if I have properties like some like I have Manchester and then I have London and I even have like going out of London, but closer to London, then I should have like one person do both or one in Manchester.

[Shiv Haria] (33:34 - 33:38)

And I think you've just got one, one, one, then you just want one person to do all of them.

[Attendee 2] (33:38 - 33:42)

That's what I figured. So, I mean, it would be someone who could kind of run around the country.

[Shiv Haria] (33:43 - 34:58)

Well, no, you'd probably want to find someone in those locations. So I tell you what you do. Sorry for anyone else who, in fact, good for anyone else who's also in this position.

You want to find a PA who also has some property management experience. And the PA will manage people on the ground. So you'll then go to these little, you know, Leeds group and the Cardiff group and you'll say, hey, I'm looking for someone that can, you know, be my on the ground person and then get your PA to manage the on the ground person to go and do all the stuff.

And I'll pay you per hour and everyone's power. And if this is of any use to you, your PA would be for you, especially like you want someone that's high powered, that can it's got a brain that can think on their feet. So you're looking at, I'd say somewhere between 1750 and 2250.

So let's call it 20 pound an hour. And the portfolio manager, as in the person on the ground, you're probably looking at probably something similar, potentially including or excluding the mileage. So maybe, for example, it'd be 20 pound an hour, including mileage, because it's not that much mileage I've got to do.

Or if it's getting, you know, it's not gonna be that much, but if I've got to do loads of it, then obviously you'll do 20 pound an hour plus mileage or 1750 plus mileage or whatever.

[Attendee 4] (35:01 - 35:02)

Okay, that's very helpful.

[Shiv Haria] (35:03 - 35:29)

I've been through all of it. Trust me, I've done all of this stuff that you're saying, I've made all the mistakes, and I know exactly where you are. Yeah.

Thank you. Perfect. Guys, I know I talk very, very quickly, but we've still got like 20 minutes left.

Who's got any more questions? Come on, Kate. You're sitting there smiling.

You must have something for me. I can't, I can't give you guys mention. John, you must have something.

You've always got something, John.

[Attendee 6] (35:33 - 36:05)

How are you getting on, John? I'll try and think of something, but there's nothing immediate I need, to be honest, apart from sales. Actually, yeah, just a pad time if nothing else, Shiv.

We're coming into sort of back into spring, into summer, I think. We've just done workshop eight. So when does the sales stuff kind of kick in?

Is that workshop nine or is that workshop 10? Is anything we could be doing in preparation for that? Because that's actually the bit that I'm at now, meeting clients or at least accelerating it.

Is there any kind of advance things we could be doing?

[Shiv Haria] (36:06 - 40:40)

I'd say, I don't know exactly when it is. I know that, well, the super event's in June, so it'll probably be June that you start kicking off doing that, because that'll be the start of summer. Sorry, it's not the start of summer, but that's when the super event is.

And then your question was, what can I be doing to start kicking off sales? You can always be building your profile, always be building a profile. And what does building a profile mean?

It means putting out more content. So creating content, putting out more content. And remember as well, John, this is something that took me absolutely ages to figure out, and for the rest of you as well, you don't need to create content all the time.

A couple of little bits of tips for you. One, you can post the same piece of content multiple occasions, because the likelihood that someone on your thing has seen it is unlikely. And if they have seen it, it's just a reminder for them.

No one's going, oh, I think I've seen that one before. If they're interested, they'll say, let me watch it again. So you can post the same thing multiple times.

The second thing is you can post the same thing multiple times with a different hook. The hook is the thing that you said at the beginning. So you could say, one of my hooks could be three property mistakes to avoid when investing in property, for example.

Another hook might be, this is why I get someone else to do my hooks for me, because I'm not a dynamo. Things to avoid when investing in property, or I don't know, I'm bad with hooks. By the way, guys, I know this is off topic as well, but if you are not already doing this, God, just go to like Apple App Store or Google Play Store, whatever, download the ChatGPT app.

It looks like this. Let me find it. Bottom right hand corner.

It looks like that. It's a free app. This one here.

And anytime you want to ask Google anything, don't. Ask ChatGPT. It will give you the answer.

And it will give you the answer in a very succinct way. You can ask ChatGPT. So here's what you can ask ChatGPT.

Hello, I run a property sourcing company. This is what I do. This is what my target market is.

