**20.11.2024 - Video\_Transcription**

[Rachael Davis] (0:13 - 0:14)

I don't see her now.

[Attendee 9] (0:40 - 0:42)

She's not there.

[Rachael Davis] (1:37 - 1:40)

Hello, everybody. Can you hear me?

[Attendee 4] (1:41 - 1:42)

Yes, I can hear you.

[Rachael Davis] (1:42 - 5:21)

Oh, lovely, lovely. Well, there's loads of people on here. Welcome, welcome.

It's nice to see you all. Lots and lots of people on here. So today I'm doing mid month mentoring.

So I have a list of people and I just want to check that they're on the call before we say hello to each other. So, Everdeen, are you on the call? Are you able to talk?

Yeah, I'm on the call. Excellent. Right, that's just checking you in.

And Dan, is Dan on the call as well, Daniel Chambers? Oh, he's just joining now. So we'll give him a second to join in.

So that is, I think it's two key people I'm talking to today. Is anyone else put their names down for mid month mentoring? I don't know whether the people have changed.

Oh, Kat, Kat, were you on mid month mentoring? Did we get you in? Yes.

Yes, excellent. And you're here. Hello.

Right, marvellous. I've got three by the sounds of it who are doing mid month mentoring. Let me just explain to everybody how this works and then we'll look to get started.

OK, so three people have put their names forward. If everyone could mute their, I can hear somebody talking. If anyone can mute their phones, it would be great, or the sound that's coming through.

That would really help. Thank you. So just let me give you a bit of an overview of how this works.

Some of you might have tuned into one of these before. So the three people, we're going to give you about 15 minutes to chat through with me, a challenge, an issue, something that you've got that you want to talk about. I've been pre-warned about some of them.

So that's great. I think at this point, Kat, we're going to be talking about your habits. Evan, we're going to be talking about delegation and virtual assistants.

And then Dan, we're going to be talking to Dan around how he can, what property strategies he can put in place to help him that don't involve putting money down. So basically, how can he set off a new property strategy which doesn't involve lots of cash and that he can pretty much get started straight away with. So that's the three people who we're going to be doing some mid-month mentoring with.

There's lots of people on the call as well, which is excellent. So what I suggest we might do is I'm going to give us all about 13 minutes to have the conversation. And then the last few minutes, I'm going to hand it over and just see if anybody wants to raise their hand and contribute, because there might be someone else in the group who might have something really valuable to share as well, because it's not just my brain.

We're going to we're going to use everybody else's brains to help as well. So maybe at the end, we do a little bit of does anyone else want to have a contribution and help with the problem? It might be somebody you know, it might be something you think of that you can help with.

So that's what we're going to do at the end. Hopefully that all sounds good so that people get an opportunity to contribute as well. So what we'll do is I'll just choose the running order, if that's all right, and we'll get started in a minute.

And hopefully all of you are all well and everything's going brilliantly this week. Everyone doing their Sunday sanity and getting on with it. All right.

Hands in the air. If you're doing your Sunday sanity. Yay.

Good. It's all starting to look good. Right.

Well, let's get let's get moving. So should we start with Kat? Because Kat, you were actually just looking at me.

You're on my screen at the minute. I don't know why I've got your face directly on my screen. But you're there.

So should we get started with you? I'm going to put a timer on and then we can get started having a chat. So I'm going to put shall we say 12 minutes because there's quite a few people.

So we could maybe get some other contributions from other people. So that's really important. So let's try.

Let's start with 12 minutes. So bear with me a second. Let's get the timer going.

[Attendee 1] (5:22 - 5:24)

Open it on the Zoom screen so we can see.

[Rachael Davis] (5:25 - 5:28)

What the what do you want on the Zoom screen?

[Attendee 1] (5:29 - 5:32)

The timer. There's an app at the bottom of the screen.

[Rachael Davis] (5:33 - 5:42)

Is there a timer on here? Yeah, that's a good idea. I was going to do it really old fashionedly and do it myself.

Where are the. Let me have a look on in Zoom.

[Attendee 1] (5:44 - 5:51)

Yeah. So in Zoom, bottom bar apps and you've got an option of a timer. I can do it for you if you want, because I think it's even though.

[Rachael Davis] (5:52 - 5:55)

Yeah, I might not have a timer downloaded. Let's just have a look.

[Attendee 1] (5:57 - 6:00)

See if I can do it for everybody. If I do it, that's the issue.

[Rachael Davis] (6:01 - 6:33)

Yeah. Timer clock agenda. Let's see if this one might work.

Oh, I might have to. I haven't got it prepared. And that's noted for the future.

It's not on here. So I don't think I'm going to be able to do it on this call and I don't want to deflect for too long. Because it's very important to help you with your challenge.

So let's get moving. And I'm going to put the timer on now. So, right.

Kat, do you want to tell everybody what you're having a challenge with at the minute?

[Attendee 1] (6:34 - 9:53)

Yeah, absolutely. And I'll tell you straight off the bat. What I want to do is hear from other people what they're doing to make this work well.

So it's about the habit. And I've written five habits. I thought about them quite a bit and I wanted things that I felt if I could, if I could really stick to them, they would have a huge positive impact.

You know, over this period of a year, they would kind of compound and significantly impact results for me. So the first five I came up with was, this sounds pathetic to walk three and a half thousand steps. But I actually work really well from home.

So if I don't, if I don't get out, it doesn't get done. And three and a half thousand is what I measured as the shortest possible. That's that's how many steps it takes to walk around the block where I live.

So that's the shortest I can do. And then anything beyond that is better. And then I've been doing about five thousand a day.

So actually, that's the habit that I've been able to do and I've done really well. Then I thought for a bit of hit, cardiovascular improvement and a bit of coordination improvement, because I'm 51, I can't believe it. I never thought it would happen to me, but I'm a bit clumsy suddenly.

I can't explain it. You know, if you're old enough to understand this, but you never think it's going to happen to you and all of a sudden you're a bit clumsy. So skipping every day.

I'm used to that. But I'm going, my streak, my performance streak is 50 skips in one go. I'm like a lolloping giraffe going around the garden, give you the visual of it.

It's hilarious, but actually it gives me joy to laugh at myself. And that's an OK habit as well. And it doesn't half get your heart rate up super straight away.

You're going to have a heart attack. Then my other ones that are more challenging is this about performance. So three things each day.

So I've had that habit for a long time, many years, actually, and I consistently fail to achieve it. It sounds so small, but it's at the beginning of each day to check in and say, which of my three frogs or at least tadpoles that I need to get eaten, what's the most important tasks, the most like where I've got resistance or whatever, and then to check out like around four o'clock, three o'clock to make sure I've done them. And if I haven't done them, make myself do them.

I just consistently fail at that. It sounds so straightforward and obvious thing to do. So I struggle with that.

And then I've also put I have a money Monday. So for I want to do four hours solid admin to make sure that I'm on top of all the invoicing out and in the finance, anything to do with finance and keeping on top of property admin and whatnot for us every Monday. Again, I know it's time blocks in my diary and then I just don't do it.

