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[Daniel Hill] (0:05 - 33:55)

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. The deals that we do that you do not even know about. In this podcast episode, I'm going to take you through a number of deal strategies that we do that lots of people do not even know about.

And if you want to be serious about becoming a new age property entrepreneur to achieve a seven-figure net wealth and a six-figure income in 2023, these are the top three strategies you need to use to achieve this in practice. If you follow everybody else and just do what the market is doing, you're going to be faced with high competition, low margin, and you're just going to be spinning the tires. You're never going to get where you want to.

However, if you can find niche strategies, crest of the wave strategies, things that other people not only are not doing, they literally don't even know exist, that's where you'll find these margins. And as a property entrepreneur follower, as a blueprint podcast listener, as somebody who wants to become a new age property entrepreneur in exchange for the time that you spend listening to our content, supporting what we're doing, trying to help other people by sharing this, I'm going to share with you the top three strategies that we do that you do not even know about that will make you a seven-figure net wealth, six-figure income in 2023.

So going into this, what we want to do is achieve financial independence. We talk about this all the time, this big difference between financial freedom, which is being self-employed, which is working for the worst boss in the world, twice as hard for half as much. It's where we all get started, it pays the bills, but we want to get through that away from financial freedom into financial independence.

And this is the three levels of wealth creation that will get you to where you want to be. For those of you that follow us and understand the year of strategy and the property entrepreneur blueprint, we are now into the fourth month of the year, we're heading into spring. And the end of the first quarter was a really great one for me.

The first quarter was all about stepping up, live life by the year of Carpe Diem, which is all about life by design, my year, my concept for the year, and it has been really good. Towards the end of the quarter, so probably end of March, middle of March, end of March, definitely overcooked it, definitely burnt out. And probably a lesson learned to share with you is I spoke to somebody the other day who is a high performer, running their own business, big into their gym and training, all guns blazing.

And they said that they're probably best part of 10 years younger than me, and very much on the come up of their journey. And they said that the more they get into business, the more they love it, the more they work, the more they overcook it. And obviously, inevitably, every three to six months, whenever it happens, you get burnt out.

And they were saying that every time they get burnt out, they're noticing that it gets worse. And this is because we're in that period where as a high performer, and potentially to the extreme a masochist, we get into this point where we're addicted to the work, we love it. We even take pride and badge of honor in working hard and putting the hours in and grinding and being ill and just being exhausted, really, it's actually a bit of a false economy.

And when you start to experience it over and over again, and you have some real bad burnouts, you realize that actually, we want to put not necessarily avoid it, but prevent going to the ultimate ends. And if you go on WhatsApp, or any gif library, and go into the gif libraries, and type in hole or person jumping in a hole, there's a base jumper jumping, like literally like jumping off the side of the cliff, doing a sort of squirrel star jump, and just going into the hole. And that is basically like what it's like when you're going into burnout, you know, you're completely committed to it, you're going into the depths of hell, you're going to go into this burnout, and you're throwing yourself into the hole.

Now, as a young entrepreneur, you may end up going to the bottom of the hole, get completely burnt out, wipe yourself out, catch a few speeding tickets. As you get older, you want to try not to do that. And one of the things I've definitely learned to do this year, last year, I had basically a year of semi retirement, did my 12 hour work week, not the best experience for me, but learned a lot, didn't have one burnout, my challenge last year was doing less, not more.

This year, coming back to it is now that I'm now that I've had such a big time without being burnt out, as soon as it started to approach, I saw it. So I could tell that I was getting burnt out, but sleep was getting funny. I was getting a beginning of a sty in my eye and also in my mouth.

These are the signals that I recognize. So I took a few days off and basically rescued myself, went back in for another two weeks, and then had a couple of days off, sorry, a couple of four days off in Turkey. And this is what I call pull the cord.

And this is basically like, I said to my personal trainer, I sent him the little gif of somebody jumping in a hole. I said, yeah, you know, this week's been absolute wipe out. And he said, are you heading into the hole?

I said, no, I'm just about to pull the cord. And pull the cord as a base jumper is like, you know, you jumped off the cliff. You got two options, pull the cord, set off the parachute, save yourself from the depths of hell, or as an entrepreneur, go straight down, hit the deck and cause yourself a number of injuries.

So pull the cord has been something that I've really learned this year and been reminded of and just spotting those red flags when at 5am I'm opening my laptop rather than opening my journal. I know that's the beginning of the problem, not the solution. When I'm coming up with when I'm still on my phone after 6pm in the evening, I know that's the beginning of the problem, not the solution.