I want to create some hooks. Give me some hooks. Boom.

I'll give you all the hooks. Donna, I want to raise money in four weeks time. And I want to create a one pager.

Can you give me the information? Boom. It will give it to you.

You know what I did the other day when I was recruiting my new MD? I asked ChatGPT. I'm going to get it out for you, because it was honestly awesome.

I asked ChatGPT managing director job. Here we go. You guys are going to be blown away by this.

If you don't already use ChatGPT, I said, based on what you know about my business, please could you help me create a brief job description for a managing director? It said, sure. Here you go.

And it gave me the whole job description for a managing director. Then it said to me, hold on a second. So then I said to it, I want you to set up a professional development plan for this person, because I don't want them to come in and be a managing director.

I want them to come in and be a senior manager and then go into another role that's a bit more advanced, like a general manager, and then be a managing director eventually. So can you please create it? And it did.

And it created a whole plan for me. And then at the end of that, it says, would you like me to create a simple visual table allowing you to plan visually? It could be useful for onboarding, goal setting.

I was like, yeah, do that. Then it created a bloody table for me. And then I said to it, and then it said, would you like me to create a little bit more of a detailed one so you can use it when you're having a meeting with this person?

And I was like, yeah, do that as well. It literally does everything for you. Honestly, if you guys aren't using this, it said, would you like me to create a one page PDF version that you could send to them?

Yeah, please do that. I haven't changed anything in this. I literally just sent this over to them.

I sent this to a couple of other people, entrepreneurs that I know and on the board, and they were like, this is amazing. And I was like, ChatGPT did this. I did not do this.

So please, guys, take it from me. If you're not using ChatGPT already, please start. You don't know what you're missing out on and how amazing it's going to be if you start using it.

All the answers that you think is it. Clark, you have a hand raised. Yeah, I'm asking for a friend who's in the room nearby.

[Attendee 7] (40:40 - 41:00)

Oh, yes. Well, I had my hand up as well, because I find that I was very hesitant to use ChatGPT. But once you start with a question, and then as she says, it prompts you to ask other or would you like other information on the PDF files, the graphs, everything, it's amazing.

So I just wanted to.

[Shiv Haria] (41:00 - 43:39)

Oh, gosh. And if you guys haven't already, right, so on ChatGPT, there is this button at the bottom, the microphone button. So with that button, you can talk into it.

Let me give you an example. Watch this, right? Hi, ChatGPT.

I am on a mentoring call with about 12 people from Property Entrepreneur, and I'm teaching them about how to get the most productivity and how to be as systemized as possible. Please could you give me three top tips that I could give to them at the end of this call? So it then recognizes what I'm saying.

It types it all up for me. I press enter. Watch this.

Here are three sharp practical tips you can share to wrap up the session powerfully. Number one, work in blocks, not bursts. Splits your day into focused time blocks like 90 minute deep work and then a break.

Don't multitask. It kills output and quality. Number two, build a weekly rhythm.

Have a repeatable weekly plan that includes CEO strategy time, team time, client time, and operations time. Number three, SOP everything that's done more than twice, as in put it all into. So it says, if you do it more than twice, document it.

Use a loom video or notion to record screen flows, checklists, or voice notes. Would you like me to turn these into a short slide or leave behind for the group? Yes, please.

Let's see what it does. I've never tried this before. Let's see if it creates it.

So it's now creating a slide. And then at the end of this slide, it will say, do you want me to put this into an actual PowerPoint document? I think.

So it's just creating a slide for me. Let me know if you want it to be a branded PDF or a canvas style graphic that I can put together. It'll put it together in my branding.

Like, it's honestly amazing. Please use it. It will change your lives.

Right. Let's see. Yeah.

So paid version or free version. Honestly, I'm on the free version, guys. Don't tell the board because they're going to be like, well, you're on the paid version.

I'm on the free version. I don't want to spend 20 quid or 200 quid or whatever it is a month. I'll just be on the free version.

It gives me everything that I need on the free version. You don't need to be on the paid version. You can be on the paid version if you want.

Yeah, Kat.

[Attendee 4] (43:40 - 43:57)

It's just about the paid version. So is it only... I went on the paid version because for the strategy day, I needed to get those slides and all the images and everything like that.

But I guess if you don't need that on a regular basis, then is that just the ordinary...