I distract myself with other things I prefer. My last habit is to tidy three things every day because it may not come as a surprise to you. I'm quite disorganized around like just generally.

I want to be a tidier person, tidier mind, tidier kitchen, tidier office, that sort of thing. And I struggle with that as well. So I was the net result of all of this is, I think, because I like to win at things in the nature of my personality.

I still have got two blank habits cards. I just won't write them on the cards because I need to win.

[Rachael Davis] (9:54 - 9:54)

Yeah.

[Attendee 1] (9:55 - 9:56)

Let me.

[Rachael Davis] (9:57 - 10:11)

Is there anything else you. Yeah, sorry, Kat. Is there anything else you want to add before I give you my opinion?

Because obviously I've been doing habits for five years, so I definitely have some thoughts that I could help share with you that that you might want to take on. But is there anything else you want to add?

[Attendee 1] (10:11 - 11:18)

Yeah, just something else, because I just want to share before just to acknowledge as well. So many people have given me great feedback already. So thank you so much.

You know, she said about focusing on the gain and not the gap. And psychologically, that just felt really good. Nina was saying about just stack them, make them a bit easier.

When I listened to Chris Conan's midweek mentoring last week on the year off, that struck me because he said make them more personal. So that made me think, phew, I can get rid of three things a day and money Monday. But in place to personal ones.

And I was having a chat with John. I know he's on the call as well. But when you feel like doing it versus when you don't feel like doing it.

And Katriona Connolly said, you know, like a clean slate. Think of it as a clean slate every day. Don't beat yourself up.

So that's thank you, everybody for your feedback. But my summation of all of that, and I think I said it in response to somebody is like knowing what to do and actually doing it are completely different things.

[Rachael Davis] (11:19 - 14:28)

Yeah, they are. But also one of the things that's really important with habits is that you only know your own limits by trying them out. So it's good that you tried some and failed.

If it makes you feel any better. I had six. Remember, I've been on P for five years and I was currently trialing six and I failed at three.

Spectacularly, spectacularly. I've not been doing them at all. And all of this just means that you need to re-evaluate, Kat, which is where you're at.

What I would suggest, having done these things and we about all the things about habits is it's got to be really simple. If it's not simple, it will be very difficult for you to do. If it feels like a chore to actually get it done, then it's not simple enough.

So I would say the ones that you're having trouble with, like getting up and away from your desk and walking around the block is quite simple to do. You just need to stand up, walk out the door. Yeah.

Even if you make sure you're walking boots by the door, whatever it needs to be. You need something to remove the friction, skipping in the garden. Have you got the skipping rope like near the back door or something so you can just literally pick it up?

Yeah. So think about the principles of that. And if you've read some of Atomic Habits, he talks about remove the friction.

So make it really easy for you to do. I personally think that trying to tidy three things a day isn't a habit. I think you need to really simplify that.

And I would ask you to question and evaluate how important it is at the minute that you need to be tidy. And are you just. Yeah.

Is that necessarily a habit or could it just be something that, you know, when you've if you if you finished work earlier, for example, say if you were to knock a clock off at five, could you then do the tidying then? So sometimes it's about your work day habits that maybe cause some some of that. If you feel like you're untidy in the house, for example, not knowing the full context of why you want to tidy, but maybe you can help me with that in a sec.

And it might be about your the time that you finish. So I'll give you an example. One of my habits recently was to get to bed by bed by 930.

And it's very hard for teenagers in the house to do that. But one of the things that Paul said to me was we're having dinner too late. If you had dinner earlier and you clocked off earlier, Rachel, and we could eat earlier, then bedtime would become easier.

So sometimes there's something else that's happening that's stopping you from doing that. So it's having a think about what's going on in your day that stops you from actually executing on that. But to me, it might be I would, you know, I would consider putting something in there.

You've got two great health ones are skipping in the steps. Is there any other health oriented water or food related choices that you could make or something that's easier to execute? And I would say three things each day.

One of my lessons learned this year is eat the frog first. So maybe one thing. Could you do one thing, Kat?

Is that one thing per day? And that would be enough. That one difficult task, the most difficult thing you've got to do today.

You do that first. Might be easier than trying to do three.

[Attendee 1] (14:29 - 14:36)

Yeah, eat the frog first. Yeah, you've increased my ability to execute on that by about 66%. Yeah, I like that.

There you go.

[Rachael Davis] (14:36 - 15:36)

So sometimes what we want to do with habits and things, because we want to do well, we start off with all these great intentions. But what we do is we overcomplicate everything. So we overcomplicate our year of's and our personal and professional objectives.

We overcomplicate our headline strategies because we want to do these things. Don't let your intentions get the better of you. Good intentions are great, but good intentions are what they are.

What you need is the ability to execute. And that is thinking about what you're trying to achieve and then actually cutting it back by 75% and then you can achieve it. So it's maybe sometimes it's simplification and simplification is actually one of the hardest things to do in my experience.

And then your money Monday, four hours admin. That's such a lot of pressure. What about one hour, one and a half hours or maybe one task?

What one task can you knock off your Sunday sanity a week that's admin related? What do you think?

[Attendee 1] (15:37 - 15:59)

Yeah, I include in that my VA meeting, so I'm setting up her tasks for the week as well. But yeah, and the reason I'm not doing it's funny, it's really interesting. It's just coming to me and talking about it.

So there's the one about being tidy and this one about the money morning. It's not actually the habits, it's the issues, it's my behaviour. Yeah, so it's more a behavioural change level I think.

[Rachael Davis] (16:00 - 16:09)

What's causing the behaviour? What do you think is causing the behaviour or the avoidance? So sometimes it's something to dig into, isn't it?

Do you not like admin? Because I don't.

[Attendee 1] (16:09 - 16:15)

I was going to say I won't smoke, it's just my painting in the back. I hate it. It literally bored out my brain.

[Rachael Davis] (16:16 - 16:24)

So can you, the question there is, and we'll come on to this with Everdeen in a minute, can you delegate all of your admin so you don't need to do a single thing? Would that make you happy?

[Attendee 1] (16:27 - 16:28)

That would make me ecstatic.

[Rachael Davis] (16:28 - 17:50)

There you go. There's the answer. I would not have that as a habit, to be honest.

If it's something you don't like, it's definitely not something I would make a habit. A habit is something like you wake up in the morning, you want to drink a bottle of water because that's a habit. You know, eating clean is a habit, eating like mine are, going to the gym, doing physio and eating enough protein.

Like that's a habit. Whereas I think with this one, it's a discipline and a discipline comes into Sunday sanity. But it also comes into the art of delegation, because if you have something that you don't like doing, you should 100% work out how to give all of that to somebody else.

And that would be where I would start with that one. But I would say that you've got some space here to rethink three of your habits and make them more easy to execute. Like, you know, think about the skipping rope by the back door.

You know, you're walking boots by the door. That's, you know, two excellent habits that are already working out there. You've proved that they work.

So the execution needs to be easy and the task needs to be very simple. And it needs to make you feel good. Right.

