**PPN Awards\_Transcription**

[Speaker 7] (0:01 - 1:10)

Satisfaction Came in a chain reaction You hear? I couldn't get enough So I had to self-destruct The heat was on Rising to the top Everybody going strong That is when my spunk got hot I heard somebody say Ladies and gentlemen, property entrepreneurs, please clap your hands and give a huge round of applause and welcome to the stage, Mr. Adam Gold.

[Adam Goff] (1:12 - 3:48)

All right, ladies and gents, welcome back. Are we ready for the finals? I said, are we ready for the finals?

Absolutely. Let's go. Okay, good stuff.

We have our five finalists for Property Entrepreneur Advance. These are the creme de la creme, as voted for by you in the first round yesterday. These are the best people in those groups who will now fight it out to become the Property Entrepreneur of the Year for 2024.

So this is what it's all about. It's the combination of 12 months of work, 12 months of effort following our methodology to get to this point. So I'm super excited about what's to come and I wish you all the very best of luck.

Before we start, I just want to make a couple of announcements. We do still have a few places left on our program. So if you're sat in the room or if you're listening on social, we do still have, I think it's three places or three to four places left on the program.

So if you're sat in here and you do know someone that would benefit from coming and joining us on the first year of Property Entrepreneur, he is not too late. We start on the 10th of October. And I've got some other news.

Josh has, I think he's left the building. It's been all about Josh today, hasn't it? Oh my God, Josh, Josh this, Josh that, Josh this.

But Josh, excitingly, will be running another Financial Fortress program. And it's not going to be in the spring like last year. It's going to be from the 10th of December.

So we have announced the new dates. So if you're interested in setting up your wealth management strategy and structure being taken through our Financial Fortress blueprint over a six week time period, get those dates in your diary. There's no commitment right now.

It's not open for selling. It's just letting you know you're the first to hear about it. We have announced the dates.

They're in the diary. So if that's something you're interested in, we'll talk to you about that later in the autumn. And the price this year is £5,500 plus VAT.

So that's Financial Fortress. But this is the awards. Ladies and gents, our 2024 awards are now upon us.

Are we ready? I said, are we ready? Fantastic.

So you know the drill. It's 10 minutes each. Giving it your best shot.

Ladies and gents, these aren't professional speakers, but they're going to give it their best go. So please smile. Please make them feel at home.

And please give them a massive round of applause. First up, we have Mr. Chris Dornan. Let's give him a big hand, ladies and gents.

Best of luck, my man.

[Chris Dornan] (3:51 - 15:17)

All right. Hi, guys. So my name's Chris Dornan.

And I definitely did not expect to be on the stage here today. But this year for me was the year of peak performance. And the reason I chose this analogy, the fighter jet, is that the fighter jet to me represents a well-owned machine that has to be operating at a level of peak performance at all times.

And as entrepreneurs, that represents making good decisions. It means operating at our optimal best year round. It means taking care of ourselves, taking care of our team, and being a leader, and really keeping ourselves in the best physical and mental condition that we possibly can.

So that's what my year was to encompass, was really leveling up how I take care of myself and how I show up as a business partner and as a leader in my team. So from a personal objectives point of view, having been in beast mode for most of my life, building businesses and really just going hard, hard, hard all the time, while I think I've been a good dad, I hope I've been a good dad, I definitely have had times where I haven't spent as much time as I wanted to with my family and with my wife and my kids. And so this year was really about prioritizing them and making family first.

And the way I was going to do this was using the Life by Design Year Planner to put in events with my family as my big rocks and to really prioritize that over everything else so that I can facilitate all the other things we've got going on. The target for that was having 12 in 12 bucket list items. And I'm pleased to say eight months into the year, we've already hit 12 bucket list items.

A big realization was that it didn't have to be massive tasks. It didn't have to be massive activities, but it was just important things that created magical memories and doing something every month that we wouldn't ordinarily do. So we've hit that and we've got a few more planned in for the year.

So I have happily smashed that target and that's a big green tick. Next up, feeding into family first was creating a really enjoyable, lovely family home. And talk about sizing up the iceberg here a lot.

And this is one that I definitely didn't size up the iceberg properly. What we've done with this is everything you can see there, I've built myself. It's always been a goal of mine, similar to Dan, to build my own house.

And I embarked on a journey last year to really do that. The target was to have it completed this year. Now that was for the end of the year, wasn't for this session.

And I am pleased to say that we are on target. That is how the back of the house is looking now. We've added more than 50% onto the existing house and it's just created an amazing space for my three young, noisy girls to grow up and have some more space.

So that's been really good. So while it's not quite completed, it is livable. We're in there and it's just a few finishing touches to go to it.

So that's work in progress, but I'm good at it. Next up was agile athlete. I've always enjoyed sports.

I've always enjoyed training. And one of the things I've definitely let slip over the years is focusing on those things, taking time for myself and actually playing the sports I love, basketball, mountain biking, all these things. And a couple of years ago I did 75 hard and I achieved a metabolic age of 32, but getting myself to a weight level that actually I wasn't that happy with.

So I readjusted that goal quite early in the year for the top part, but I kept the body fat percentage as a target. I'm pleased to say that having a bit of a scary blue crest result in January lit a fire under me. I got a metabolic age of 53 and I'm 41.

So definitely wasn't where I wanted to be. And so it reinforced the year of peak performance. And so happily, a couple of weeks ago, my weigh-in came in metabolic age of 38, which I was quite pleased at.

I've only actually dropped four kilos, not massive, but I went from 84 to 80 kilos and 80 kilos is where I feel most comfortable. So I'm very happy with that. And there's the weight proof.

My friend is a strength and conditioning trainer for the SFA and he came around and did a calipers test on me and we got to 11.7% in body fat. So I hit that target. So very pleased with that.

Still got a way to go, but I'm happy with it. From a professional objective, I don't know if I'm allowed to swear on stage, but my target was get shit done. I really wanted to be firing on all cylinders and combining the Sunday sanity with a process I've used for a number of years in a daily power list, three to five key tasks every day that have to get done.

My target was a 90% success rate on my Sunday sanity, which I'm pleased to say, as of a couple of weeks ago, it was at 92%. What I would say is I haven't always hit that every week, but I've made sure I didn't let a week or two go by without going back and finishing the tasks that I didn't complete. So that's been great and I've got a tip on that.

Next was boxes with bows. We took on a new EA at the start of the year, and having had a couple previously, one big reflection was that I was delegating through application. So this year was all about taking the lead from one of Dan's podcasts, was creating boxes with bows.

So every task I delegated, I created a loom video and a written process to go with that to give her the best chance of success. We're eight months in. We have eight boxes with bows.

The target was one per month. We have eight and we're just creating them as we go now. So please give that and giving that a tip.

Next up was Rolls Royce rhythm. Having been in the construction space for most of my life, development and service accommodation, they're all very noisy, very reactive businesses. And so one of the things I wanted to do to remove reactiveness of my life was to try and plan two weeks in advance and make sure that I could have a rhythm to my week.

So I knew if it was a GSD week or if it was a site week or if it was a mastermind week, I knew what was coming. I haven't quite hit the target I wanted to with that. I'm about 80%, give or take, a couple of points.

