**TBP 142 Edited\_Transcription**

[Daniel Hill] (0:05 - 0:34)

Welcome to the Blueprint Podcast. In these episodes, I'm going to share with you my life's work boiled down into simple blueprints that I used to build a 10 million pound portfolio and retire with financial independence at the age of 35. You can listen to these podcasts in any order, and I guarantee you that when you execute them in practice, you will see that success and failure are both very predictable.

Let's get into the next blueprint.

[Tony] (0:38 - 7:31)

Best of luck, sir. Raring to go. Nervous, though.

Yeah, thanks, guys. So, yeah, end of year presentation, last five or six years have been fully stacked with work, and I felt that this year, after some deep reflection, I needed a big reset and focus on what really matters to me, and that's family, fun, and a bit of fitness as well, my health, which had slipped a little bit. So, first up, my personal objectives was to be super paps of the century to my kids by being super organized, super fun, and super adventurous with them.

By booking the time into the lifestyle by design calendar, minimum 16 hours per week play time with them, and booking adventurous escapades with them every school holiday. Next up, focusing on my health, I practiced Brazilian Jiu-Jitsu, and the idea was that I dropped down to fight at lightweight in the tournament, and I thought the way that I do that is by going vegan, as you do. Big challenge for me, because I'm a big foodie, but it's not actually been too bad, and I found my energy levels really good once I got the hang of it.

So my last personal objective was to get a life. Super busy with work all the time, my social life slipped, so I wanted to book things in, be more social, and make them happen. You know, going out and having fun with the friends, social gatherings, dinner parties, whenever I could kind of fit them in.

The goal was every six to eight weeks. My professional objectives were more around, the Zental 10 was the big thing for me, giving me the opportunity to be the creator of my own life's design, and essentially preparing the music, preparing the masterpiece for conduction. So being the conductor is about getting the right people in the right seats, communicating and delegating, and conducting the prose of the orchestra, and I do that by finding the right people, training them up first, and then maintaining the SCS system.

Lastly, for professional objectives, the power of one, creating that space of uninterrupted efficiency where I wouldn't get interrupted, where I could focus on one deal at a time, and be super efficient and super focused in the delivery with minimal distractions, and look at one deal at a time. My headline strategies. So for Stronghold Properties, our development company, this year we wanted to bridge the gap between short-term client build projects and longer-term land and development plays.

We needed that, to do that we needed to let the dream team be, and we needed to build the team up, get some investment on board, and secure some deals. And we do that by onboarding a diamond miner who's our site finder, friendly Sherlock who helps with research, to raise 500k of investment, and secure three deals in the land PD, or commercial to residential. So Interprove is our construction and specialist interiors fit-out division company, and COVID nearly wiped us out completely, so it's only fitting, and in line with the rest of the year of, it's about building back up, hitting the reset button, and we wanted to get our revenue back up, so a big one for us is to get to that £50,000 per month, incentivise the team to get them more productive, and also upgrade the blade with next to non-existent systems, and getting our chief bean counter QS on board. So how do we execute?

So I've probably done this the wrong way round, but it's essentially, I'm going to go back through, I've clocked 836 hours of the SuperPAPS PAPR tracker, and that has been an absolute game changer for me, and one of my biggest highlights so far this year, actually 21 hours per week average with them, which is a challenge in itself, and four out of four adventures so far this year out of the four school holidays. And for the no-meat athlete, I continue to maintain to be plant-based, whether that continues into 2023, I'll keep you posted on that.

I did hit 75 kilos, but unfortunately due to tearing my meniscus I had to pull out of any jiu-jitsu since February, essentially. Get a life, we've been doing games nights, barbecues, birthdays, as you can see there we did some go-karting, random street party for the Queen's Jubilee, some volunteering for charity and some family gatherings. Sigma Composer, yeah, the Zental 10 has been an absolute game changer for me, and I actually really enjoy that.

Where I've struggled is continued to the daily lifestyle design, which is probably more seasonal than all year round, and I tend to just drop that as we went into summer, I just got too busy. I'm pleased to say that we've got the right people on board, that we've trained them up first and now it's all guns blazing, we're maintaining the SES with the team. The Power of One, people actually now can't get hold of me a lot of the time because I'm so super focused and my phone off, getting my head down and getting some real high value work done.

I'm pleased to say that we secured Financial Fortress property, adopting that same approach. So Bridge the Gap results, 479 hours, we onboarded our diamond miner and friendly Sherlock. The Investors is a work in progress, because I feel that that's going to be our next quarter or so, we haven't quite hit that yet.

And as well, we've got a very healthy deal pipeline, both UKPA and our own land deals that it's not going to be long before we get to the stage that they're actually secured.