So the whole other thing about, you know, admin doesn't make you feel good, Kat, so don't have it as a habit, in my opinion. What does everyone, should we throw it out? I think my alarm hasn't gone off, but I think we can throw it out to the room now.

What do other people think? Does anyone want to contribute? Just take yourself off mute and give Kat an opinion on the habits that she's got.

[Attendee 8] (17:52 - 18:32)

I think the skipping one is inspired. I'm just trying to work out whether it's cool to skip with a child's skipping rope or whether I need to buy an adult one. An adult one!

Yeah, it's got like rattles and things at the end and it lights up, so I might need to buy an adult one. It's a great idea, Kat. I'm already thinking where I can hang it.

So, yeah, well done. I'm going to try that this week and if it works, I'll stick it down as a habit. So thanks for that, because I was struggling too.

Like you, I work from home and you get involved, turn to your desk, it's seven o'clock, you eat your tea and that's it. The opportunity to go for a walk is gone, especially with the terrible weather we're getting. So, yeah, thank you for that.

[Rachael Davis] (18:33 - 18:37)

Excellent. Anyone else got any other thoughts they want to share for Kat on this?

[Attendee 7] (18:37 - 19:15)

Hi, Kat, you said that you hadn't written anything down on your card. I was exactly the same and I had a very similar conversation with my husband and he said, don't be so stupid, just get a pencil and write it down. And actually, as soon as I've committed to writing them down and I've changed them since.

There's only one I've kept of my original five and I'm not doing all of them and I'm still only doing the one at the moment. But as soon as I'd written them down, it was far less overwhelming because they weren't in my head anymore. So use the card in pencil and edit it as much as you like.

That would be my tip. Yeah, I think it's a process of committing.

[Attendee 1] (19:16 - 19:24)

So I've got them, I've got them on my board in the colours of the air of my life. But it's the process of just committing to it that has made, you know.

[Rachael Davis] (19:25 - 21:08)

I think, Kat, the three that you're not doing is because they're not necessarily making you feel good. They're making you feel like you've made a commitment. Where we want to get to with habits is not commitments.

They're things that you can do that are easy to execute. They're very simple. Over the years, eight hours of sleep a night is a good habit.

You know, if you go to bed a bit later than you normally do, make sure you're not getting up at six in the morning and only getting seven hours sleep. So it's little habits, little tricks, mindfulness, miracle mornings, you know, little things you can do. Make them simple.

You know, just don't make them feel. If they feel like a commitment, then that feels like a burden. And that feels like if you've got to think about that every day, it can be really taxing.

So it doesn't want to be taxing, whatever it might be. And I think you just got to go down. And it's absolutely fantastic to try stuff and feel spectacularly at it.

This month, I've not been able to track my sleep because I keep forgetting to charge up my iWatch. That's one I've just failed at. I was meant to be sleeping with my tracker.

Sleep meditation, that one went out the window because I've got a small 12 year old that keeps interrupting every sleep meditation that I try and do. So that's gone in the bin. So it's all right to try stuff and go, actually, that was totally unrealistic.

It doesn't work for me. And if it's too difficult, it needs to go in the bin and you need to try something else. And I think if I want to hear that more people have failed than succeeded because it means you're trying things out, it's really important.

So don't feel bad that two have gone brilliantly and three haven't. You know, I know you like to win and I get that. You feel like this isn't going in the direction you want it.

But in my opinion, you are absolutely, absolutely doing the right thing. You're learning as you go. That's what this is all about.

Was that OK?

[Attendee 1] (21:08 - 21:30)

Yeah, I've taken a lot from that. I mean, the big things for me, which is completely reframed habits for me, because I've always thought of habits as challenges to grow a bit further so that thinking of them differently, as simple and easy and avoiding a sense of commitment and not putting things on that you really don't like doing. Yeah, I guess.

Yeah. Yeah. You're setting yourself up for success that way.

So, yeah, totally.

[Rachael Davis] (21:30 - 22:04)

And that's what you need. But this is the learning piece. This is where you figure that bit out.

And that's excellent. I think we've made a breakthrough there. So I'm looking forward.

You need to promise me that you're going to post them in the community so I can have a look at them when you're finished. Yeah, yeah. Keep the two, obviously, because you're inspiring everyone to skip.

And it is really hard. I've done quite a lot of skipping in my time as well. And then there's the like the three that you need to change.

I'm looking forward to hearing them. Shall we? Thank you very much, Kat.

Really appreciate you coming on the call with me. And let's get Everdeen. Everdeen, because this goes on to delegation, Kat, so you might find this quite useful anywhere.

Everdeen, are you there? Hello.

[Attendee 3] (22:05 - 22:06)

Welcome from.

[Rachael Davis] (22:07 - 22:08)

Whereabouts are you right now?

[Attendee 3] (22:08 - 22:28)

I'm in New Jersey, in America. I just flew in yesterday, so I'm like, yeah, but I got up, I made it, had my shower, got my hot water. I drink hot water, actually, for those.

I couldn't do cold water. And so then someone said to me, drink warm hot water. Yeah.

All the difference. And so I just drink hot water in the morning.

[Rachael Davis] (22:28 - 22:32)

And that's a great habit. Drink one green tea when you wake up. Like things like that.

[Attendee 3] (22:33 - 24:29)

Yeah. I drink water, but the fact that it's warm is I find a lot easier. I can't do cold in the morning anyway.

Right. So my thing is on the delegating. And I've been talking like for now for over a year about hiring a VA.

I've done. I've met with people. I've spoken, you know, who like run VA companies.

Well, I've had one anyway. And I'm no favourable forward. Just about had a cleaner in my house and, you know, once a week and even that I find challenging.

Like kind of, she does this wrong, she does that wrong. And, you know, it makes a difference. So at the moment, I'm going with that.

She doesn't speak English, which maybe doesn't help either. But like I know, like I do some silly tasks, you know, that could be delegated. And.

I don't know how to do it. I'm like, I'm really I think I wrote a whole post book post. I'm not good at letting go because I have this like unspoken mantra that I can always do it quicker and better.

I find fault with everything everybody does. And also I find it hard to break down like tasks. What would they do?

Like something small. I kind of just know what to do. And I was thinking, how could I?

Yesterday I've gone to America. I need to send a key to an inventory clerk. And I was explaining to my kids who are still at home how to do it.

And it's so complicated to give instructions like now I haven't got a choice. I'm away. But if I'd be there, I'd just pick it up and do it myself.

It's a very small task. But giving like breaking down instructions and giving them and making yourself clear. I find very challenging and very frightening, which is, I think, also part of the reason that I've never really been good at delegating.

My own stuff is quite chaotic and I know my kind of systems, but I don't know if they make sense to anyone else. And it's probably better for me to reduce the chaos as well.

[Rachael Davis] (24:30 - 24:36)

Can I ask you to tell me what your wealth dynamic is? Do you know?

[Attendee 3] (24:37 - 24:58)

It's dynamo, the green, yeah. I'm very good at getting things started and not so great at getting stuff finished. That kind of thing.