It's hard to quite define it. But I have stuck to it predominantly throughout the year. But unfortunately, it's not a tip because I haven't hit 100% on that.

So leading into headline strategy, we have got a long-term five-year goal of Fortress 4.0. This is our ideal financial fortress. And the goal behind this is adding 40 new letting units to our company portfolio a year for the next four years. So to do that, one of the key objectives, objective one is through either acquiring or taking on back-to-back leases of blocks of apartments on one freehold that we can do title split, but specifically working from a demand-led approach that we've utilised well in our service accommodation business.

So the target for this was getting either 40 new letting units or 800 grand's worth of equity into the portfolio. Now, I'll come on to some of the challenges with that in a minute, but we haven't quite secured them, but we have had two blocks in discussion up until end of last week. And this one that you can see behind me here now, unfortunately isn't going to work.

So we're down to one. But what we have done is we've added two new properties and we have got four new build houses, pipeline for development. So we've got six new properties in the pipeline and we've added roughly 400 grand's worth of equity to that.

So fairly pleased with that, but unfortunately it's not a tick because we didn't hit the complete target. Next up was strategic partnerships. Touched on it there.

We've really focused on the demand-led approach to build our portfolio in the past, and we've done exactly the same here. So the target with this, because we're moving into the supported living space, was having one, minimum one registered provider that we knew what their needs were and we could focus on supplying what they needed and where they needed it. And it takes a lot of the guesswork out of what we do.

Very pleased to say we've got two registered providers secured and we've got one in negotiations at the minute. So hopefully get them over the line and we've got very clear criteria of what they need so we can go out and find it, which leads into perfecting the pipeline. This is really identifying the end user requirements, sourcing, getting letter drops and all filtering down into securing the property following the DICE model, which is the demand-led approach I mentioned a minute ago.

And very pleased to say that we have been getting an average of 30 letters a week out, and we've got deal sources feeding us deals, including Chelsea over here, so it's been really good getting that moving, and we've had some good results. I'm giving it an amber because we've got all the things in the pipeline working, but we haven't quite secured a deal, which I'll come on to in a minute. For my scorecard, I had nine tasks in total, hit seven, and I've got two that have been missed, but they're still work in progress and hopefully have been completed by the end of the year.

So biggest challenge this year has been a bit of an eye-opener in really understanding how to manage vendors' expectations of what these blocks are worth. The commercial valuation versus the retail on individual valuations is drastically different, and of course vendors want the maximum price they can get, so it's been quite hard negotiating them down. The other big challenge that I've had, and this has been my biggest one, is sticking with my best self agenda to really stop myself dipping into beast mode this year.

I chose for the first time to go for best self, and the challenge that I had from the Blue Crest result, I got quite a scary result from that, not just the metabolic aids, but it really highlighted the fact that you can't live in beast mode all the time. The guys talk about it, and Dan, I know you've experienced this, but when you're sprinting all the time, you just can't operate at your optimal best, so that was a big one for me. I think the results in the Blue Crest result, they led into what has now become quite severe clinical insomnia for the rest of the year, which definitely doesn't align with peak performance.

Thankfully it's managed at the minute, but that was my biggest challenge. Lessons learned. These aren't necessarily lessons, but more realisations or just reminders that life's a marathon, not a sprint.

We're setting massive goals, and it's okay if they don't quite get over the line in the timescales that we've hoped for, because it's about who we become on the journey. Umesh touched on it earlier. Who we become on the journey and what we learn on the journey is almost more important than the destination.

Although the destination is important, we've got to be able to enjoy that journey, and to do that, we have to look after the golden goose. All the business goals in the world are great, but if you don't have your health, it's not worth anything. For me, health, family first, that's what it's all about.

My significant successes this year, while we haven't got one of these over the line, is really understanding how we're negotiating with vendors, how we're structuring our offers, and really going out and finding these blocks, and that's been just a great journey. We've secured two registered providers, and that's been great. After a three-year battle with planning, we've finally got planning permission for our four houses, so that's really good.

Biggest ones for me, though, guys, has been the family time. I mentioned it earlier on. It's just getting that time with them.

This is the extension that I chose to build. That's how it looks at the minute from the back garden, and that's been really important in putting my family first, but while I've been able to do that, tapping out and focusing on best self, I've been able to have some really memorable experiences with them, tick off a lot of bucket lists, and just have a lot of fun with my girls. Challenge, adventure, and experience.

The challenge touched on before, keeping up with 20-year-olds on a basketball court is bloody hard when you hit 41, so pleased to say that I did hit that until I dislocated my finger by getting a little too competitive, but that's a tip because it went where I wanted to. Adventure. We haven't been snowboarding, but we've had loads of good adventures and snowboarding.

Hopefully, we'll be on the cards for next year, and then experience. We're going to Bali with a mastermind group in just over a week, so can't wait for that, and that has been my year. Thank you.

[Adam Goff] (15:17 - 15:54)

Chris, a big hand. Well done, Chris. Good job, man.

Excellent effort. Well done, and who built that extension? Chris built it himself.

That beautiful extension he built himself. Fantastic. One down, four to go.

I hope you're keeping track of your scores in the scorecard, marking down notes because you will be voting at the end for Prophecy Entrepreneur of the Year 2024. Okay, ladies and gents, without further ado, let's invite our next finalist to the stage. It's Mr. Matthew Dolman. Give him a big hand. Come on.

[Matthew Dolman] (16:04 - 27:57)

Right. Okay. Here we go.

Hello, everybody, and welcome to my end-of-year strategy day presentation. First of all, I just want to say a big thank you to everyone in my group for the votes, and it's a great opportunity to be up here. So let me start with my year of.

So my year of was called Keep My Foot on the Gas, and that was in regards to doing with maintaining a consistent progress with the growth of my new business, and at the same time, systemising my rent-to-rent portfolio and also systemising my personal buy-to-let portfolio. Now, let me bring you on to this. Some of you might have seen something like this before, and this is how I felt.

It was a really exciting year because I had the opportunity of starting my own business, but as you all know, there are lots of ups and there are lots of downs, and when you're in the trenches, trying to see the progress is so difficult. So the squiggly red lines is how I felt probably for 95% of this year, but when I actually got the opportunity to sit down and go through everything now, I realised that I was actually green, and I progressed a lot more, and that was actually the block that I had because last year, I had burnout, and this year, I had a block, but at the same time, the block was also caused by something quite traumatic that happened to me at the beginning of the year, and I'm sharing that with you because it could happen to you. So I'm going to bring the energy down a little bit, but then I'm going to bring it up. It's okay.

So why I say this is because on the 5th of January this year, I was super excited because I was buying six flats in Sunderland with this sourcing agent who I'd been working with for two and a half years, and I knew this guy really well. I knew his family. I knew his business, and I'd bought multiple deals with him.

I'd seen the success of what he was offering to me. The 5th of January came. I got an email to say, the company has gone into self-liquidation, self-liquidation.

The guy had closed the whole entire business. The whole entire sourcing company was a complete scam, and he'd stolen over £100,000 of my money, which was invested into these six deals, and I share that because this could happen to you. Be so careful who you're working with out there.

