**TBP 155 Edited v2\_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.

[Dan Norman] (0:39 - 6:26)

Let's give a massive hand for Mr. Dan Norman, ladies and gentlemen. And all these happy faces as well. Smiling people.

Yes. First, again, thank you so much for the table for putting me forward to this. I'm very glad, actually, that I was in alphabetical order rather than in numerical order, because I've got to compete with that warrior otherwise.

Last time I lost 80 pounds, it was on the casino table in Vegas. So without further ado, please snooze amongst yourself in the meantime. My year of is the year of C-I-A-T-F-I-B, which stands for the year of chuck it in the fuck it bucket.

I basically didn't do a lot in 21, except for getting a bit flabby, spent a lot of time looking at my navel and treading water. So I thought, what can I do this year? Can I do the mastermind target again, but a bit more efficiently and a bit more fun?

Along with that, the actual headline strategy was back to basics, because I realized sometimes you have to go to the back of the beginning, even though you think you might know it all, you absolutely don't. When you think you know it all, you absolutely don't. And I needed to kind of revisit that and reset myself a little bit, because it's very easy to get a bit arrogant and, oh, I've done all this, and there's all these nice people doing everything they're doing.

But sometimes you just recognize it's time to take a bit of a break and a stop. So what's the thing you do at school when you go back to basics? You go back to your ABCs.

And this stands for Attitudes, Belief, and Conviction. So I need to really reset my mindset, because I was in that place of, oh, everything's really expensive and there's no deals, and then there's loads of demand and no supply. So I had to get that, and I had to get myself belief, and I then had to act and use the network, I'm very, very fortunate to be a part of, to actually get some deals across the line, rather than sitting picking fluff out my navel.

DEF stands for Discipline Equals Freedom. Not only habits, but having the foundation in play to address those habits and to get them moving for you, monitoring your results, tracking your results, and really kind of digging deep with the people who you know. This one is very, very important, is get help immediately.

Okay, so rather than trying to be the labourer and the accountant, the property sourcer and the builder and the project manager and everything else in between. As property entrepreneurs, I think we're sometimes very reliable to try and do everything ourselves and think, oh, it doesn't take, it takes, it's quicker for me to do than to outsource someone else. So getting help immediately, whether that was building the team, getting the suppliers back on board or getting the support necessary, that was essential.

Professional results I put under three areas, Fight the Fluff, Mean and Lean, and Mucky Property. That stands for Mixed Use Conversion, No Yield, okay? Because we're Rover Homes, Mucky Pup, Mucky Property, right?

There were three subheadings underneath this. The ones in green are the ones that I achieved. I sold a property, I did some refinancing, got a £250,000 war chest together.

Pretty simple stuff, not very difficult. One of my proudest achievements is actually selling Bobble UK, which while heartbreaking, went to the only person that is rightfully allowed to have that questionable honour, and she absolutely smashed the shit out of it to the point that I'm actually a bit gutted. A huge round of applause for Rosanna.

The September term was bad. I took a view, I don't know enough about this, I'm not helping, but I am keeping on board as an NED. We discussed the term, she bought the company and then just absolutely ravaged it.

So huge kudos. I think it's the best second term we've ever had. Really, really superb.

Collaborate to Elevate. There were a couple of meetings with people to do some PD developments, okay? But it's just too expensive, so I'm shelving that for a little bit.

Mean and Lean. Saving is earning, so both personally and in business, actually having a process in play where some of the profit gets put aside, rather than getting spent on fancy stuff and pretty things and nice cushions and all the rest of it. Having that process in play.

Renegotiate the quarter of a million pound investor loan, we put that down by 2.4%, and with a couple of other bits, reduce the interest of the business by well over £10,000 in the year, along with some other cost savings. And I stopped sucking lemons. So specifically put a, that's not what it sounded like, specifically put a process in play to eject on some of those properties that I either no longer want, need, or serve my purpose.

Mucky Property. We only achieved one part of these three targets, which was to get nine more Rover units on board. The Comteresi, there's a process in play, but it's not there.

We've obviously worked a lot with UKPA, UK Property Angels, and I've got a planning process in play for a property to put an extra level on top of it to get an extra flat out of it. But that hasn't progressed, and the PD flip obviously hasn't either. Personal supporting objectives.

So my three-year-ago one was done by one, finished work by one, and this does not apply to the championship season when you've just got to keep on going, right? But High By Five is not about smoking some interesting herbal cigarettes. It's basically about either reconnecting with people, catching up with old friends, going out with Steph, my wife, or doing some work for good for the community.

That's what High By Five is about. So work out the way by one, High By Five. Walkie-talkie, men are awful at this.

I'm having trouble kind of thinking and breathing and speaking at the same time, basically multitasking, but not just plugging in a podcast at the gym or while you're driving around. Something like earn and learn. That's a good use of time, but doing two things at the same time.

And finally, being the light, not the tunnel. So every opportunity to pay it forward, every opportunity to say something kind about something, every opportunity to go that little 10% extra that might make a difference in someone's life. Because I've got a little thing on my wall, how many weeks I've got left to live.

And I tick every box on every Monday. That sharpens your focus a little bit. So let's have a good life as well as a long life, hopefully.

[Daniel Hill] (6:29 - 8:56)

Just jumping in quickly with three very exciting opportunities for you. So the first is after the success of last year's private VIP WhatsApp groups, through the months of June and July 2023, we have reopened these for a limited period. Each group is capped to a maximum of 20 people.

And it gives you the opportunity to network with other high-performing entrepreneurs around the UK. You'll get VIP discounts to some of our online and physical trainings over the summer. And every Wednesday at midday, all private VIP WhatsApp group members will actually be invited to attend a private mentoring call with me personally, where I'll share unique bonus training, blueprints, resources on how you can become a seven-figure entrepreneur with a six-figure income.