I'm pretty good with ideas. I'm quite good at my own ideas. I'm quite good with other people as well, like say whatever, whatever.

And I say, how about this? Oh, that's it. I'll do that.

[Rachael Davis] (24:58 - 25:13)

So an ideas person, you're a dynamo, great at getting things started, not great at getting things finished. And of course, the bit in the middle between that is delegating, isn't it? And actually getting people on board to work with you.

Have you ever worked with a team of people before or an assistant?

[Attendee 3] (25:13 - 25:59)

Right. So it used to be my background in social work. And then I managed a mental health charity quite a long time ago now.

And I found that very difficult, too. I was pretty critical of their work. And then I knew less about accounts than I knew now.

So I never got involved in that. Except, except there were accounting issues, not because of the accountant, because of the way money was being sent by the trustees. So, yeah, I found it quite hard.

And I think they found me quite hard. So I had an admin person and I had another. How long do they last with you?

But like somebody worked with people anyway. Yeah, I mean, you know, I learned then that I was controlling, which I am. So I understand that, yeah.

[Rachael Davis] (25:59 - 27:58)

OK, so let me tell you one thing for certain, Evelyn. The problem, the challenge you've got with handing things over to someone else is completely normal. Everyone, especially entrepreneurs, think that they can do a better job.

And in most senses, entrepreneurs are absolutely right. Everything in your business that you really care about, you could do better than anyone else, mostly because you really care about it. But when you bring someone on board, I think the reality is that they will do it 80 percent as well as you can.

But 80 percent as well as you can is good enough. If it means that you can then move on to something else and spend your time on more ideas. So sometimes what happens with entrepreneurs is we forget that.

It's like that minding the gap. You, you, it's the gain you get from it. So this is the thing to remember.

It's not about the fact that someone could do this. You can do this better than anyone else. It's actually if you give this low value work to someone else to do because it isn't worth your time.

Remember thinking about what your time is worth as an entrepreneur. You could spend more time on ideas or building or creating something else somewhere else. And then you can create more money, more value, more joy, whichever way you want to look at it.

You can do more over this other side if you have someone to delegate to. Now, I've read a fantastic book and it let me. I don't know whether I've got it in the room, actually.

Buy back my buy back your time, I think it's called. Let me. I'll drop it into Facebook after we've had this session.

And this is what you've got to think about it, Everdeen. It's not. It's a mind shift for you in the sense of you can do everything brilliantly, I'm sure.

But if you bring someone else on board, you can buy back your time so you can do something more valuable, which I think is the sentiment that I want you to take away from this. And that is where you need to get your to think about it.

[Attendee 3] (27:58 - 28:28)

As you get that, then the other thing that worries me is how to explain, teach, whatever it is. And how to even work out because some things are very little like, you know, I can't. Well, we wouldn't be able to sort out keys, but, you know, like like right now, we've got tenants.

We still manage our own tenants that needs a new microwave integrated microwave. OK, so I can't. I can say I can say, you know, I can get them to the tenant.

What's the current size? And, you know, but then like when that's finished, what will they do next? Sort of thing.

[Rachael Davis] (28:29 - 29:07)

So there's lots of low value tasks that you can give. And I wonder if I can. I have got a lovely slide I wanted to share with you, but if I can't share it, I might be able to.

It's just about all the different things you can do. So if you are managing tenants, there's absolutely loads of things that you can delegate. Yeah.

And the power here is and this is sometimes where people go wrong is when you bring on a year, people just want them to. They don't spend enough time doing the onboarding piece and blueprinting the things that you need doing. Right.

So whatever it might be, all the different types of tasks that you can think of. So if you have you got tenants in buy to let properties or you've got tenants in HMOs. Everdeen, what have you got?

[Attendee 3] (29:08 - 29:14)

I've got an SA as well. In another city on my own.

[Rachael Davis] (29:14 - 29:15)

Oh, wow.

[Attendee 3] (29:15 - 29:21)

Right. It's not exactly. Yes, it's like more short term.

All right.

[Rachael Davis] (29:21 - 36:01)

All of the day to day repeatable tasks that you're doing for your business. Every single one of them can be delegated to a virtual assistant. So my virtual assistant runs my buy to let and my HMOs and I check in with her on a Monday, Wednesday and Friday.

She tells me what's going on. She tells me what issues there are. She keeps me up to speed, but she does all of the work and I do none of it.

So my my time spent on my business is managing my virtual assistants because you have to manage them, Everdeen. You can't. You do replace some of the work with management and that is how it works.

Yeah. You need to have checks and balances in place to make sure they're doing things correctly. But what you can do is all about how you set them up.

So my advice on anyone getting started on delegation is that you need to everything that's in your head, Everdeen. You need to start getting bits of it out onto paper. So I would start with a step by step guide for how to onboard a tenant.

Yeah. So in one of your buy to lets, if somebody left, you know, you know, you know the regulation and the things that you need. What what things would you need to do?

What steps would you need to take to get the next tenant in? The first might be advertising on open rent, creating some copy and having some photos for the for the for the property, then advertising it, then responding to queries, then setting up viewings. And it would be all of these little things.

You could create a step by step guide for each one. But what I suggest you do is that you don't start to feel overwhelmed by this process. What you do is you do it like in pieces and chat GPT.

Absolutely. That can help you with some of these step by step processes. If you put into AI, can you create an onboarding process for a tenant in a buy to let property?

It would probably bring up quite a lot of this for you. But if you don't like using chat GPT, you can it's in your head anyway. You are the blueprint.

You're the person who knows this. So you could do it bit by bit. The other suggestion I would say is that you just like anytime you're doing any job for your properties, write down what you're doing.

So write like create a get up a Word document and start to write down what you're doing. That's creates a blueprint straight away. When you hire someone.

My suggestion to anyone is that you hire and you blueprint the first three things that you want them to do. As in you write down a step by step guide. What I mean by a blueprint is not something complicated.

It's like literally step by step what you would do in order to do this your way. Yeah. And then once you've done that, you've done the first three things, then you blueprint everything else on the go.

There's a great tool that I use called Zoom and Loom. Some of you will already be using it. You can get the free version or you can get a paid for version of Loom and everything of mine.

All of the things that I teach my virtual assistants to do is on Loom. So I do a video. Yes.

I'll write down a step by step guide and then I might do a video. I might show them the portals, the NRLA, wherever they need to go and visit, you know, and show them how to do these things, how to download the template for the contract. I'll use one of my templates, however you've got it set up.

But you can keep it really simple, Everdeen. It doesn't have to be complicated and you can do it piecemeal. So you can blueprint, write a step by step guide to three things that you do now every day and then you can hand that to the VA.

And then the next time you come to do it, you can do the next three things and you can even blueprint this stuff when you're on a one to one with them. So if you spend an hour with them on a Monday, you could blueprint one thing that you want them to do. You could record it.

So the one to one is recorded and you give them the instructions in the meeting and they go off and they do that task. And then you check back in with them on a Wednesday and you make sure they've done it to the standard that you want them to do it to. But remember, be realistic.