These business partners that you do deals with, these JVs, literally know these people better than you know yourself, and I had two options. I could either bury it, and he was going to win, or I could hold my head high and then just go, right, I've still got some money in the bank. I've got a roof over my head.

Let's do this, and so I had a lot of support by the masterminders, by Adam, thank you, and other communities to get through this, but I say this to you guys, and this is a lesson, and the lesson is that you meet these people, and you have these experiences, and it's up to you what you do with them, but take them and move on, put them behind you, and get stronger. So that was the low bit. Let me bring you up to the up bit.

This is a picture of me with a dog that looks like a panda. I was in Selfridges last week, and this guy had a Pomeranian dog that he'd used food colouring on to make it look like a panda. Oh, my God, I had to speak to him immediately, and I don't know if anybody knows, but the number one swiped profile picture on dating apps is a guy with a dog.

This is on my main profile, and my phone is blowing up. Right, so let's get on to the important bits. Personal objectives.

Number one, maintain it, don't gain it. Yes, this is me wearing a Greggs jumper. First year of PE, I lost four kgs.

Second year of PE, I kept up the momentum, I lost another four kgs, and it felt great, and I've done loads of exercise, I'm in the best shape of my life, and I'm really happy, so that's a big green tick. Then we've got reign it in. Reign it in was that understanding about where my monthly spend was going, and basically, I allocate all my investments, my money, my savings, my dividends, everything, but I don't know where I spend my money.

So I got someone on Fiverr to create me a dashboard which shows all the different payments that I make each month. Plus, I actually followed what Blueprint told me. So I did the Blueprint, and I did my PCM, and my goodness, I found out that 80% of my money actually goes on food.

So I'm actually giving it a yellow because I've got to decrease it. Then we've got fly the nest, and my goodness, this was my room before at mum and dad's, I've been there for 12 months, but also I've been in this, in a suitcase, literally travelling around the country trying to figure out my business. I've said goodbye to that.

Last weekend, I moved into my new flat, got my celebrated with a new shirt, and now I've got a big green tick. So professional objectives, on the mic, 12 appearances on the stage. Yes, you've seen me every month, I know, but I have been trying to overcome my fear of public speaking, and I had to throw myself in the deep end, and this was actually the ideal opportunity to do it.

The thing is, though, I wanted to get on other stages, and I didn't push myself enough, maybe because of the fear, but the poems worked, but it was not enough. So it's still going to be an orange, but it means for more growth for next year. Then we've got know my numbers.

My personal property portfolio is managed on Excel, oh my God, and this year, with the growth of the new business, taking on new properties, I realised I had to up my game. So I got a bookkeeper, I got an accountant, I actually got a financial coach. So now this is zero, and I'm actually enjoying my numbers, so blaze slash steal, oh yes.

Then we come on to content machine. Chris Moss said two years ago to actually post every day to create a following, and I realised that I could post 20 times a day. But the thing is, is what is the point of posting if you've got no message?

And this is a big shout out to Umesh, I've seen him grow this year on his social media journey, and he's really inspiring by the stuff that he's been doing. So what has made me realise is that, even though I love doing fitness Fridays, oh my goodness, but there's no message. So I've got to go into the cave and figure out what that message is.

Then headline strategy. Proof of concept. Rent to rent.

So the rent to rent, a business I'm really passionate about, and because of the unfortunate war that we are having at the moment in Russia, energy prices have gone up. So my profits have gone down. We've got the Liz Trust debauchery, and because of that interest rates have gone up, my personal portfolio, profits have gone down.

So I had to think outside the box. I got on the road and I spent 10,000 miles in my car and in my suitcase this year, travelling around, going to lots of different events, and just understanding supported living. I visited care homes, I visited care providers, I went to schools with severe learning disabilities and realised I had a real connection with this industry.

And then I came to this super event and I saw Dan was copying me with that strategy, so I thought, right, this is the right thing to do. So that brings me into the supporting objectives. Train the brain.

I needed to become a specialist in supported living. I've got the passion for it. I do a lot of stuff for the homeless.

My mum works in a care centre, and so I wanted to involve myself as much as possible. And yes, I joined another mastermind. These guys called Alex and Max run a supported living network mastermind, and I have learnt to train my brain.

Big green tick. But then this is really interesting, which is now the niche, because I wanted to build a business that was around people with learning disabilities and mental health, and that was where I wanted to get it to. But there were also other people that need care, and those people that care could be the vulnerable, could be ex-offenders, they could be women from domestic violence, they could be the homeless.

And if I'd have niched myself too early, I wouldn't have got the two deals that I've done. So big shout out to Chelsea, who helped me get a deal here with the ex-offenders, and Mr Mark Barrow here, but did me a deal here with the homeless. So I just kept my mind open.

And so having my mind open meant that yes, I didn't actually achieve it, but it's given me more business opportunities. Finally, Mr Noel, oh yes, deal or no deal. And the thing I wanted to do was get a rent to rent deal across the line.

And what I soon realised was that managing kids that are 20, 25 years old, that are down spoons every weekend, drinking WKD Blue, are very different to home than the kids that are 20 year old that are living on the streets and need to be drinking alcohol to keep themselves warm. So I had this big plan of getting four deals over across the line this year, and then I suddenly realised, wow, okay, this is a much more serious strategy to be involved in, and takes a lot more time. So it is a cross, and I'm okay with that, because this year is going to be bigger, and if I get one across the line, it's going to be a big win.

Then we come to Scorecard. Scorecard. So yes, I've got 44%, 33%, and 22% here, and lots of people did focus on this, and I thought about changing this, because I actually haven't focused on this.

I've got some great wins, but the wins in the Scorecard this year are on the inside. I've been through a lot, and to keep my head above water has been a real challenge, and knowing that I have worked on myself, I've done an NLP course, I've spoken about mindfulness, if anybody remembers that, and it's something really passionate that's getting me through these days, and so knowing that I understand myself better will mean that when I work with my future clients, it's going to be even stronger. Biggest success, the user manual. Oh my goodness.

For anyone that is involved with rent-to-rent or service accommodation, they know that the admin is absolutely brain-numbing. So me and my business partner, we created a user manual from literally the day that you meet them all the way to the checkout. It's got everything that you need to walk you through it, and so we completed this, and potentially, if anyone's interested, we're going to sell it.

Then, also, I took on Coho, an amazing platform which allows my VA to manage all of my personal portfolio. He does all the maintenance, everything. Five hours a week, I now do no hours a week.

It's a big tick. And the biggest lesson, this comes back to what I started at the beginning. If it's too good to be true, it's probably because it is.

All of us here, and all investors, entrepreneurs, anybody in life spends hours, sweat, blood, and tears, sacrifices to make the money that we're making, and literally keeping our families safe with roofs over our head, and then suddenly, I can't click my fingers, but boom, like that, the money can be taken away from you. If the deal is too good to be true, question it, and never ask enough questions. Finally, the biggest challenge.

A message that seems to be very common between all of us here this week is the inner game, working on the heart and also working in the head, trying to figure out, am I doing the right thing here? Trust in the gut. And this is it.