[Shiv Haria] (43:57 - 44:06)

Can you give me a picture of 12 people sitting in a boardroom? Can you generate an image for me, please?

[Attendee 4] (44:07 - 44:19)

I think the thing is it only allows you three images per day or something like that. Yeah. So other than that, there's no...

Right. OK, thanks. That's brilliant.

It's worth my while turning up today.

[Shiv Haria] (44:20 - 44:21)

Hey, Vadney, go for it.

[Attendee 5] (44:23 - 45:19)

You'll need to. Shiv, hi. I'm still here.

Oh, yeah, good. Shiv, I have the paid version and I don't mind paying 19 pounds and 95 a month because it's brilliant. And I use it all the time.

In fact, when I get an email from someone who's complicated, I say, please provide a reply to this. Bang. I dealt with thank yous council this morning.

They gave me a boring thing and I said, find me a reply and they gave me a reply. And I got something yesterday that I thought, oh, God, what do I do about this? It's a bit section 21 eviction process.

And again, I said, can you provide a reply? Bang. It's better than a VA.

Sorry, not being disrespectful. So my 19 pounds and 95 a month, happy to pay it. I use it all the time.

And just one other quick question for a friend who's nearby in a room nearby. You mentioned if you're hitting someone on getting to do the genius, whatever, what was the genius thing again?

[Shiv Haria] (45:20 - 45:23)

I remember you test the genius with a you at the end.

[Attendee 5] (45:23 - 45:24)

Yeah. You test.

[Shiv Haria] (45:24 - 45:27)

Yeah. Test. You can Google it.

Genius. You test.

[Attendee 5] (45:27 - 45:29)

And no, I don't Google anything anymore.

[Shiv Haria] (45:29 - 45:35)

Chat GPT. Sorry. Chat GPT.

Yeah, I'll do that. OK. Thanks.

[Attendee 2] (45:35 - 45:51)

You said, yeah, how what did you do that? When I do chat GPT, which asked you quite a lot, I sort of go quite anonymous. So, I mean, I think it probably does know me.

But how did that when it says based on you when you said to it based on what you know about me and my business, what did you do?

[Shiv Haria] (45:52 - 46:04)

Did you give it about your business or pick it up? If you click on that bit there, you can then insert. Let me see where it says it's a personalization.

There's a bit here where you can basically insert anything you want it to know.

[Attendee 2] (46:04 - 46:15)

Can you show me? I always do it on the laptop, not on the phone. But what icon is it or whatever?

It's very much on my phone.

[Shiv Haria] (46:15 - 46:57)

I hate my phone. I'd be on reference of memories. Manage memories.

Oh, here we go. So if you go to personalization and then manage memories. In manage memories, I put in their shape.

Haria manifesting, generating the human design whilst dynamics profile of 38 percent trader, 32 percent creator with some blaze energy. This aligns with my. What is this?

Oh, I put it in, but it's come up with a bunch of assets. This is my business. This is the website.

These are my parents. This is how old they are. These are my my siblings, my date of birth.

This is why I love this, what my values are. It's got a bunch of stuff in there.

[Attendee 2] (46:57 - 47:04)

So we can actually enter in a whole lot of information about ourselves. I didn't know that. That's interesting because I use it a lot, but I've never done that.

[Shiv Haria] (47:05 - 47:11)

Yeah, I don't know if it's in that personality because that looks like it's created that about me. But I did input something into it at some point.

[Attendee 2] (47:11 - 47:14)

Well, I could ask you. I could say I'd like to ask you more about me.

[Shiv Haria] (47:14 - 47:15)

You know, I do. I do.

[Attendee 2] (47:16 - 47:44)

I mean, it is it does lead you like I did. I somehow end up a lot of legal issues like now, I'd say Eon and I've been because they expected my credit rating, you know, the Eon have put down a bill that I paid that they say I haven't paid. And ChatGP does write the most brilliant responses to them, you know, and it's not, you know, really like it came up with the idea with Eon to tell them, like, I don't think I've done anything wrong.

Suspend this thing, you know, until you prove I have done something wrong, not that they've done that yet. But I never thought of that.

[Shiv Haria] (47:44 - 47:53)

And then you can also say to ChatGP, can you add a little bit of a snarky comment at the end? And it will. Yeah.

Can you say it in a more pissed off tone? And it will.