80 percent is so much better than you doing it. They won't do it perfectly. They never will.

But you have to have some point in you that has to accept that. And as long as it's getting done and the compliance is being done properly and you've got checks and balances in place on a Monday, Wednesday and a Friday to make sure they're doing a good job, then you are doing everything you need. But once you've blueprinted it once, Everdeen, it's done forever.

So that's what you've got to remember. This is the mindset shift. You have to put the work in with a virtual assistant at the beginning.

I think it's about six to eight weeks of hard, harder work than you would find normally. But I think with you, because you don't like delegating, I would write it all down, make it into instructions that you think someone else can understand and share one of them in the group so we can tell you whether we can understand it or not. And then that's what you hand to an assistant to do for you.

So you get it out of your head onto paper or onto a video on Loom, whichever you prefer. Some people much prefer writing things down to videos. I do a bit of both.

And once it's recorded or once it's written, it's done forever. That process then gets repeated forever. They can follow those instructions every single time.

I'm even given at the minute. This one's a good one for you. So at the minute, I'm doing property entrepreneur invoicing instructions to my virtual assistant because she's messed up my invoices to PE.

And I realized I hadn't got anything written down for her. I was just telling her what to do. You want to get out of the habit of telling people what to do and writing down the instructions and then handing them a list of instructions to follow or a video to follow.

And that's how you get it done. But you don't have to do it all in one go. You just have to do one or two things, but set up a process where one hour a day you're teaching them for 30 minutes.

You're teaching them how to do something and another 30 minutes you're going through what they've already done. And it's a structure that you can follow this like check in with them on a Monday, spend an hour with them on a Monday, an hour with them on a Wednesday and then Friday you're signing off their work. But you must check their work.

You cannot correct them and improve them if you don't check their work. So you can't expect them to just run away with it and do it themselves. You must have this three hours a week the way you check in with them right at the beginning.

And then as they get more experienced, you'll you can check in with them less. Yeah, it's just the beginning. So I think with you, my challenge to you now, before we move on to the next one, is write down a job that you're doing repeatedly day in, day out.

But whichever business that you've got, your HMOs, your Bitelets or your serviced accommodation, write down the instructions of how you do it, particularly you. Share it in the Facebook community and we will comment on it and tell you if we think it's understandable. Just to give you the confidence.

Then I want you to do two more of those. You could even spend four to six weeks writing down instructions of the things that you do. And then at that point, you could then say, now I'm ready to hire a VA because I can give them three jobs a week or four jobs a week because I've already blueprinted them and then you can get started.

You don't have to blueprint everything.

[Attendee 3] (36:02 - 36:03)

What do you start with?

[Rachael Davis] (36:04 - 36:10)

Types of the types of jobs. It could be anything. It could be invoicing instructions.

It could be onboarding instructions.

[Attendee 3] (36:10 - 36:12)

How did you hire them for originally?

[Rachael Davis] (36:13 - 36:17)

So I hired mine to run my HMO portfolio. That's what I did.

[Attendee 3] (36:17 - 36:19)

How many hours a week did you take when you first started?

[Rachael Davis] (36:19 - 38:30)

Yeah. So the rule of thumb with VA's is to hire them for 20 hours a week, 20 hours a week. Yeah.

Sorry. 20 hours a month. Apologies.

20 hours a month. And then you could hire one to do and then never hire more than for 20 hours. You don't want a full time VA because if they're in the Philippines, if something goes wrong, then you want to have another VA to fall back on.

If you need 40 hours a month, then get 20 hours with one VA and 20 hours with another. That's a recommendation because if one's sick, you've got another one to take over. But to begin with, I would say you hire for about 20 hours a month and then you get them to do certain.

Remember, these jobs are repeatable. If you've got lots of tenants that you're onboarding on a regular basis, they can once you've taught, train them on a list of instructions on how to onboard. And there's a lot of there's 70 steps in my onboarding process.

It's not straightforward, but I've built it over time and you do bits here. You get them to do. You might want to start with getting them to do the referencing or, you know, sending out, you know, the application form or something like that, but they could write application forms.

They can do everything. All of my stuff's digital and they've created through Cognito form building. They've created all of the application forms and everything that I need.

I think there's more I could cover off in this session, which I want to not do. But I think what you need to do is get your mindset in the right place. Read that book by Dan Martell.

Thank you, guys, for reminding me who the author was. I had a brain blank. Buy back my time.

It's just the concept that it's buying your time back, Everdeen, and you can do more and create more if you have other people to help you. You're really bogged down in the admin and you need to lift yourself out of that. And then slowly but surely blueprint a few things that you do.

Practice doing this, like writing down step by step instructions. Do that for a month or two. And then when you've got quite a few things blueprinted, just pick what you're doing.

What you're doing when you come back from New York. Sorry, from New Jersey. Pick out like every day that you're working and the things that you're doing.

Just think, right, what I'm doing right now. I'm going to I'm going to write a list of instructions for it. Adi's a process genius.

So Adi, do you want to add something in there for me? Put your, take your thing off mute.

[Attendee 4] (38:31 - 38:32)

Process genius.

[Rachael Davis] (38:33 - 38:36)

Hey, you are a process genius. I've seen your floor charts.

[Attendee 4] (38:38 - 39:49)

I wanted to address like the two main points that have kind of hold me back on VA. Because I've just been through this and it was daunting. So the first point was holding it off.

Like I ended up holding it off for a long time. I thought about getting a VA, but I didn't because I thought, I don't know what I'm going to. I don't know what I'm going to outsource.

I don't know what I'm going to tell them to do, how I'm going to do it. It's quite daunting. It's like a huge task because it's a very brainy task.

You have to sit down and think, you know, it can be like, oh, I don't have time for this now. So I'm going to do it tomorrow or next month or etc. So one of the thing is don't hold it off because at the beginning, it's like, yeah, it's hard to figure it out.

But give it after a few months of having a VA, you get to the point after you've done some standard operating procedures. After a few months, you'll think, how the hell did I live without a VA? You will figure it out.

But the sooner you start, the sooner you're going to get to the point where you're making progress and you'll have more time for yourself. You're claiming back that time.

[Attendee 9] (39:49 - 39:50)

So don't hold it off.

[Attendee 4] (39:51 - 39:56)

Even if you don't know anything about what are you going to outsource now, just do it anyway.

[Rachael Davis] (39:56 - 40:35)

And I would say just to add on to that, Adi, it's about just everything you do on a day to day basis, is what you can delegate. All the admin, everything that you're doing that's admin related can be given to a virtual assistant. So just start with what you do next.

Next Tuesday, sit down and go, right, I'm doing X. Let's write some step by step guides for this that I'm doing right now. And like Adi said, you will get benefit if you stick with just keeping it simple, blueprinting one thing at a time and not thinking you've got to do everything.

Because like Adi says, it's really daunting, isn't it, if you think you've got to do a process for everything right now. It's not like that. You do it on the go.