Trust in the magic that you have inside yourselves, because we are all such powerful entrepreneurs that we can actually achieve anything. And this little quote I read and now use regularly is to stop underestimating myself and stop overestimating everybody else, and thinking everybody else is doing so much more than me, but swap the yours for yours, okay? This is a message that everybody says to each other every day, and what we're doing here is amazing stuff, and as we learn on the blueprint, it is building our life by design.

So thank you very much, everybody. That is me. Thanks.

[Adam Goff] (28:00 - 28:23)

Well done, Matt. Great job. Excellent presentation.

Very well done. Okay, you enjoy that? Good stuff.

Okay, let me finish taking your notes, so you remember, come voting time. Okay, two down, three to go. Ladies and gents, next up, let's give Rupin Patel a big round of applause and welcome him to the stage.

[Rupin Patel] (28:42 - 39:15)

One, two, there you go. So, yeah, massive kudos to the people on my presentation Zoom yesterday, so I dedicate this one to you, and thank you all for voting us. So my end of year presentation, as follows, lots to crack on with, so I will punch straight into it, but also feel a bit under pressure, like four of Adam's masterminders against one of Josh's, I feel like, of the Cowboys versus the Indian.

So here we go. So my year was Almay. Last year was Cementa.

Cementa meant planting. This year was Almay's Latin for nurturing, because one of the biggest things I learnt last year, two things, two adages, cliches, lessons learnt was you water the grass, sorry, the grass is green is where you water it the most, and the other thing was you can do anything, but you can't do everything, and they were two massive learnings for me. So this is a breakdown of me trying to, and actually achieving to water in the right places.

But first of all, I just want to meet the family ball. This is my big reason why. So you've got myself, you've got Tracy, and you've got the two older kids, and then the future with little Reggie and Marnie, that's our four, that's the family ball.

We've also got the mum at home, which is beautiful, I've always been with mum. So to have them all together, it's a pleasure to really get out and work for these guys. The team, Tracy, she's my business partner in kitchens and with the properties, and if there's one person I'd want running out the trenches with me in business and in life, that's that girl, and so I'm really proud of her.

The two older ones are doing great at college and university, and the two young ones, oh my god, right, I'm 53, I'm an older dad, and to have two little pups like that, I feel 25 every day. So to have that in your life, you know, if I was to finish this presentation and that was my happiness, I'm done, I'm happy, right, they're the reason we do this. The long game for me, you know, this is, last year was the first time I really put this long game into place.

We're still architecturing some of the things for next year, but I'm getting the buy-in from the kids, from Tracy, from the family and the friends, what's it going to look like in 26? But this year was all about the family, it was house to home, development myself, unleashing my potential, and storming in sales, and that's a big milestone, some 18th, 21st, and some big birthdays coming up. But what I wanted to say is, you can't see it at the bottom there, but it's a Jim Rowan thing, the quote that says, you know, enjoy where you are, be happy where you are whilst you're building your dreams, and that was a big one for me, so breaking that down, so where I was with my wealth, I'm at 4% now, just to let you know, at the start of the year, it was like minus 10 on cash flow, it was all over the shop, so we've had a real big swing there, health, 63, don't smoke cigarettes, right, because that shit mucks you up, so I do it over two years, I was 67 years old on my metabolic, I'm only 53 years young, and it's 63, so it's coming down, so really, I'll break that down in a moment, but here's the big one for me, at the start of the year, 67%, like the happiness side of it, now it's 83%, but why, what's really helped me, it's coming up to nearly the fat end, 11,000 minutes of meditations over the last three years, it's not about the minutes though, it's the practice I had on myself, and what I found about me, and where my happiness was, and that life of comparison, that life of, oh, you could do better, or that life of, you should be doing better, the regrets that you've had, all goes out the window, just be happy with where you are right now, and what you've got, not what you haven't got, really bloody important, so really happy with that, so a little bit of breakdown for my execution scorecard, three out of two, I'm a professional, three out of two, I didn't do the Amber Green, I just didn't like it, did I do it, I think I did it, that's what I done, and got seven for the company, for both the company, supporting the company and the kitchen company, overall, 69%, it's a good 69, who doesn't enjoy a good 69% in life, so yeah, I was happy with that, I was really, really happy with that, and to have a breakdown of that, so my personal objectives was, I'm still fat, but I feel good, I feel good, my body fat has come down slightly by two or three percent, I'm happy, but no smoking for a couple of years, I go six months sober, it's all a game, isn't it, because I do like a beer, I go six months sober every year for the last two years, I loved it, actually, I can't drink anymore, I'm a really cheap date, and so, but here's the thing though, I feel good, I feel fit, I feel stronger, I'm down at the gym, I'm still working four times, working out four times a week, get up, give back, 5,000 metre swim, never run in my life, I did a 5K run without stopping, right, right, climbed a mountain with some brilliant people, cycled 100 kilometres and walked about 250 kilometres, it's happening, it's working, just keep at it.

The other bit was a pass about a big one for me, so this is about our two older kids, for two months, two hours a month, we have a Zoom call, and we teach them about our businesses, where we're at with the businesses, what's a property portfolio, what's happening in the kitchen business, so that's good, so they understand what we're doing, but the other side of it is like, if anything ever happened to me or Tracy, anything, we lost our posters, our posters, they know what they need to do with the two younger kids and how to stay together, so that was really important, so we passed the baton of our knowledge and they know about our powers of attorney and our wills, we're not scaring them, just getting them prepared, they're old enough to understand, and they appreciate it.

And then the other one that I think has done really well, we're not moving house and we're doing a lot of work, similar to what Dan's done, but just my house is a lot bloody smaller, and, you know, just like, even like, from, we've created another bedroom, but down to, we bought a pool table to make it a house, so we all have fun playing pool in, you know, in our little dining room. On the professional ones, this has been a game, I've really got into getting, I think I was in the top quartile of getting the game changers done and my Sunday sanity, so that's really worked well actually, it's been such a northern star that really do, I really do promote that. Cash focus, you know, like I said, we're from minus ten to plus four, it's like having that focus and hitting that income target that we've achieved, and the one we probably didn't do as good is where I did a lot of profile expansion last year, I wanted to polish it a lot more, Leeds did come in, however, we didn't hit the project funding target, so missed that one, but I was happy with what we achieved. Art of the home, this is a kitchen business, this has been one of our success stories, and again, a massive thank you to some of our top customers in this room already, so bravo. So that was, we wanted a sales and capital target, we hit the sales target, in fact we've got 113% growth in our second year.

Cash flow target, ring fence capital is low, but purely because we reinvested the money, so we're happy where that is. Customer base, we wanted 20 regular customers, we're up to 28 now, so that's really exciting. And finally, the lead expectation and growth is in line with our sales, so that's gone about over, probably 106% growth on Leeds.

And this is all from our low hanging fruit, this is all from our network, so we really do, we've got some massive opportunities in years 3, 4 and 5 to really expand the business. I'm going to say massive, massive well done to Tracy, she and the team really run it, and yeah, I just like the big cheerleader, the cuddly cheerleader. So, and then on the property side of it, three targets, my HMO, it's going to be done, we're going to be finished by the end of this month and it's already tenanted.