But also I can support you direct on there with some private one-to-one Q&A mentoring sessions. If you want to make the most of this and join one of the VIP WhatsApp groups, please message VIPACCESS to the mobile number that is in your show notes now. Second, we're going to do a one-off online training called Deals, Deals, Deals.

So we had lots of attention over the deals that we've been doing. And to share the strategy and structure that you need to create your own seven-figure equity and six-figure income, I'm going to do a one-off online training on Friday the 30th of June from 9.30 in the morning until midday. But this one is going to be for experienced investors only.

So you do need to have a minimum of one year's experience in property. And on the Deals, Deals, Deals online training, I'm going to take you through the blueprint that we use start to finish. Click the link in the show notes, Friday the 30th of June, 9.30am till midday. Click in the show notes now. And then finally, we have our annual three-day blueprint. So the webpage is now live.

And if you've enjoyed listening to our podcast over the recent months or years, and you've enjoyed what you get for free, just imagine how good our paid training is. If you want to learn the entire property entrepreneur blueprint that I created to build all of my businesses and portfolios start to finish in a five-star resort with some of the UK's leading property entrepreneurs, visit www.donttalktotenants.co.uk. The link is also in the show notes to see which one of the two dates we're putting on this year is going to be best for you. Right, back to the podcast.

[Dan Norman] (8:59 - 13:41)

The significant success is all applied to my personal activity. Done by one, hired by five. I've done over 200 hours of volunteering for the local animal sanctuary.

That is basically helping their maintenance team, a couple of old boys, bless them, whose hearts exactly in the right place, but they need some help lifting, lugging, work at height, ridge pointing, roofing, fencing, all that kind of stuff that they're not quite up to, and something I'm going to introduce for next year as probably a headline strategy, it's a 10% rule. If you've read The Richest Man in Babylon by George S. Clason, one of his rules is 10% of all I earn is mine to keep, and I'm going to supersize that by saying 10% of all I earn is mine to keep, and 10% is for those in need, and I've achieved that this year.

So 10% of everything goes into the charity bucket. On the job skills learned, done a bunch of G-Tech part, sound installation, a bit of building regs thrown in there, done drainage, et cetera, et cetera. I like working with my hands.

And okay, should we do that as property entrepreneurs? I don't give a fuck. I like it.

So if you have to pay someone else to do it, that's great, but I don't care because the wall either stays up or it falls down. Okay, it doesn't argue with you. I've had 23 years.

You've got that job now. 23 years of arguing people in nightclubs, and I prefer not to do it anymore. Be the light.

My teams have grown. And what I'm most proud of in this is not only taking another couple of staff on board. So I've actually got something called a laborer now.

So I don't have to live with everything. He does that instead, but he was unemployed. So he's now got a job.

A young guy got laid off by a 5G installation for him, and also a plasterer who unfortunately was in a very abusive relationship with his boss, also his best friend, and getting paid 80 quid a day. So we've raised his wage by 50%. He's on board.

His relationship with his wife is better now because he's not going home in tears every day from someone who he thought was loyal to him. So we're trying to change things a little bit there. And also an investor I've just reconnected with.

Pals for 20-something years. We've lost contact. Got back together three months ago.

He's asked me to be the godparent. Steph was incredibly supportive and said, are you fucking joking? You're not the person that anyone needs.

It's their moral and spiritual guide. Maybe a guide in spirits, but not the spiritual guide. I'm like, thanks for the post comments there, darling.

The biggest challenge. As entrepreneurs, we can often chase our own tails. We can often, yeah, rover homes, subtle, right?

We can often get distracted. And I basically got distracted by a bit of a deal. This is a thing down the road from me.

I'm doing an exchange with delayed completion on one of the flats that was the old storeroom. So it needed a ton of work. But I then put an offering on these four flats.

And what I was doing with that 465,000 pound offer was actually inheriting someone's headaches. It took me three months to actually say, no, we're not going to go through with it. We're not going to go through with it despite the valuations and so on and so on and so forth.

And that was a bit of an uncomfortable conversation. I've got to learn to be a little bit stronger. No one's going to eat me if I turn down a deal despite how far we were.

Remember the figure 465,000 pounds, though, please. It was okay. It was a financial fortress thing.

Biggest lesson learned. Focus. It's all closer than you think.

Every deal that I've done this year to hit that million pound target and well in excess of 50,000 pound income has either been an existing contact, an existing agent introduction, a local auction. I knew the owner or most embarrassingly, I was the owner. Messed up, right?

It's all hidden in plain sight. Results. HMO refit, that's an 80% uplifting gross income, 50% on net profit.

We've got a supported accommodation process. We bought a property that we were leasing off an owner. And got that over the line.

So that's now in the portfolio. Rover Homes, there's one flat. That's another seven grand income.

The commercial conversion process in play. And then these three properties, eight flats purchased. So what was, if you imagine that bit, nothing, we've now got a bit of a pipeline in play of either exchanges or delayed completions, which is pretty cool.

Deal of the year, this little block here cost me 468,000 pounds phased over three tax years. So I'm not tying up cash and it's giving income all the time. Eight rooms, sorry, eight flats fully tenanted.

That's the existing layout. It's right next door to this property, which I own anyway. The bonus is they want to sell that in a few years time.

It's just because it's very low maintenance, very low noise. So they don't want to sell that right now. They want to keep on taking the 50,000 pounds worth of existing income.

But I get first refusal on that as well. And all these lovely development bits. So that's what it is at the moment.

You'll see the space and knock that whatever it is down and then a bunch of barns at the side. I reward visiting the premises, get help immediately. It was put by Steph.

Thank you very much.

[Daniel Hill] (13:46 - 14:25)

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.