[Attendee 4] (40:37 - 41:26)

When it comes to figuring out what you're going to outsource, what I do is I track your time. So if you go for a week, I use Google Calendar both for planning what I'm going to do, but also for tracking what I've already done. Because what you plan for yourself, what you're going to do is not always the same as what is actually happening.

So I would take at least, let's say, a week to be disciplined about putting in your calendar how much time you've spent on everything that you do. And then when you look back over the last week, then you'll be able to pinpoint, oh, I'm spending a lot of time on this. I'm spending a lot of time on this and it's not a high value task.

So let's see, you're going to figure out what's the priority on what you're going to systemize next.

[Rachael Davis] (41:27 - 41:56)

Yeah, and I think that one, it depends if you like using time trackers, but it's something to consider. But even if you just literally everything you're doing admin wise is what you can hand over to a VA. So anything to do with tenants and getting them on boarded or checked in, checked out, checking, referencing, all of that, it's all stuff a VA can do.

So everything, there's probably more we could talk about there, but it is all of the tasks that you do and you can hand over. Arden, did you want to say something? You've got your hand raised.

[Attendee 6] (41:58 - 42:48)

Yes, hello. I just wanted to move on from what Adi said. After the blueprint, I got a VA because I was fed up with managing my letting agents all the time because they were doing a rubbish job.

So basically, I've got a VA that is a property specialist, handed over all the management from my portfolio. And not only are they doing an amazing job, I don't have to worry about any of it now. I don't even talk to them about it.

They just handle everything. And then I've ended up making a lot more money because I'm paying a VA £12.50 an hour in South Africa rather than paying 10% for each property. And, you know, paying every time a contract gets renewed or anything like that.

I'm just paying all the time.

[Rachael Davis] (42:49 - 42:56)

Yeah. Arden, can I just ask you, what kind of tasks did you hand over just to help Everdeen? What did you hand over to them?

Everything about the admin of it?

[Attendee 6] (42:57 - 43:12)

Everything about the property management. I mean, I'm quite lucky at this point because I haven't had to do a tenant finder or anything. So I've yet to broach that with the VA, but even if...

[Rachael Davis] (43:12 - 43:12)

It's doable, mind you.

[Attendee 6] (43:13 - 43:37)

Yeah, I totally get that. Yeah, I still have the fear about branching out for more tasks. Even just like this, it's saving me hundreds of pounds a month.

And if I want to do a tenant find, I can still go to an agent and do a tenant find if I haven't got the courage to go and set up a process for the VA to do it. But, yeah, I'd really recommend getting one. It will change your life.

[Attendee 3] (43:38 - 43:40)

How many hours a week do you have yours for in South Africa?

[Attendee 6] (43:41 - 43:43)

10 hours a month and that's it.

[Rachael Davis] (43:47 - 44:17)

With Filipino VAs, what you'll tend to find is it's like a minimum of 20 or 25 hours. They are cheaper. So Arden's is a minor under five pounds an hour, whereas Arden's is obviously more expensive.

But I'm really interested in what can be offered in South Africa. So there's options and there's lots we can ping lots of recruitment sites for you when you're ready. But what Arden's done there is he's found, Arden, have you blueprinted stuff for them?

Have you written down instructions? Have you done a bit of that?

[Attendee 6] (44:18 - 44:19)

Not really, no.

[Rachael Davis] (44:19 - 44:25)

And you found an experienced one. So that's another alternative I ever did. Get someone who's got a lot of proxy experience, who knows this stuff already.

[Attendee 6] (44:26 - 44:35)

She's a proper TVA. She manages a couple of large portfolios. I checked out who she was working for.

[Rachael Davis] (44:35 - 44:37)

Yeah, that's a good call.

[Attendee 6] (44:37 - 44:49)

I'm very small. I'm very small in comparison. But, you know, she's she's basically done a much better job than I would have done and makes everything look amazing.

And her onboarding thing and everything is fabulous.

[Rachael Davis] (44:50 - 45:20)

She's got her own version. Right. Yeah.

So you can this is the difference. You can find someone with more experience to do it for you, Everdeen, so that you're using their experience, which is what Arden's doing. Or you can find one and train them in the way that you like to do things.

You know, the way things get done around here. So there's two options there. I think what we'll do is there is more stuff coming on Property Entrepreneur to help you with all of that.

But I'm running. I've got to keep an eye on the time, guys. So I really just want to make sure we get an opportunity to speak to Dan.

Dan, are you on the call, Dan?

[Attendee 2] (45:21 - 45:22)

Yeah, I'm here.

[Rachael Davis] (45:22 - 45:49)

OK, great. So what we're going to do is I know you've probably got more questions. So what we might do is, like I say, in the spring, we're going to cover virtual assistants in a lot of detail.

There's more stuff coming. But if anyone wants to post something up and we can like get the conversation started about the companies that you can use and the types of tasks you can delegate. A lot of this is coming in the near future on PE.

So just hang fire for some of it. But if some of you need some help now, we'll help you now. Yeah.

Hopefully. Did that help, Everdeen?

[Attendee 3] (45:50 - 45:51)

Yeah, absolutely. Very helpful.

[Rachael Davis] (45:51 - 46:01)

Thank you. That's all right. Great.

So, Dan, let's talk. Let's talk about making money from property without putting any money down. Is that what we're doing?

[Attendee 2] (46:01 - 48:21)

Yeah. I mean, I need a bit of context on it. So firstly, it's worth saying, I don't think there's a silver bullet for this.

I'm looking for kind of any words of wisdom or any experiences that people who have been in a similar or are in a similar position as I've found myself in. So back in August, my business took a major financial blow where we lost everything. So to the tune of nearly half a million quid, we've lost the whole pot of money that we've built up over the last 10 years.

And obviously that was being used for carrying out kind of normal property strategies. So your normal kind of BRR, HMOs, etc. So obviously I've had to kind of readjust.

And I suppose what I'm what I'm looking for really is any kind of strategies that are working for people that have got limited financial input at the start. I am well educated on kind of title splitting, lease options, commercial asset management, things like that. But I've not exercised anything for a while.

And yeah, I'm just kind of open to any strategies that people are trying that are working well. It kind of needs to be a most bang for your buck kind of idea. And speed is also a factor because obviously the quicker I can replenish this pot, the quicker I can go back to carrying out the strategy that I was already doing.

So things like lease options are great, but they can often take quite a long time to get to their end. So I'm also looking for any recommendations of private investment and how people are seeking private investment, because we have got one private investor, but he won't lend more than 75% of his value. So we are still scraping through our primary strategy, which is the BRRR social housing HMO strategy.

But as I said to you yesterday, Rachel, it's quite difficult to carry that strategy out when you've not A, got a 25% deposit and B, the refurb cost. So, yeah, and things like back to back leasing, I'm still intrigued as to how that's structured.

[Rachael Davis] (48:21 - 49:20)

Yeah, I've got a couple of examples for you, actually, Dan. So on that, I might actually share my screen and show you a couple of slides. Stuff that was shared with the, I think it was one of the super events.

I've got some people I can connect you with as well. So at the end of this, I think that I'm sure and it's great. There's lots of people on the call because I think some other people can give you some support here as well.