Then the one we're not doing or didn't do, and it's purely because it's still in legals, is our development, which is another excitement. It's amazing how slow things can be as well, especially with developments. And the big one here was really sorting out the portfolio.

Two key learnings is when Dan says fix your mortgages when there's that little dip, I did two of them, and also get the rents up before labour come in and that's what we've done. So that's really helped the actual portfolio. Time-wise, I said I want to do 40% on the property business, 60% on the kitchen business, that's how it sort of levelled out.

45% on the kitchen business, but I was more, actually I was more hands-on with the management side and coaching and helping Tracy with that sort of part of the business. However, guilty pleasure, I like getting on the tools, right? So with the property business, it's like coming away from that.

So some big learnings on the time distribution. Big challenge for me this year, as I've said, it was get up, give back, it was an amazing feat with so many people, all this room and what we achieved, £135,000, brilliant charities, you know, doing the challenges was amazing and yeah, that was probably one of my biggest challenges I've had this year. I didn't go camping with the kids, I said I was going to buy a little engine for the dinghy and take them down Yalding River, but that didn't happen, so we did take them away in April.

Didn't do the skydive, I ticked it because we booked it in, got to the plane, had the thing on and they cancelled it because the weather was windy and I didn't really want to die on that day, so I said okay. And then finally we booked in my only break, my little bit of reward and my experiences and we're going to go on a little meditation retreat and it's simple as that, you know, that's me, thank you. It's very inspiring and I'm happy.

Thank you.

[Adam Goff] (39:18 - 39:32)

Well done Rupin, good job my friend, well done, excellent presentation. Okay, very good. Next up, he's won one award already today, can you take another one?

Let's get his jacket on, let's give him a big hand ladies and gents, Mr Steve Hammond.

[Steve Hammond] (39:42 - 51:42)

Afternoon everyone, I guess you weren't expecting to see me up here again. So, thank you to my group for nominating me and let's get stuck in. So, this year, I'm sorry, actually last year I struggled a lot with clarity on a number of things in my life, both personal and business and in particular I was struggling whether I actually wanted to be the builder or not, because being a developer and a builder, they're both full time jobs and it slows you down on one or the other because you're always focusing on one and then moving on to the other and etc. And being the builder is actually my USP as well as my Achilles heel and so at the beginning of this year, I decided embrace it, just get on with being the builder as well as the developer and as soon as I did, massive opportunities came my way. So, the aim of this year for me was to become the builder that develops, sorry, yes, sorry, the builder that develops becomes the developer that builds and that was the aim of my year.

So, let me tell you how we got on with that. So, let me go through my personal objectives, looking after the goose, I don't look after myself very well, I don't sleep enough, I go out drinking, sometimes smoking and if I do go out and exercise, I'll just run for half an hour and not even stretch and so I don't look after myself. So, one of the things was seven hours sleep and I looked at my app and I did this at 2am, I did the whole presentation at 2am on Wednesday night and which obviously is great for my sleep and I'd actually done seven hours, two minutes which is great and I'd also set myself the task of doing 50 sit-ups and 50 press-ups every day.

Now, I do that reasonably regularly but not every day, so what I'm actually going to give that is a number and one of the other things and I'll tell you a little bit more about that in a sec, was it's been a really hard year financially for me as well, I've been really stretched, so I wasn't enjoying it and so one of my objectives was to bring back the fun, have eight holidays and a conscious effort to have fun at work. Now, I've actually had six holidays so far and I've got four more planned for the next couple of months, so I'm doing well on that and I've made a conscious effort to have fun at work as well, which has really improved things just for me and the men as well.

And then the other thing was know my number. Well, without finishing a couple of the developments that I've been on, I wasn't able to know my number and I finished the last one a couple of weeks ago, I haven't had a chance to figure it all out yet but I will do and I will sort out my financial fortress after that. My professional objectives were all about finishing off the developments that I was on, taking a bit of a pause, getting my building business straight and also growing a new business as well.

So, I sold both the barn and the lodge, which is amazing and so that's complete for sure and my other thing was to work 40% on it and 60% in it. I was doing really well with that up until about June but unfortunately since June, for a number of reasons again, but I just carried on, beast mode, working every hour I'm awake so I haven't really achieved that and Umesh pointed out to me last night that I've actually put a red tick. It's meant to be a red cross but a red tick will do and then the other one is monetising my network, developers network.

I wanted to make more of it and do more with it and actually I've got some great plans for the next 12 months and so I'm going to give that a tick and the idea was to have a new business idea in place by Q4. I've got that and I'm going to be starting that in the new year. So, headline strategy for my business, my development business is new home company 2.0 because I was going to do it bigger and better this year and right up until two or three days ago I was doing it bigger and better and it was going really well. So, obviously first objective was to sell the barn and finish the lodge and have clarity on my war chest. Sold it and I will have clarity on the war chest like I said but the second one and the most important one was to find the unicorn deal. A two million pound project funded by other people.

Now, I actually managed to find three of those which I'm actually chuffed to bits and literally in the past few days that's all fallen apart. So, instead of a unicorn, it's just a horse name, I've still got a lot of developments on but not of the size or scale that I was on. So, I'm a little bit disappointed with that and the worst thing is I've done all the planning, I've sorted out all the budgets and we're planning to get underway in Q1 but this is development.

As Dan said, it's a roller coaster, it's up and down, up and down and that's what happens unfortunately. So, a red tick for both. So, the other thing was then once I finished my existing developments, I was going to really put some focus back on my building company because I've been whipping the hell out of it.

We've been moving forward, moving forward, moving forward and I needed to reset a little bit and help it to achieve its potential. So, world class team was one of the targets for this next period and I will get on to that. So, I believe I'm well underway with that.

We've been talking about how I share benefits, how people can become part of the business, how we have a clear organisational structure and job roles etc. But, my business partner that was, was going to focus on national level systems and processes because I'll never be a world class systems and process person and measure what matters. So, that was about to go out the window but I've had a call off somebody over the past couple of days who wants to come and join me and I'm meeting him tonight to discuss it and maybe they might be back on so I'll give them a number for now.

My other business is Developers Network and it was all about monetising it this year. So, at the beginning of the year, I wanted to renegotiate my deal and do more from it but actually I manifested making it mine so I own it now which is brilliant and I wanted to ensure we had 12 months of speakers and increase our social media and have an average attendance of 60 people or more per month. Well, we've had all of that but more importantly now we're rebranding, we're coming up with new social media ideas and hopefully by the end of October we'll have a new brand out and making it happen is about a new business that I'm going to be launching in the new year off the back of Developers Network which is around mastermind and helping developers in my region do better.

So, I'm going to give that green too. So, this is my execution scorecard. You can see personal 100%, professional 66%, company 77% and total for the year 80%.

It doesn't feel to me like 80% because if I'm honest I'm still a little bit disappointed about losing the opportunities that I've lost in the past few days but I also think looking forward I think I will be better placed. Rather than having business partners I think I've got to do this on my own and so have project partners rather than business partners. So, my biggest challenge is actually my biggest success.