And it's just putting the spot in the problem before it becomes an emergency. Pull the cord and save yourself from yourself. I'm going to do a podcast next week talking a lot about this, which is about rewiring your brain.

And as an entrepreneur, you want to be able to rewire your brain and and basically get to that position where your script and logic and understanding and thought process and rules are serving you, not not serving you. However, in this podcast, what I'm going to do is I'm going to give you one mindset, a mantra to rewire your brain with to get you doing these deals that nobody else is doing. You probably don't unless you're on Property Entrepreneur and you and you do our programs.

You've probably never heard of these. And because you listen to this, I'm going to share a couple of them with you. And these genuinely genuinely will be the top three strategies in 2023.

Three, if you want to become a new age property entrepreneur, achieve seven figure net wealth, six figure annual income. I'm going to take you through this now. If you've not already listened to the podcast episode, Rich, Bad, Wealthy, Good.

It's episode 24 that talks about the three layers of wealth. That's the way you become wealthy. Not going to talk about in this podcast, but these three deals, these top three deal strategies will relate to that.

And when you understand episode 24, the wealth hierarchy, Rich, Bad, Wealthy, Good, and the strategies to use with it, as long as you've got the strategy, you've got the focus to actually go out there and do it. And then the discipline not to get seduced by something that seems easier, more lucrative. Everyone else is doing it and they don't have the same problems as I do.

Don't get seduced by that. I guarantee you will achieve exactly what you want to. So the top three strategies and the deals that we do that you don't even know about.

So the first is cashflow. Level one is all about cashflow. It's about building a portfolio, doing deals and securing that monthly income to cover your costs and get that financial freedom.

Level one, that's where we all start. If you were doing this in 2023 and you're not currently covering your monthly costs, there's two ways to do it. One is reduce your outgoings, move into a smaller house, move into a smaller flat, stop driving an expensive car you can't afford, get rid of the bottomless branches and porn star martinis, reduce your outgoings.

The second way is you've got to get to a point where you've got enough cashflow coming in, whether that's $2,000 or $10,000 a month, whatever your lifestyle requirement is, is to cover that. And this is cashflow level one. And if you're at this stage in 2023, there's one strategy that I would recommend at this level.

So remember, cashflow is about money coming in every month without fail. It's not about equity. It's not about assets.

It's only about cashflow. Likely, if you're at level one, you don't have a huge amount of cash. So you're sitting there thinking, how can I go and create a seven figure net wealth and a six figure income if I don't have any money?

That's where we all start. You don't need money to get started in property. My first strategy that I would recommend to you that many of you don't even know about is what we have coined back-to-back leasing.

So back-to-back leasing is a strategy that we've been using for about five years. It's become a lot bigger. It got a lot bigger through the pandemic.

And more recently, it's become better known to a degree when people are talking about things like housing associations, charities, public sector leases. And what we're talking about specifically here is the top strategy for you to get that cashflow going in 2023 is back-to-back leasing. And what this involves is taking a property like a rent-to-rent deal that you've heard of previously, leasing it from a landlord.

So going to find a proper landlord who's got a six bed HMO, run it into the ground for 10 years, having struggled with challenges of occupancy. Because the standard of the property has gone down, the standard of tenants have gone down. You've now got entry level tenants in perhaps a difficult environment.

He's not enjoying it, not making any money. The management time and effort is higher. The income and cashflow is lower.

And he's had his day, he just wants to now, he or she just wants to lease the property to somebody else. You go and lease that six bed property at whatever price you can negotiate. As long as it gives you a margin between what you're going to pay them and what you're going to then lease it on for.

And then what we do is we back-to-back the leases. So put a lease on that property for say five years. A normal rent-to-renter would then go and rent the rooms out, run around, pay the utility bills, pay the gas bills, do the lens, do the management, stop the tenants drinking each other's milk.

We're not talking about that. We're talking about then leasing it on to somebody else. So leasing it off of a landlord as a six bed HMO, and then leasing onto a housing association.

Or going to a landlord with a block of apartments, leasing it off of the landlord as a block of apartments, and then perhaps leasing it on to some sort of third party operator. Be that social housing, be it a housing association, be it a service accommodation company. We've done leases with all of those in the past.