But just initially, I've got some people in the advanced community I think I'd like to connect you with who are just to talk you through how it works in detail. But I think, you know, we've had a chat before this session and on reflection for me, you're in a great place because you're already in HMOs, aren't you? You're already in the HMO business, you're taking family homes, you're converting them into HMOs and then you're leasing them out already to charities, aren't you?

Or to service providers. Can I just ask a couple of questions on that? Have you already got relationships with service providers at the minute?

[Attendee 2] (49:21 - 49:37)

Two, there's one that I predominantly work with, but that's becoming more and more difficult because they're like closing areas. What's a closing area? So whereas before, for example, the North West was fair game.

They've closed the North West so they're oversubscribed.

[Rachael Davis] (49:38 - 49:41)

What's it to lease providers, do you mean?

[Attendee 2] (49:41 - 50:11)

Yeah, so the local council have a say in how many per head of those tenant type they can have and they've kind of come down on them. So again, the hurdles are getting bigger because it's meaning I'm having to move into different areas that are further away from where I live. Prices aren't as cheap.

So we're going to push on with that strategy because we have got quite a few in the pipeline. It's just funding them more than anything.

[Rachael Davis] (50:11 - 50:49)

So I think there's two things we probably need to help you solve here, Dan. One is I haven't got masses of experience in private investing or hustling for private investment. So I'm sure there's some people on the call who can raise their hand in a minute and make me aware that they've got some knowledge in that.

So if anyone can raise their hand or come forward, not to speak just yet, but just to let me know that you have got experience in that area. They can give Dan some advice on raising private investment, because I know that some investors will be happy to go all in, won't they? So it just depends on how you found the private investors you've got now.

Are you doing the circuits?

[Attendee 2] (50:49 - 51:24)

No, so they came through a previous broker that I used to use. We've used them, we've done five or six projects with them now, so they're quite interesting. I have gone back to them today and just kind of capped in hand and said, look, are you up for 100% lending?

Because I've got umpteen deals. They're all kind of really like low level investment as well. They're kind of your cookie cutter, kind of first charge, you know, 100% lending.

They're right about £100,000 each, these properties, so they're not kind of, you know, expensive properties. So I'm hoping with the history that I've had with the guy that he kind of...

[Rachael Davis] (51:24 - 52:19)

Yeah, he might say yes. That's good. So you're using what you've already got, which is great.

There's a couple of people who've got who've got their hands raised, so we'll get on to that in a second. The other thing I think for you is you're in a really great position to think about back to back leasing. So back to back leasing, you're already in the Hitchibo industry anyway.

So you could, you know, you're literally just leasing, finding tired landlords with tired HMOs or tired properties where you could then lease the property, couldn't you, from the landlord and then lease it to an operator because you've already found operators that you work with. So I'm assuming you could find other operators, other charities, other housing associations that you could work with in your area. And you've got evidence of working with operators already, so social housing.

So you've got, it's not like you're going to other charities where you've not got the experience you have. So I think you could quite easily sit in the middle and do a bit of back to back leasing. I think you're in a really great position for it.

[Attendee 2] (52:20 - 52:26)

I suppose so, but obviously to replenish the parts, the strategy needs to be flipping. Does that make sense?

[Rachael Davis] (52:27 - 52:29)

Right, because you want more money. Is this basically what you're asking?

[Attendee 2] (52:29 - 52:56)

Yeah, so what we're doing with the social housing HMOs is we're actually now flipping them to investors on a net yield basis. That makes a lot of sense. Just because as much as I'd love to retain them, and I would love to retain them because we do need more cash flow in the business, the position that I'm in, I need to get this kind of potted money back.

Because no matter what anyone says, you can get private investment. That's great stuff like that. But to have a little bit of money of your own, it just makes the whole process much more smooth.

[Rachael Davis] (52:57 - 53:05)

Yeah, so I think let's get some of the three people. Mark, Mark Powell, do you want to just help? You've got your hand raised.

I'm going to go through the hands raised and see what people think here.

[Attendee 5] (53:06 - 54:28)

Hi, Dan. I know we spoke about this previously. You could get three or four lots of like 30Ks from people on just like 10% return.

So obviously subject to what the deal is. But if it's like if it's a sui generis seven bed above or even if it's a six bed all on suite, you can get a commercial valuation on it from Kent Reliance. I'm just trying to make it an all money out deal so you can pull all your money out and then just keep recycling the cash that you've got.

The way we've got it, friends, family, just be talking about what we're doing. And then whenever I ask anybody for money, I don't ask them directly. I say, do you know anybody that would be interested in earning 10%?

It's a lot more money than they get in the bank. You know, it's just, you know, would you like to make their money work harder for them? Give it a two, three weeks and just because obviously you've got previous history that you can show and just say, look, this is what it's going to be secured against.

It's, you know, nothing's more secure than bricks and mortar. And would you like to, you know, invest? It's only because we've had the early days.

We just have people invest in like 10, 20 grand after a year. They then increased it. We've got one investor that's now like we've got one person's land is half a million.

We've got another person's land is like 200K. The figures just keep going up every year.

[Rachael Davis] (54:28 - 54:38)

That's about trust, though, isn't it, Mark? You've built the trust. You've paid them their returns.

They know that they're they've got they know that the money's safe now. And that's what this is all about, isn't it? At the end of the day.

[Attendee 5] (54:38 - 54:48)

Or you could just JV with them. Just go 50-50, put all the money in. You put the expertise.

I know, you know, 50% of nothing is better than 100% of nothing.

[Rachael Davis] (54:49 - 55:02)

Do you know what? Actually, considering your situation right now, you know, that is a great place to be. If you could JV and be the experience because you've got the experience that that's a that's a really like to get you kickstarted.

That's a really good one.

[Attendee 5] (55:02 - 55:36)

Yeah. You've got the experience. You've got the connections.

Yeah. Just say, you know, with the next one, the guy that doesn't want to do more than 75% to say we want 150 from you. So 100 for the property and 50 for the actual renovation.

But it's well, then split it 50-50. You're earning a much better income and you'll be earning it for life. How's that sound?

Old manager. You probably want to say that you want to manage the first few yourself without taking a cut just to kind of build up the momentum, if that makes sense. And then go from there.

[Rachael Davis] (55:37 - 55:41)

I think that's great advice. Kat, do you want to add something in there? You've got your hand raised.

[Attendee 1] (55:42 - 57:35)

Yeah, I mean, this is a huge topic. It's something that I'm really good at. I'm just going to say as it is, I've been just really good at raising money.

I think the first thing I say is ask for the money. And the second thing I would say is don't hold the money on a pedestal. There is so much money out there.

And I think we often come at it from a sense that we can't get it or who would lend us it. But I think talk to as many people as possible. I think you have a great product because you can tap into people's social conscience.

There's a positive impact as an outcome of the work that you're doing. And I just think you need to be out there asking to have a chat with me about JBing, potentially, because I've got lots of funds and I can't be bothered finding the deal or managing them anymore. That's how I operate in property now.