So, I bought the lodge in November 2022 on a bridge. I only had 50 grand in the bank, I had to go and find 400 in 28 days and literally about a week or two later Liz Trust threw away the economy. So, that was great and I was okay because I thought I was selling the barn at the time so I thought I can clear that too but unfortunately because of Liz Trust my buyer pulled out as well.

So, I was literally stuck with £1.5 million worth of property there, £1.2 million worth of property there and it was killing me financially and it was a buyer's market and I wasn't able to sell. At the same time I had an absolute nightmare with planning. We had to fight certain parts of it and I even got started without planning.

I wouldn't recommend that either. Utilities, the water was 600 metres away so it was an absolute nightmare to get that done as well. Build costs got a little bit out of control because I was constantly focused on funding and finance but funding and finance was the thing that really battered me last year and I'll explain all.

So, prior to buying the lodge I set myself a golden rule that I have to be able to buy a site outright. I ignored that with the lodge and as I said I had to find £400,000 literally in three weeks, four weeks and set up the company, set up bank accounts etc. Difficult is one way to describe it and then literally Dan got up about a week or two later and said don't buy on a bridge, don't buy in auction and don't develop at the luxury end of the market.

Thanks Dan. I will have that Rolls Royce. Then I thought well actually I found a buyer and the buyer was going to buy the site off me and pay me a nice big profit and he was going to get me to build it for him as well and I thought brilliant and then he messed me about and pulled out in March.

Then I found a person who was going to lend me some money and he was going to lend me some money at 8% and I thought brilliant and he messed me about until June. By this time I was getting really frustrated so I took a month off and I thought to myself I have got to think about how I am going to make this work and I come up with the idea of doing a finance and funding special at Developers Network and out of that I had about seven offers for investment which was absolutely awesome. Thank you.

But I literally left it to the wire because three weeks before the bridge ended and I hadn't put any back up in place I managed to get it over the line so I was quite pleased with that and guess what happened that week? Somebody put an offering on the barn and I thought wonderful I actually don't need to get any development funding and it was supposed to be done within a month because they were a cash buyer. Seven months later it still hadn't gone through so I was building the barn, sorry the lodge and I was having to find 50 grand here, 40 grand there, 30 grand here, constantly, constantly chasing money but these are the CGI's and these are the actual finished pictures.

I've got some better ones being done but we literally finished it and they moved in the next day so they've got some good nice furniture so I'm going to use their furniture in the pictures as well. But the build, I'm pleased with how it looks, I'm pleased with how it's gone and I'm really happy with the end result and it's completed and the money's in the bank which is awesome now and now I'm starting to use that to look at other projects and stuff. Here's some figures, not the best financial figures in the world but I bought it for 450, I built it for 500 and sold for 1.15. It would have been extremely profitable if I'd have sold the barn because I wouldn't have needed funding but at the end of the day I had to pay 150 grand for the funding which wiped out a lot of the profit but I made a lot of profit on the barn so I've averaged a 2 over that. But the one thing that I'd like to share as my lesson learned is your mindset determines your perspective which controls your effort and your outcome.

Essentially I spent so much time thinking about getting off the bridge, so much time about trying to find funding, so much time thinking oh man this is so hard, this is so difficult, how am I going to get through this period, how am I going to get through that period and I was on the left, I was seeing it as a problem, how am I going to get over that but actually then I just had a mindset shift and I really put myself over to the right, the baldy on the right and I saw it as an opportunity and the faster I climb it, the sooner I get there, the sooner I get my prize money and that's when things started going right for me again and that was around the beginning of this year and so your mindset is so crucial, you can make anything, I think it was Umesh who said earlier, you can make anything happen but if you're of a problem mindset it's really hard, if you focus on the opportunity or the challenge you'll make it amazing. Thank you.

[Adam Goff] (51:47 - 52:09)

Thank you Steve, well done, very insightful. Okay ladies and gents, are we ready for our last finalist? Are we ready for our last finalist?

Okay fantastic, ladies and gents, representing the world class women of the community, it's our final finalist of the day, let's give a massive round of applause please to Valerie Heyser, ladies and gents.

[Valerie Heighton] (52:20 - 1:06:42)

Right, hello and welcome to my end of year presentation and my end of year presentation is all about living life in colour. My year of was the year of mastermind, which is I've started so I'll finish, to focus on a specialist new subject and strategy and to overcome my overthinking, to master my own mind and that's quite the big one. I'm part of a great group of people, the masterminders and here they are, they're marvellous and they've helped me all year and I want to thank all of you exactly for that.

However, at our first meeting we were given a poster and the poster basically lets you know you're going to die soon and me more quickly than others perhaps because I'm one of the oldest. So moving swiftly on from that, we take no more delayed gratification and we need to get on with what we have to do. So life by design, my children, they are setting the example with lots of new beginnings and a good work-life balance.

So we've got two engagements and a wonderful world of adventure coming up. One of the engagements in London, one on the Amalfi Coast and my son has been rowing the Zambezi for water aid. He is a geography school teacher and when he said he was leaving his position because at 33 he wanted to travel the world, he said they'd hold his position when he came back.

And not only will that enhance his job. So, my professional objectives and targets. I've been in a league of my own, I run my own small HMO portfolio myself and there is only me.

I wanted to recruit for the HMO business but I didn't have enough money. So my son stepped in, he is a recruitment manager at Citibank and in looking for rent-to-rent properties you have to deal with a lot of no's and he does that in his job and it didn't faze him. So his momentum and his ability to help me has really pushed me.

And then in terms of selling an HMO, we put it on the market but then we had the general election. So we decided to take it off the market for the summer, we've put it back on and it's only been on since Monday at the right price. It's priced to sell and if it doesn't sell then I do have an alternative strategy.

So as far as I'm concerned that's a tick. The next one is the countdown. So to secure 50K of investment, that's quite hard when you're 62 and it is just you that's your company and you're starting a new strategy.

I've secured 100 and I am over the moon. And that is huge for me and I'm in a position now poised to scale the business. And then in terms of earning an extra 2K per month, we are taught to get money from nothing.

So what did I do? I've put my rents up across my portfolio, I've talked to one of my existing landlords who's given me part-time work and he's now given me more secure work in managing his two HMOs and I've reduced my training spend, sticking with PE and dropping off some of the others. So that is a tick.

In terms of being the apprentice, I was very happy to say that one of the other partners within this room, Richard Brace, offered to help me with his essay by leveraging his credibility with his properties in London. And I looked into that but I find that trying to find a deal in London where the rents are exorbitant, where the landlords expect for more money and the sourcers who look at source deals which I've spent most of the year doing, they will sit on their laptops and send you a deal that just does not work. So I've spent a lot of time looking at deals but equally I've gained valuable knowledge and confidence because I now know a deal that will stack rather than it won't stack.

So I'm comfortable with that. In terms of my supporting objectives, only connect. So networking, I've been doing many, many networking meetings.

In fact, most Tuesday and Wednesday evenings I'm on webinar calls and listening to someone making calls to landlords and that has been really helpful for me. And then going to local networking meetings and then literally spreadsheeting how much effort I'm putting in. It is a numbers game and I did not realise and I'm now playing the game and therefore I'm time tracking it and I'm getting that done.