I basically just do a back-to-back lease. Whereas buying a property, you would be looking at well into the six figures in a back-to-back lease. You could get a property up and running for as little as five to 10,000 pounds.

If you go back and listen to one of our Deals, Deals, Deals podcast episodes, there's one between where Mark Barrett interviews a good friend of mine from Berkshire Corporate called Jay, who has done this with his company. And you can have a listen to how he's done it successfully to build a six figure income from back-to-back leases on properties that he doesn't even own. And that will give you the confidence that I would say in 2023, to replace your income with limited capital, limited headache, limited upfront investment.

That would be the number one strategy this year. The second is once you've got that going, so let's say that you're outgoing to 2,000 pound a month and you get 2,000 pound a month, which you could get from two or three back-to-back leases. My feedback, if you want to do wealth creation quickly is don't go from 3,000 to 4,000 to 5,000 income and then get a bigger house and a bigger car and spend more money going out, eating at restaurants every night is stay at that breaking point.

Don't waste your time on cashflow, noisy businesses. Use that to buy back your time. So let's say those few properties take you two days a week to, I mean, that's more than it would take, but let's say it takes you a day a week, two days a week to basically replace your income, whether that's 2,000, 5,000, 10,000 pound a month.

And then we move to level two, which is profit. And again, if you go back to podcast episode 24, it'll tell you about how wealth is actually created using these levels. And at this profit level, what we're looking at is lumps of cash.

So we want you to start making lumps of cash. If you can do cashflow businesses, the idea of making 50 grand at the end of the year, a hundred grand at the end of the year is quite hard work. It's going to be noisy, it's going to be employees, there's going to be risk.

As you scale up, you end up with layers of operational costs, insurances, management costs for managing the team. And all of a sudden the margins get compressed, the headaches get bigger and you end up running a behemoth with small margins. Cashflow is just cashflow.

Wealth is created on the balance sheet, not in the P&L. So the balance sheet value of your assets, which can include your company shares, is where we start to make actual profit. So profit is at the end of the year, we have a lump of money in the bank.

Now, if you run a cashflow business and you're trying to get 50 grand or a hundred grand or half a million quid in the bank, it's going to take you forever because you're saving it up bit by bit. A bad month can wipe out a good quarter and it's just a complete false economy. Profit is lumps of cash.

Get these lumps of cash in. So you've got two or three back-to-back leases paying your cashflow. And then what I would say is look at profit strategies and the profit strategies that I would recommend, again, for 2023, based on the things that we do, the deals we're doing, I do back-to-back leasing, I'm an investor in a company on that.

I advise a number of other companies who are doing it very, very successfully. And then for profit, we would do a number of other deals. So looking at the top strategies for you for 2023, the first would be brokering deals.

Now, the reason for brokering deals is because it's a challenging market at the minute, there's risk associated with everything. There's risk associated with raising finance. There's risk associated with going into development.

There's risk associated with doing construction. There's risk in everything at the minute. Lots of uncertainty, volatile finance market, property market that can't decide whether it's going up, down, or sideways.

There's lots of risk. So the easiest way, again, these are just the easiest way for you to make money in 2023 is using profit strategies on deals that you don't own. So people might think, well, I want to make 50 grand this year.

I've got to buy a house, I've got to refurb it, I've got to finance it, I've got to get the builders in, and then I'm going to flip it and hopefully make 40 to 50K. The top strategy I would say for you in profit this year is to achieve the same margin, if not more, from properties you don't even own. And this would be basically like brokering deals or packaging deals.

So brokering deals, I sell companies for people, and that's a good way to earn several hundred thousand pound a year just by having one deal in the background. We also build portfolios for people. So we would do a development.

So you say the last development we did, Fireworks Factory, made the client multiple six figures in equity. Your fee can quite comfortably then be 50, 50,000, 100,000 pounds, a percentage of the value you create for those. If you've not heard me talk about value before, the market value, the expertise value, so the market rate, the expertise rate, and then the value, the value slab.

If I can make you 10 million pounds, will you pay me 2 million pounds? The answer is quite likely. What we're looking at here is how does that work for me in practice on property I don't even own?

And that's brokering deals for people, packaging up developments, or brokering companies, selling companies for people, even operating as a consultant. So I've got somebody that's approached me that's doing a big development, and it's the biggest one they've done before. They're not comfortable or confident doing it.

And they want me to sit on as a non-exec to advise them on the strategy, the structure, the process. And then I go on and do it for a fee. I'm getting a fee.