[Daniel Hill] (7:34 - 8:49)

Jumping into this episode real quick, if you are already a high net worth individual and you're making over £100,000 a year and you want to understand how to use the Living Off the Steam blueprint to build out your Financial Fortress, I'm running a private mentorship for a maximum of 12 people starting on the 21st of April. It's £5,000 plus BAT, it will take six weeks to complete. And if you send me a message on Facebook or Instagram, I'll send you the document, you can read through it, see if it's for you, and I'll work with you direct.

And for those of you that want to get into that position where you are making six figures a year, you do have a seven figure net wealth, from the 5th to the 7th of June, we're on our first three day event of the year, our three day blueprint event at the Belfry Golf and Spa Resort. If you go to www.property-entrepreneur.co.uk and click three day event, the three day blueprint, you can learn how to use these blueprints end to end with the 12 month cycle that we use. And at the end of the three days, you'll walk away with everything you need to put this into practice to ensure you are building a seven figure net wealth with a six figure income in a business that you actually enjoy owning.

Let's get back to the episode.

[Tony] (8:52 - 14:02)

The Build Back Better results, 388 hours for InterProof, there's a 45% increase in revenue on this time last year. We've increased the team labour rate so that we've got more productivity out of the lads. And also we've got the tender system live with my wife helping with the back office and also Sean helping as the chief bean counter.

So this is the best part for me, the significant successes has been all about my family. So we made it to the Eden project in Cornwall, it was absolutely amazing in itself, but we had to put up with the fear of our static caravan nearly taken off in a hurricane that was in, I think it was February time, but what an experience that was. So we enjoyed that in Cornwall.

The next destination was Scotland, we went to Loch Lomond, so I've got the kids meditating in a random stream in Scotland, as you can see on the top left, terrible at golf still, did some camp, built campfires next to Loch Lomond at the bottom there, we went for a big 30k bike ride and the kids didn't complain once, they're absolute legends. The next trip we headed to the West Country, where I tried to learn how to surf, I think it's fair to say that I need plenty more surfing lessons, sampled some vegan pizza and there's one place in Bristol, out of all of the places that we've tried pizza, vegan pizza, and that is the place that's absolutely nailed it, but I forget the name of it, and last month we made it for two weeks over in the Isle of Man, where my wife's from, she's Manx, we went paddle boarding, and those of you that haven't done it, it's actually really peaceful, it's a real good experience and all of the family can do it, we went searching around the island's beaches, went hiking, saw a lot of family etc, and it was really nice to spend those two weeks somewhere, well not local, but within the British Isles where you're not getting your pants pulled down with flights etc, flying abroad. So a big one for me is finally nailing the first Financial Fortress property, which happens to actually be my next door neighbour, we were managing it for them, he wanted to sell, the headline figures on that are that it was 380 purchased, 4 bed, 4 stroke 5 bed, 10% below market value, fully furnished with zero work required, 8% ROI low risk, and also 700 pounds per month paid up into the holding company, and we get a 10% property company management fee for that. And my last, one of the other successes this year is the assistance and the successful delivery of Willen Hospice, we did this with SDC Construction, we got the fit out contract there, when we took the contract on it was massively behind programme, and the budget, from what the feedback I get from the surveyors now is that it was massively slipping on budget as well, and it's been a very rewarding experience, and it was testament to the team and how hard they work in these kinds of projects, because they've managed to pull around a project that was weeks behind, and almost pull it within budget, and due to very vague design information, so it's a big, shows how important getting the right design information is before you start a project, and it's in a lovely location right next to Willen Lake, and it was just an honour to work on such a project, where the residents there essentially are living out the last of their days, so real honour to work on that project. Biggest challenges, working with family, I've got my brother who's our contracts manager, and it can be very stressful, and he's a bit of a terrorist, so I won't go any further into that. Lack of deal funding pipeline right now, but we're looking at that, unrealistic landowner expectations, everyone wants a million for a garage size plot, deals that stack, everyone's in the same boat with bill costs etc, and for me I struggled with the distribution of focus, which leads into my lessons learned, is that the size and number of objectives I had was probably too much or too big, and some of them probably could have been strategies in themselves, squashing like a two or three year development cycle into a year plus is probably a bit optimistic, and final one for me is to walk away from non-starters to save on your time, but that's it for me folks, sorry if I went over time. You're all good, just give Tony a big hand, congrats Tony, well done mate.

[Daniel Hill] (14:06 - 14:45)

Thank you for joining us for another episode of the Blueprint podcast, these are released every Tuesday, and I do not want you to miss these blueprints, it's my life's work boiled down into simple, easy to use, and free blueprints that you can get every Tuesday. Do not miss another episode, so click subscribe, click like, share these blueprints, and I look forward to seeing you on the next episode. If you're interested in any of our events and trainings, we run them once a year through the summer, go to www.property-entrepreneur.co.uk and join us at one of our three day blueprint events at the Belfry Golf and Spa Resort. I'll see you on the next episode.