[Attendee 2] (47:54 - 47:59)

Right. Yeah, no, it's brilliant. It's just, and for legal stuff, it's brilliant.

I mean, maybe I'll check some things.

[Shiv Haria] (47:59 - 48:07)

Well, just remember the legal side of it, legal and tax. Check, double check.

[Attendee 2] (48:07 - 48:19)

Yeah. So it gives you the ideas. But then I'll go to a lawyer with much more clarity about what my options might be.

I did that in a situation. I've got it to, like, and it gave, and then I went to the lawyer and I said, I understand this is an option.

[Attendee 8] (48:19 - 48:19)

Yeah.

[Attendee 2] (48:19 - 48:27)

And it's up to him to say whether it really is, you know, if he's, you know, if he then goes ahead and say, oh, we'll do option B and it's not the right option, it's still on his head.

[Shiv Haria] (48:28 - 48:28)

Right.

[Attendee 2] (48:28 - 48:30)

But I've given him ideas.

[Shiv Haria] (48:30 - 49:31)

Exactly. Yeah. And that's what you need to do with everyone.

By the way, if everyone doesn't know, like you, the people that are your professionals, that, you know, solicitor, your accountant, et cetera, they work for you. And what that means is you can't trust them to always have the answer. My mum used to do this.

She used to go and ask the solicitor and then trust that what he said was correct. That's just not how it works. They work for you.

You've got to take their information and you've got to make the decision. Don't outsource your decision making. Slight little extra topic there.

Anyone else? A couple of minutes? No?

Those I'll let you go. Hope that was useful for you guys. Sorry that I bounced around a lot.

I have lots of ideas and I want to give it all to you. But yeah, top tips is toggle. If you're not toggling already, toggle just to get an idea of where you're spending your time.

It will really help you to become more efficient. Hire a PA is an absolute master. Genuinely.

If you listen to me right now saying hire a PA and you think it's not for me, in two years time when you do hire a PA, you're going to kick yourself and go, God, why didn't I do that sooner? Just try it. It's a zero hours contract.

Try it. If you don't like it, you don't have to pay them anything. Kat?

[Attendee 4] (49:32 - 50:30)

Yeah, it's a bit of a stupid question, I think. I just have this new property investment company and although there's cash flow, my bottom line is negative. I'm currently in year three.

I've been supplementing with my own money, obviously. When you say hire a VA, that's exactly what I'm thinking. It doesn't apply to me at the moment.

The question is, but I know I'm doing all these tasks that are really tiresome and boring, and I would love somebody else to be doing them. I just feel I just need to have a decent bottom line. I feel that once I've got a bottom line that's positive, I will then, that'll be the first thing I do.

I just think it would be irresponsible at the moment to do that because I don't see a VA increasing your income right now.

[Shiv Haria] (50:31 - 50:31)

Yeah, yeah.

[Attendee 4] (50:32 - 50:34)

Because I still only have the same assets, if you know what I mean.

[Shiv Haria] (50:35 - 51:02)

I know exactly what you mean, yeah. You're probably right. It comes down to your attitude to risk.

Some people, what they do in this instance, which you shouldn't do, what they do is they say, oh, let me go and get a loan now and then I'll pay for the VA of the loan. No, that's too high risk for me. I don't want to do that.

Probably what you're doing is correct, but the only thing I'd challenge you on is when you say the VA is not increasing the top line or the bottom line and they're just kind of like doing the work, but what they're doing is they're taking the work away from you so you can then go and increase the top line and bottom line.

[Attendee 4] (51:02 - 51:11)

I understand that. Yeah, but I think what, yeah, yeah, no, you're right and I'm getting into detail that all the no buts, but I hear you. Thank you so much.

[Shiv Haria] (51:11 - 51:13)

No problem. Danielle, yes.

[Attendee 3] (51:15 - 51:36)

Hi, just very quickly to take advantage of your experience. I've got the opportunity of purchase lease option on 12 units with a retiring landlord. What would be the two things I need to look for when I'm stacking the deal?

I'm sort of aiming for a 50% ROI in the first, well, including the option fee. Any thoughts?

[Shiv Haria] (51:38 - 51:43)

Yeah, what would that you need to look for? Is it near you? Is it in your area that you work in?

[Attendee 3] (51:44 - 51:46)

It is my area, yeah.