It's not my cashflow. I don't pay the mortgage with it, but I'll get paid a fee. In most cases, it's paid upfront.

It's a lump of cash. It lands in the bank, and it doesn't have any overheads, cashflow requirements, et cetera. So that would be one way to do it.

There's other ways you could do it as well. Again, these are deals that we've done that you've probably not even heard of. So like a resi flip.

So like a C3 PD flip. So C3 PD flip is taking a C3 house, ideally a semi-detached or detached property, and then adding value using permitted development. So permitted development means that you know you're going to have the right to build certain things.

These include single story rear extensions. They include side extensions. They include loft conversions.

And you want to take a house in a prime residential area. So the more expensive areas where perhaps the price per square foot is 500 pound a square foot rather than 50 pound a square foot. You know, if it's cheaper to buy than it is to build, which we'll come on to in a moment, that's not where you want to be developing.

Whereas if you know you can build for 150 pound a square foot and you can sell for 100 or for 500 pound a square foot, logic suggests there's a margin that can be achieved there through PD development. And it's very, very realistic to be making 50 to 100, it depends where you are in the UK, 50 to 100,000 pound in most areas, significantly more than that if you're doing this down South, but it's residential permitted development flips. That market is still reasonably active.

There's probably a sweet spot. You need to look at it for your area, but there's still stock that's moving and it's normally the new stock. It's the nice stock.

It's the best stock. It's the best value for money stock. It's the newly developed refurbished stock that's still moving.

The property market is still active. It's not as active as it was, but there's the extremes of the bottom and the top of the market. The mass market is still moving.

You need to know your local area, but PD C3 development flips is a great way to make lumps of cash. You could do that on an option or an EDC, an Exchange Delayed Completion, or you can just buy it yourself, flip it and it'll make you that lump of cash, 50, 100, 200,000 pound in the bank within a 12 to 18 month period, probably realistically. You could do it in 12, but realistically it might take you 18 in the current market where everything seems to take longer than it needs to.

And then finally, again, deals that we do that you probably don't even know about to generate profit. Another one would be C4, A4, PD. So if you've never heard of that before, same as back-to-back leasing, same as C3 PD flips, C4, A4, PD.

These are all strategies that we've coined, we've developed, and we do to generate, in this case, lumps of profit. So C4 PD flips would be a C4 property, which is a HMO, in an Article 4 area where you can do permitted development and then do a flip. So an example of how this would work is you go to an Article 4 area where they're basically not giving planning permission anymore for HMOs.

In most cases, the logic there is that the rooms would be valued in a HMO somewhere between 50 and 100,000 pounds, whereas as a residential room, it might be more like 30,000 pounds. That makes it a C4 property because it's got more than three people living in a property as a HMO. You then use PD to increase the unit.

So let's say you buy it as a three-bed house, but you know that you can extend out the back, you can convert the loft, you can put the front lounge into a bedroom, the dining room into a bedroom. You basically wanna be able to go from three to the ideal scenario would be to buy a C4 HMO with three rented rooms in an Article 4 area, establish C4 status that you can prove and then take it up to seven beds. And what you would do is you would develop it into a seven-bed property by the things that we talked about, loft conversions, rear extensions, turning lounges and dining rooms into bedrooms, splitting larger rooms, et cetera.

Build it as a seven-bed. Then through PD, you can go from three-bed to six-bed because C4 allows you to go up to six people as a HMO, permitted development, establish use, no planning required, assuming using the PD element for the build, but for Article 4, no planning required. Establish it as a six-bed running HMO and then again, get some professional advice on this, get a change of use from C4 HMO to Sue Generous seven-bed HMO and then rent out the seventh bedroom.

And what you've done there is achieved some arbitrage between the residential value, the commercial value, create a huge margin for yourself. And then you can either refinance and hold or I'm not hugely keen on the commercial valuation of HMOs at the moment. I haven't been for some years.

I would probably then be flipping out. As long as you can get out into a good market, flip out. And the reality of making six figures, maybe multiple six figures using that strategy is very, very realistic.

Like it really, really is. And we've done many of those deals. Over the last 10 years, we've done lots and lots of deals like that.

Touch wood, 100% success rate on the seventh bed strategy, but it's all going to come down to the way you do it, the professionals you've got on your team, understanding it effectively and actually obviously executing in practice. You're probably listening to this and thinking, do you know what? I haven't heard of these strategies, haven't heard of these deals.