I'm highly leveraged. I use other people's money, other people's expertise and sit in the middle as much as possible. There is a bit more to it.

I mean, I could go on for ages and I won't. There are a lot of things to consider. One of the key things is just how strong the deals are in the sense of money in, money out.

So have a chat to me about that as well. What happens if you don't get all the money out? And you've got to think about, well, how do you hang on to some of that investor's money and how do you manage that relationship?

And actually, there's loads of ways to do that positively as well. So there's also thinking about are they lending to you in the business? Are they lending to you as a person?

How long are they lending for? You've got to think about CT61, which is tax as a source of interest. It's huge.

So what I would say as well is have a look for specific education on money raising and all of the ins and outs of what happens with money raising. Because it's a big process and we've got to be steering away from FCA regulatory spaces as well. So being careful about how we onboard people and money and so on.

So there's a lot more to it.

[Rachael Davis] (57:37 - 57:47)

It's really in-depth. Yeah, it is really in-depth. But again, Dan, what you could do is chair V with someone who's got the experience who can help you.

So I get the feeling that you want to carry on doing what you're doing, but find the finance.

[Attendee 2] (57:49 - 59:03)

Basically, yeah, we have. So we had before this money disappeared. We had a 12 month plan and we were going to acquire kind of circa 20 of these social housing HMOs and retain them.

Which would have meant we would have been pretty much living off the steam. Obviously, that's gone out the window now. So we thought, well, hang on a minute, we can do the same thing.

It's our kind of bread and butter strategy within the business. And we've got potential investors that want to buy these on a net yield basis. So you do get a decent profit in them.

And it may get to a point that I find eventually I kind of get the pot back up to where I need to be. And I carry on retaining some. But the good thing is you've got the two exits on them.

You could retain them and refinance or you can sell and flip and pay investors back. So, yeah, I think what kind of environments and arenas are you, would you suggest going to look for private investment? Because all of the networking events I've been to in the past year, which is not a lot because I find relatively tedious, but everybody is after money.

Like every single person I speak to is looking for money. And I'm aware that you've got to be more selective and go to certain kind of high net worth events and things like that. But, yeah, any advice or wisdom on that?

I'm all ears.

[Attendee 1] (59:03 - 59:12)

I'm just conscious of time for Rachel's perspective, but I think, yeah, I would say property environments are the least effective.

[Rachael Davis] (59:13 - 59:13)

Yeah.

[Attendee 1] (59:13 - 59:57)

So once you get business environments, yeah, business environments, like my favourite kind of lender is a business to business loan. So what, what, because you haven't got any C261 nonsense, it's just and they're in our mindset, they think like we do. So I think have a look at what kind of business networking events you can get into.

And I think we have the most success. I think about that. I've probably had about 17 investors over the last decade, many of whom stay with me long, long term.

And a lot of them are my avatar. Like they look, they're a mirror image of me in some regard. So think about who's in your line of work with your expertise or background, whatever.

I don't know how it would be unique for you, but who easily resonates with you?

[Rachael Davis] (59:58 - 1:00:37)

Yeah, and I think that just a second that we've got quite a lot of this great example of quite a few GPs come through property entrepreneur. And they do so well with raising money because they're talking to other GPs and other businessmen who are business women who've got good incomes and they want to invest it. And they think in the same way, but not necessarily be a property investors.

It's slightly different. And I think I've seen a lot of people get a lot of success from business environments. Yeah.

Where you go to networking and you're meeting people from lots of different backgrounds, but it's all business. So brilliant. Thanks, Kat.

That's amazing. Danielle, did you want to say something before we wrap up for Dan?

[Attendee 7] (1:00:38 - 1:00:41)

You can, but I can just pop some ideas in the chat afterwards. That's fine.

[Rachael Davis] (1:00:42 - 1:00:42)

Are you sure?

[Attendee 7] (1:00:43 - 1:00:43)

Yeah, absolutely.

[Rachael Davis] (1:00:44 - 1:01:33)

Yeah. Cool. All right.

So, Dan, does that help a little bit? It sounds like you and Kat probably need to have another chat. I thought Mark's advice was brilliant.

But, you know, I think in this sense, it's more about doing what you already do, doing what you do well, but just finding the finance, isn't it? And I think you've got a couple of strategies there. And I think you've just got to put the fortress on hold for now, Daniel.

Just wait. Do you know what, though? Just put it on the back burner for another year and then come back to it in a year's time when you're back up to speed.

You might even get there faster than that. You might be able to do something in the second half of the year, right? But that's OK, because we all get curveballs.

You know, there's always something that gets in the way that changes your plan slightly. But I think you can, you know, it's good to know that you can carry on doing the same strategy. You just need a little bit more support from the community around how you find the people.

[Attendee 4] (1:01:34 - 1:01:34)

Definitely.

[Rachael Davis] (1:01:34 - 1:01:51)

Thanks, guys. And just a word on that. When you're playing your headline strategy and working out where you want to go direction wise, you want to be planning in how you get this networking in and like a little bit of this, you know, maybe talk to Kat before you lay down your strategy, because this is everything you're going to be doing next year, isn't it?

Yeah.

[Attendee 9] (1:01:52 - 1:01:52)

Yes.

[Rachael Davis] (1:01:52 - 1:02:56)

Cool. Hopefully. Yeah.

Thank you very much for coming on. Hopefully, Everdeen, Dan, Kat, hopefully you got some value out of that. Thank you for all the great contributions.

Is there anyone else who wants to finish on a contribution or are we all good? Because it's just gone one o'clock now. We all all right?

Thumbs in the air if everyone's good to go. Well, listen, have wonderful lunches. Thank you for joining me.

Yeah. It's an absolute pleasure. It's always a pleasure to spend time with you.

Keep your years off coming into the community. Hopefully my video helps clarify people getting a little bit confused about how it all works. But I'll post some more videos just to help everyone.

Headline strategy, supporting objectives is what you're thinking about. And also your year off and your personal and professional objectives. Any questions on it?

I posted a video yesterday to just ask me questions on the video and I'll help. Yeah. And we're here to help you get through this.

And good luck, Dan. Yeah. I hope the next month or two you get a good strategy in place and you've got the confidence to move forward, which is what you need.

Yeah. All right, guys. Have a lovely lunch.

I'll speak to you all later. Yeah.

[Attendee 4] (1:02:57 - 1:02:57)

Thank you.

[Rachael Davis] (1:02:57 - 1:02:58)

Bye bye.

[Attendee 4] (1:02:58 - 1:03:01)

Take care. Thank you all.

[Rachael Davis] (1:03:01 - 1:03:10)

Thank you. See you later, guys. See you all later.

All this chat. I've missed it all. Marvellous.

[Attendee 9] (1:03:14 - 1:03:14)

Yeah.

[Rachael Davis] (1:03:14 - 1:03:23)

Yeah. Quite a few people have gone, guys. I'll just see you all later.

I'm going to link myself out of it and hopefully I'll see you all in the community. Bye for now. Bye.