In terms of university challenge, yes. So I've done two courses this year. I've done Graham's course, the ultimate essay course.

I've done the superconference course with Simon Smith. I've been batting up and down the motorway to Derby. I've done lots of face-to-face meetups and I've put huge effort in.

So I'm happy with that. In terms of deal or no deal, so the main thing here is to listen to your peers and John Woodfin for example told me that essay is very, very difficult and equally doing the essay course with Graham, I'd already got to the fact of understanding that those managing are the ones that are making the money. So I decided to pivot and to stick to what I know and talk with authority because I am a small HMO portfolio owner and therefore in my own local area I talk with authority.

That has changed my mindset. That has made the difference. So I went back to one of my existing landlords and I said to him, can I get more work?

So I'm now managing two of his HMOs in Windsor for him and equally there is another landlord, so I lost this one on a rent to rent deal but there's another landlord that has this property. Now this landlord, I refurbished an HMO for him and I believe in manifestation and he came to me and he said the tenants are leaving early from this property, it's based on the river, he wants to put pets in the property. This landlord loves animals and this landlord runs a utility warehouse business for an animal charity.

So I've moved some of my properties to utility warehouse and he has suggested that we will trial looking at rent to renting his properties. So I should, although I haven't secured it, which is why I've put a cross, that's likely to happen. So I'm very comfortable with that.

Thank you. My personal objectives and targets. Now if you were in my mind, it's hard, it's a difficult place to be.

So I thought, okay, let's start with meditation with Matt. Matt, brilliant, we did his course, absolutely thoroughly enjoyed it. And then I was going to do some trial therapies for the year.

So we thought we'd start with hypnosis, but I didn't like the speaker's voice. And then I thought, right, let's try massage. We can't go far wrong with that.

However, have you seen the sort of little knicker thong they give you? I had an idea it was going to disappear. So when I laid down, it was big knickers, big knickers, big knickers.

I felt shame, total shame. That's what happens in my mind. Then we tried to do head.

I thought, right, let's think about head and feet, head and feet. That'll be fine. So we had a head massage.

I looked like I'd been through a wind tunnel. Then we decided feet reflexology. She talked at me the whole time and I thought, oh, this is not good.

And then I decided we had a triumph. I was in Chelsea at the Flower Show week, which was absolutely manic up and down the country. And my son was with us and we went in and Trini Woodall, who is also an extreme Trini Woodall, who has got a skincare massive company she's achieved in her late fifties.

She is three years younger than me. I'm very proud of that picture because the only fillers I've had is cakes and biscuits. I decided I wanted to lose 60 pounds in my 60s.

I'm 62. I am the menopausal mama of this group. And I have to just take a pause to say I was really scared to join this group of people because everybody achieves so much and mine is very modest.

But you have embraced me for the last three years that I've been on it. And I just wanted to say thank you for that. As an older entrepreneur, it's hard.

I've lost two stone. I've maintained that. I haven't gone any any more, but I've done really well.

I've also done. I've also consistently made ten thousand steps a day. My main focus of my day because I've never really done the exercise.

My children are all prolific at exercise and I'm not. I was the driver. I was the cook.

I was all of those things. So to make my ten thousand steps a day a priority is huge. And even in the four holidays of the year we've had, I did the Duomo Tower, which is 415 steps in 35 degree heat.

And I deserve that ice cream. The other holidays. So I have a tick.

The other holidays I've had have been memorable. So my daughter, who got engaged on the Amalfi Coast, invited me to join them just after their engagement. And it was wonderful.

I have been to Edinburgh and I've taken my father and my brother and my sister to Lancashire, which is a memorable holiday in itself. And that will come up later. And I've got Bali yet to come.

As regards dates, I would love a silver fox like Richard Gere. But I think I'm punching above my weight. Thank you.

Thank you. A true officer and a gentleman. And I have to say there's one other person who's not here today who has restored my faith in men as a true gentleman.

And I hope that Dan Norman had a single older brother. As regards the four dates for the year, that's not happened, basically because my friend sent me this picture, which was look at this fine specimen of a man that sent this to me. No way, Jose.

So it's a work in progress. To gain an extra bedroom, I live in a one bedroom flat, so I had to declutter and clear out the flat. And that was a very cathartic exercise.

And it gave me the space. And I went to bed, and I bought a purpose built six feet four bed, marvellous, and put it in the corner of the flat. And I was very happy.

And everything had gone into storage. Then the storage unit broke down. It did.

It's not so bad because actually, if you think about it, I would have sold on, it was nothing too precious, but I would have sold on the items and I just put it in a different mindset. The mindset was I got four grand, it was probably worth 15 grand, but it was all done in one fell swoop. You know, that's how you have to think about it, to be quite frank.

So it was a cross and a tick, 91% achieved. The real thing I failed at was dating. I'm able to chat a bit online with gentlemen, and I have conversations, it's fine.

But most of the men I'm around at the moment are pimply 20-year-old estate agents or grumpy old landlords. So not really the pool that I want. And then in terms of my biggest challenge, it is the first and the greatest victory is to believe in yourself.

So you've got to get up early, drink your water, eat a healthy diet, do your affirmations, Zen till 10, dopamine detox, V-talks, basically, to hear what Umesh has got to say. He will either be in Maidenhead, he will be in Mumbles or he'll be in Mumbai or even the Maldives, but he will chip in with his comments and I love him for it. Do your HMO work, phone your agents and your landlords, do lots of viewings, make offers, worry about the detail later, manifest, do a 10K walk, listen to the birds, mindfulness, pick up some litter, post-ads letter, karma credits.

In the evening, make landlord calls, do a webinar, go to networking events, read a book, go to bed, jolt yourself in the middle of the night for the twilight zone thoughts that will change your life. And go for a wee. That's all the water.

Get it up and do it all again. That's the game. And I'm mastering it.

And that's how you win the game. Karma credits. I'm just going to finish with this.

Let me finish, Adam. I'm happy to fill my jar. I am so happy.

The five days in Lancashire had a ripple effect. Look how happy my 93-year-old dad is. We had a trip down memory lane.

We haven't done this in 40 years. My brother, my sister and myself to remember my mom who came from Lancashire. And one thing he said to me was, after the trip, when I've been with him, he goes, I don't get any post apart from the postman.

No post. No post. No post.

Now he gets post. Because I write him three letters a week. And I have as much fun in picking the cards, because he had a new hip, as anyone else.

And it fulfills me. And it has a ripple effect. My brother, who has not come from Switzerland a lot to stay with my father, brought his whole family over this summer.

And that's me. And oh, I'm going to be a grandma.

[Adam Goff] (1:06:49 - 1:10:45)

Good job. Good job. Okay.

So we're done. The finals are finalised. The only thing now to do is to reflect, review your notes and cast your votes.

So you know the drill. Back of the workbook. You've got a QR code.

Put some music on. Take your time. Have a think.

It's a big decision. If you are watching from home, feel free to comment on who you think should win. When you've cast your vote, please put your phone down.

Good stuff. Okay. Very good.

Right. Everyone voted? What a final, hey?