If you've got a friend, a WhatsApp group, a Facebook community, and you want those people to benefit, you want to help them, you have that abundance mindset, please do subscribe to this podcast, share it, put it on your social media and help those around you to get ahead of the matters. I'm happy for you to share it. I would appreciate the support.

And then finally, I said I was only going to give you three strategies to create seven figure net wealth and six figure income as a new age property entrepreneur. However, I've given you more than that already. The final slab is the assets.

So top assets, once you've covered the cash flow, back to back leasing, start making yourself a couple of hundred thousand pound a year profit in the bank on the balance sheet, net wealth increasing, using flips, PD flips, brokering deals, getting money in the bank. Then what we do is invest in assets. And this is where you get true financial independence.

Buy assets that release revenue, income, repeat steps two and three, profit and asset until the money from asset level three replaces the money that comes in from cash flow level one. And then what that means is you're financially independent. But you can keep running your portfolio, keep doing your back to back leasing, keep having your HMOs, your service accommodation, your trade in business.

That's absolutely fine. But you will get to a point where you don't want to or you can't work anymore and you need to tap the button, step out, close down, sell the cash flow business, and then you live off the steam of your asset portfolio. So in 2023, behind the scenes, new age property entrepreneurs, what are we doing?

Well, the strategies that I'm doing, commercial property is a big one. So commercial property at the minute, if you get it right, you can buy the assets quite cheap, but you have to be aware of the risk on the leases. Big difference between the asset classes.

There's some commercial yields that are through the roof that you just would never want to touch at the minute because it's probably trying to catch a falling knife. You've got other niches that are absolutely crazy, very, very lucrative and huge opportunities with various PD provisions, arbitrage in leases, asset management plays, loads of games to play in that space. We're currently looking at a 15 million pound portfolio, which will have a number of those elements in there.

There'll be an asset management play. There'll be a development play. There'll be economies of scale in the acquisition.

There'll be some creative models in how we actually do the acquisition and the finance and the structure of it. But that's working really, really well for us at the minute. MAPD.

So this would be MAPD is one of the top strategies I would recommend at the minute up to 1500 square meters of E-class, the new E-class that came out end of last year. Any of that stuff, as long as it's been vacant for three months and meets certain criteria, you can use PD to develop that from class E into C3, so apartments. From 2015 to 2021, we did micro apartments, high density build to rent to sell development new inside out, acquired millions of pounds worth of assets in that space.

But that strategy no longer works. The next model that we're using is MAPD. And if you're not already using that and you're ready to level up into bigger builds, I would recommend doing that.

We're currently using that to develop a block of 88 apartments, build it, refinance it, build it, tenant it, refinance it. And then obviously hold it for the long term, add it to the portfolio. Private schools is another one.

So I would say this year, private schools are in a fantastic niche. There's risk associated. You really need to understand what you're doing.

You need to have an expert in that space, which is why the majority of people are not doing it. And I wouldn't say it's something you rush into, but it's an example of a niche strategy in the commercial property field. That is one of the top reasons to do it in 2023.

So you want to find yourself a niche. If you've not listened to episode 129, 129 of this podcast, I talked about why buy private schools and whether you want to buy private schools or you want to buy something for the same reason, I would say it's a fantastic way to genuinely build yourself a seven-figure net wealth, six-figure income, live off the steam. And like I did in the last podcast episode, drive a £200,000 Rolls-Royce for free.

It's understanding these niches, understanding the risk versus return, investing into those places. And then finally, what we call the BBC strategy. So this is buying assets below construction cost, sorry, below build cost, buy strategies below build cost, BBC, buy assets, houses in residential areas that you can buy cheaper than you can build.

My logic here is that one, you will get a strong yield because demand far exceeds supply. If you can buy them cheaper than you can build them, logic suggests, as long as it's not in a black spot, it's an area that no longer is commercially viable for PRS, private rented sector, you go to these areas and find properties that over the long-term, I mean, these are properties I'm going to own for not only years or decades, but generations. You know, I've got very clear criteria, three beds, because it'll always trump a two bed in a market for families.

Three beds, semi-detached because it'll always trump a terrace and two story. So when the roof needs doing, the chimney needs doing, I don't have to put up a full scaffolding in many cases to do basic repairs. If you can buy those properties in certain areas in the UK, I buy in the Northeast and I have been for many years, buy those properties where below build cost, I'm buying them cheaper than I can build them.