[Shiv Haria] (51:50 - 53:05)

What would be the two things that I look for? Well, this is what comes to my mind, is to say sometimes people have a lease option on say 12 properties, but three of them are shit. So we say, well, can I just get the nine?

I don't want the 12. I don't want those three, you know, because the landlord doesn't necessarily know there's the crap, but you can assess it and go, these are the good ones. Those are not so good.

Let's take that because if you do that, that will increase your ROI. Whilst it will decrease your profit, it will increase your ROI because you're spending less money because you're not buying 12, you're buying these ones. What else to look for in a purchase lease option?

I don't know, to be honest with you, probably just get it. Just for transparency, I haven't done a purchase lease option. I just buy them.

I just, I like owning them. And it's obviously slower because it means I've got to wait for the money to come in before I can buy them. But that was the way that I did it.

The only other thing I'd say is having not done a purchase lease option is make sure you get someone to look through the terms and conditions, because obviously the thing that will put you out of business is if your contracts aren't strong enough. Something goes wrong and then you've got to enforce them. That's a good tip.

[Attendee 3] (53:05 - 53:06)

I'll take that.

[Shiv Haria] (53:08 - 53:50)

Cool. Chat, let's see. John, does everything put into chat to become public information?

Is there a secure version that keeps personal info? That's a really good question. Ask ChatGPT.

I don't know the answer. But I did hear someone said to me, oh, I've always been skeptical about ChatGPT and these ones because I don't want all my stuff to go public. And my thought to that has always been, you're on social media, your stuff's already public.

And of course, I understand what you mean because there are some things that are much more personal that you're not putting on social media that you're putting into ChatGPT as your best friend that you're asking all the questions to. But I've put some very personal things into ChatGPT, so I hope it's not public. But actually, one thing.

[Attendee 6] (53:51 - 53:59)

I was going to say the reason for asking Shiv is whether it could do any of the day job, which is quite secure and a little bit, you know.

[Shiv Haria] (53:59 - 54:23)

Ask it and see what it says. But I'll tell you what I did, John. The other day we got a lead that came through and where it says, where did you find us?

She said ChatGPT. And that's because we've been doing a lot of stuff on ChatGPT. So the more you put into ChatGPT, the more ChatGPT knows, which means that when other people said to it, you know, I'm looking to do buy select properties in the north, who should I go to?

Boom, Lifestyle Property People. Because we've been putting stuff into it that says this is what we do.

[Attendee 6] (54:24 - 54:25)

Right. Good point.

[Shiv Haria] (54:26 - 56:43)

Cool. Danielle, really interesting conversation. My 23-year-old niece, the youngsters of this world are very concerned about the serious negative impact that AI has on the environment.

ChatGPT, for example, uses a huge amount of water energy for each prompt. Yeah, I think the younger generation, I feel, there's two things. One is obviously they're increasingly more, you know, concerned about the environment.

But two is that they're increasingly more scared about, as I say, the state of the world, the state of the planet, because, you know, everything to them seems like it's going wrong. But we all know, because we're a little bit wiser, that the actual state of the planet is the best it's ever been ever. Like we are wealthier than a 18th century king.

We have this in our pockets. We have better, cleaner water, cleaner air, we have everything. So whilst on the outside, because of social media and the TV and whatever, it looks like the world's on fire.

The world's absolutely not on fire. We're literally the best time to be a human being is now. So that's my only talk on that.

But I know what you mean. Like there's obviously a lot of concern from some people about the impact that these things are having. And actually, I read somewhere last minute or so that Mark Zuckerberg and Steve Jobs didn't let their kids play on their iPads until they were like older.

That's interesting, isn't it? These people that invented the iPad didn't let his kid play on the iPad. Oh, interesting.

Cool, guys, I will leave it there. Thanks for that. Can I do one last thing, take a quick little picture if I can.

Let's see, get rid of that. Remove pin. Oh, sorry.

Okay, little picture before you go. By the way, if you are not showing your face, show your face for a second so we can take a picture. And then I will let you go.

Right, one, two, three, smile, everyone. Amazing superstars. Thanks, guys.

Really hope you enjoyed that. And look forward to seeing you guys soon.

[Attendee 4] (56:44 - 56:50)

Thanks. That was great. Thanks.

Thank you. Thank you. Bye.

Thank you.