Very, very interesting. Before we announce the winners, the votes are being counted, I have another award. So everybody knows that, Dec, you can do the slides.

Everybody knows that the ultimate thing that we're going for here on Property Entrepreneur is to take people through their whole entire entrepreneurial journey. So from starting a business, systemising it, scaling it, selling it, producing wealth, and accumulating enough wealth that we put it into passive, low-risk assets. We believe that everybody should have financial independence.

And it's our mission at Property Entrepreneur to make hundreds and thousands of people financially independent. And the way we teach this is to invest your wealth into these low-yielding, safe, secure assets. And we call that the financial fortress.

And for us, this is the top of the game. This is where we all want to get to. So that we have the security, the freedom to not have to work for people we don't like, for money we don't need, if we don't want to.

Because we never know what's around the corner. And having achieved financial independence myself, I can vouch for the fact that it is an absolute game-changer in the way you do business and the way you live your life. So, we've been teaching this for a number of years, and you're well aware that lots of the trainers on stage have completed their financial fortress, but there is someone in here who has also completed their financial fortress recently.

So I'd like to invite Dan onto the stage, please. Let's give Dan a big hand because he's going to come and present, for the very first time, the Financial Fortress Living Off the Steam Award. So we have this new award.

We would like to award it to one of our delegates who's been with us for four years, and has recently completed his financial fortress. He's living off the steam, ladies and gents. It's Mr Chris Moss.

Please come to the stage and congratulations, Chris. Want to give it to him? Want to mate?

No?

[Speaker 8] (1:10:52 - 1:10:55)

Well done.

[Adam Goff] (1:10:57 - 1:10:59)

Do you want to say some words about the journey?

[Chris Moss] (1:11:01 - 1:11:15)

When I joined Property Entrepreneur, I had no insight into property at all, didn't own my own house, and being surrounded by you great people has not only inspired me, but also given me the execution to do it. So thank you everyone for everything. Thank you.

[Adam Goff] (1:11:15 - 1:13:12)

Congratulations, Chris. Well done. Let's give him a big hand.

Well done, Chris. Thank you, Dan. Okay.

So yes, and just as a reminder, we are holding the Financial Fortress at the end of the year. So before we announce the winners, just a little note about homework. So if you'd like to get your homework, your workbooks, I'm going to take you through all the homework for this month.

So are you ready? There is no homework, ladies and gents. It was a joke.

All right. School is out for summer. All right.

There is no homework. It is a joke. Do not panic.

Do not fret. But we would like you please to very quickly just rate us on today's workshop. So you gave us the feedback for the month.

Could you please get your phones out? Give us a rating for today. How did you find today?

A little bit different than normal. How did you find today? Do they have an SMS?

There is no SMS. So we'll skip over that. We'll skip over that. No problem.

No problems, only solutions. So I think it's time we announce the winners, don't you? Okay, cool.

Thank you. If you would please. Dan, would you like to join me to give out the awards?

Okay, ladies and gents. So in third place, Property Entrepreneur of the Year Advanced, third place goes to Mr. Matthew Dolman. Congratulations, Matt.

Come on. Well done.

[Matthew Dolman] (1:13:13 - 1:13:15)

Good job. Very good. Thank you.

[Adam Goff] (1:13:28 - 1:14:04)

Congratulations, Matt. Great presentation. Now, I have to say, the reason why Bianca was whispering into my ears is because this was incredibly close between second and first.

I don't know if this makes it better or worse, but this came down to, there was one vote in it. One vote in it, ladies and gents. In second place, the runner-up of Property Entrepreneur Advanced 2024 is Valerie Heighton.

[Speaker 8] (1:14:09 - 1:14:14)

Well done, Valerie.

[Adam Goff] (1:14:37 - 1:15:36)

Valerie, I think I speak for everyone, that was a fantastic presentation. For someone who hates public speaking to the point where it keeps you up at night, and your face when I announced you in the final, I feel like I say this a lot, but actually you're a natural, you're hilarious, and we should get you on stage more. Don't we agree?

She was fantastic. She was funny, she was charismatic, she went well over time and played it off, but she's fabulous. And you're seeing 10 minutes of her, but trust me, when you're in a mastermind with her, you get that all the time.

I love her straight talking, she's a great lady, so go and make friends with her. And Richard Gere, if you're listening, what are you waiting for? So, the gold ribbon, the creme de la creme, the top of the tree, the Property Entrepreneur Advanced winner of 2024 is...

Mr Chris Dornan, ladies and gentlemen!

[Speaker 8] (1:15:44 - 1:16:03)

Well done, well done. Thank you very much. Well done, mate.

No time for losers, as we are the champions.

[Adam Goff] (1:16:04 - 1:16:13)

Well done, well done. Stay there, stay there. Chris, fantastic presentation, would you like to share a few words?

[Chris Dornan] (1:16:13 - 1:16:46)

Blew it away, wasn't expecting that at all. Thank you very much everyone, that was absolutely amazing. Yeah, thank you, you guys.

This has been a funny old year. If I was, similar thing to Matt, if I was to say how my year was going six weeks ago, I would not have thought it was going anywhere near as good as it was when I did the year end, so it just shows the importance of doing the presentation and really reviewing what's going on in your year, because there's all these little wins that add up, and it's brilliant just going through it. So yeah, thank you for all your teachings, thank you for the process, and thanks for the votes, guys.

Chris, you're a gent.

[Adam Goff] (1:16:46 - 1:16:55)

You've had a massive breakthrough this year, a complete reframe. Success is not beast mode, 24-7, 365, is it?

[Chris Dornan] (1:16:55 - 1:17:05)

Definitely not. That's been my biggest line, just that you have to tap out of beast mode. Pull the cord, as you say.

Yeah, that's been a big, big realisation.

[Adam Goff] (1:17:06 - 1:18:37)

Congratulations, Chris. Well done. From everyone here, let's give Chris a massive round of applause.

Fantastic. Well done. Well, that's pretty much it from me.

Final call, just to remember, this is a game. Hopefully you've enjoyed playing our game this year. Have you enjoyed it?

Yes. Okay. Thank you.

We're putting our absolute best into this, and the thing I didn't even announce earlier is that Dan and I have already completely levelled up the content for next year. So if you thought the advanced content was good this year, the schedule, we've already built most of it already out in the cave, in a spreadsheet, so you've got even more to look forward to, and we promise you we're going to make it even better next year. Final call, this doesn't have to be the end.

This new community membership that we're offering for the first time, we really believe it's a genuine win-win. There's people in here already have told me it's a no-brainer. I'd love to have you as part of the community for months and years to come, so we can grow this beautiful thing we have, which is a load of really honest people who genuinely want everyone else to succeed and help each other.

And I mean that from the bottom of my heart. So take a bite before you go. Have a great September.

There are some mocktails and some cocktails outside, if you'd like to have a refreshing drink before you head on your way. And there's the photo at the back, if you or anyone else that you might want to get a photo with, myself and Dan included, okay? Ladies and gents, stick around for a bit, have a drink, say goodbye before you go.

I'll see you at the Supervent Bon Voyage, and thank you for a fantastic year. Well done, everybody. Thank you.

Thank you.