They generate, they're in strong rental areas. So high curb appeal, you look at them and think that is a really nice looking building I would always want to own. Logic suggests that even by running with inflation, they will continue to increase.

They will always hold a good yield and they'll do very well as assets. And that's the final, final top tip for this episode. So they are the top three strategies.

If you genuinely want to become a new age property entrepreneur, achieve a seven figure net wealth with a six figure income in 2023. And I suspect regardless of if you're starting in property or you've been in it for a while, there's deals in there that we're doing that you don't even know about. Imagine what else you can do with all these blueprints when you put them into practice.

A couple of top tips to finish. The first is if you chase two rabbits, you'll catch none. So what I mean by this is every entrepreneur is like a, is like jumping from lily pad to lily pad, looking for the shiny penny.

They're making more money. They've got less issues. That's a complete load of rubbish.

Chase two rabbits, you'll catch none. If you try and do two or three of these at one time, you're not going to get there. Chase two rabbits, catch none.

You want to focus on one, go inch wide, mile deep, and just bang it and bang it and bang it until the door blows off its hinges. Nail it, then move up to the next level. The second is slow and steady wins the race.

Everyone wants to become an overnight millionaire. They want to be like, you know, everyone thinks that well, the logic is it takes 10 years to become an overnight success. And property in this capacity is not a get rich quick scheme.

Get rich quick doesn't tend to end well for people. It's not get rich quick. It's get really wealthy over a reasonable amount of time.

So go through the levels, level one, level two, level three. You'll have as much fun at every level. Every level will get more lucrative.

And once you, if you do it once, build it once, you can live forever. But you're only going to do that if you've got the discipline and focus to stick with it. The third is about refurbs and development is if you're focused on the pennies and you think that cheap trades are the way to go, I can just tell you now, save you the pain.

Cheap trades are a complete false economy. If you're going to go for the cheapest builder, the cheapest contractors, the cheapest painters and decorators, it is going to totally reflect what you do. Obviously, you don't want to overpay.

You don't want someone come and paint the Mona Lisa on your wall, but you need to find that value for money sweet spot. You've got cheap, you've got expensive, and you've got value for money. You want the value for money in the middle.

And then finally is the needle in the haystack. Like, do not do deals that don't make money. In 2023, don't go out there and do deals for the sake of mistaking activity for progress, for the sake of putting it on Facebook, for the sake of competing with yourself to hit some arbitrary target that is ego based rather than economics based.

Don't do deals that don't make money. Like you want to look, I nowadays probably only do like big deals, maybe one a year, maybe two, maybe two or three maximum, but very few deals a year. The reason for that is I'm buying needle in the haystack deals.

You look at the deals that I've done over the last five to 10 years, they're deals that I can buy blind. I bought them in the middle of lockdown cash, bought them with no planning, bought them from the side of a swimming pool in Majorca. I didn't, I never saw them.

I never stacked them. I never had surveys done on them. The reason was they were needle in a haystack.

I could see an angle that nobody else could see. And I knew that even if I knocked it down and just owned the land, or I filled it up with a store and items and use it as storage, I couldn't touch wood. I couldn't lose.

You know, there was a plan A, B, C, D, E, F, G. It was a needle in a haystack deal. It would work regardless.

And it would always make money. And that's my closing sentiment is don't do deals that don't make money. I want all the property investors, property landlords out there to become new age property entrepreneurs where you're working on the business, not in it.

You genuinely are focused. You know, if you're not focused, if you're in property and you're not focused on creating a seven figure net wealth for yourself with a six figure income, I think you're completely missing the point. Don't mistake activity for progress.

Don't think more revenue means more profit. Don't go from doing two deals a year to doing 20 deals a year. It's a complete false economy.

It's cashflow, then profit, then asset. Be highly strategic. Play the long game.

And you will become a new age property entrepreneur who has a small team, high margin, low workload, and actually enjoys the fruits of their labor. Hope you've enjoyed this episode. If you're not already subscribing and sharing these episodes, please do on your social media, the Facebook groups, WhatsApp groups you're in.

And remember that success and failure are both very predictable. Every blueprint in this podcast is my life's work. And I guarantee you, execution is everything.

Put it into practice, put it into place, and you will achieve far more in the next 12 months than you have and your competition will in the next 12 years. So success and failure are both very predictable. Share, like, and subscribe.

And I will see you on the next episode. 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 spring and 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.