**TBP 185 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.

[Josh Keegan] (0:39 - 1:05)

So public sector to property investor, I'm joined by a very special guest, property entrepreneur of the year 2023, Mr. Michael Taylor, a very warm welcome Michael, how are we doing? Thanks Josh. Yeah, all good here.

How are you? Very, very good. Looking forward to this conversation.

Yeah, me too. Can't wait. Let's give everyone a bit of an introduction to who you are, what your company does and how long you've been a part of the property entrepreneur program.

[Michael Taylor] (1:06 - 1:30)

Yeah, no worries. So yeah, my name is Michael Taylor. So I am a GP in Hampshire.

And we have been investing in property now for a couple of years, our company is called Powerball Property. And we're basically investing in the HMO market down on the south coast, mainly in and around Portsmouth. I've been on property entrepreneur for, well, this is my second time, second year around the circuit.

[Josh Keegan] (1:31 - 1:36)

Nice. And you're a mastermind for this, aren't you? So I'm a teacher's mastermind.

[Michael Taylor] (1:36 - 2:30)

Yeah, that's right. So basically, I've come from just having absolutely zero property knowledge or education or anything. I've worked in the NHS for 20 odd years.

And I've been knowing for a while that I've just been feeling like it's time for a bit of a change and time to do something different. And so yeah, I read Simon Zucci's book and did his mastermind. I finished that last July of last year, 22, and finished as top performer and just thought, right, this is great.

I feel like I've really got a bit of knowledge now as to what I'm doing. Got lots and lots of deals in the pipeline. But we still didn't really, well, we still had no property income actually coming in at that point.

So I was just looking really for the next stage, the next kind of like, what do I do now? Where do I go with this? How do I just grow this business?

How do I make this a success? And that's when we then joined Property Entrepreneur.

[Josh Keegan] (2:31 - 3:05)

And you kind of skimmed over that, because you're a very, very modest human being. But I think just to reiterate, Michael actually won Simon Zucci's mastermind last year, and then came on Property Entrepreneur straight the year after, and then ended up winning Property Entrepreneur. So you must be, as far as my memory serves me, I don't think there's anybody else that's ever won mastermind and then subsequent year gone on to won Property Entrepreneur of the year.

That's phenomenal. And it's just a testament to what you've achieved in such a small and short space of time.

[Michael Taylor] (3:06 - 3:29)

Yeah. Thanks, Josh. Yeah.

It has been pretty nuts. It's been pretty bonkers. And I think, I mean, I guess we'll get onto a bit more a little bit later, but I don't feel like we've done anything particularly special.

I think we've just done the stuff. We've just a bit of JFDI. There's just been a sense of just like getting on with it, doing what we should be doing and the results are coming.

So yeah. Thanks.

[Josh Keegan] (3:30 - 3:38)

Cool. So let's paint the picture. So before you started Property Entrepreneur, where were you?

What was going on? What were the challenges you had? And what did life actually look like for you?

[Michael Taylor] (3:39 - 6:27)

Yeah. So like I say, so GEP in Hampshire. So being a GP for 15 years, a senior partner of my busy urban practice down on the South Coast.

Do you know what? It's been great. I've loved it.

I've loved the challenge of medicine, loved the challenge of general practice, which is really just obviously you've got all the patients, but then you've kind of got to run the business at the same time. But I think I've reached a little bit of, I kind of reached, I think is perhaps as far as I could go in medicine in general practice. And I was sort of leading and overseeing kind of a wider bunch of practices as well, kind of helping to sort of commission care and patient care across a wider area.

And it was interesting, but I just felt like there was just something else for us. It was a kind of another journey, more stuff to get stuck into, to enjoy. And I think, you know, the NHS is great, but also the public sector financially, we can only earn as much as the government will allow us.

We've got three kids, we've got two teenagers and a teenager. My wife is an English teacher, so both public sector. And like I say, we just kind of, we just wanted the next step, really, we wanted to regain a bit of control of our lives.

I think working for the NHS is pretty hectic. We went away to Italy, I had a sabbatical, paid someone to do my job a couple of years back, went to Italy for seven weeks as a whole family. It was utterly epic.

It was just unbelievable. We came back and we're like, this is what we want. We want to be doing more of this kind of stuff in our lives.

So, you know, Covid, obviously that was a challenge, that was hard work. And coming out of that, I was like, right, I'm really ready to do something different. And we explored lots of different things.

And I think ultimately we settled on the power property, we settled on an investment vehicle that grew over time where we could use leverage, where we had the cash, monthly cash flow as well. And off we go. But like you say, before starting Property Entrepreneur, a year before that, nothing, no knowledge whatsoever, no properties.

And then we did Simon Zucci's Mastermind and came out of it with a couple of deals fairly close to getting done, a couple of failed deals that were huge, that we're so excited about that fell over and a bit of frustration, a bit of thinking, well, you know, how do we how do we grow this? How do we take it to the next step? How do we go to the next level with our business?

This is it now. This is my future. This is my my future out of the out of the rat race that had become the NHS and the public sector.

[Josh Keegan] (6:27 - 6:57)

It's kind of one of those, it's almost like a wake up moment, isn't it, where you'd have this great career, you'd kind of almost like peaked in this like public sector job and this GP overseeing all these different elements. Probably, probably when you set out in medicine, probably all you ever dreamed of ever doing. But then you kind of got to that point and realized, you know, I've got three kids.

We've been to Italy for seven weeks. Let me have more of that. And it became about freedom.

And actually spending time with the family as opposed to just being this kind of nine to five or probably nine to seven slave.

[Michael Taylor] (6:57 - 8:00)

Yeah, you know, it's exactly that. And I think, you know, we've, you know, we've we've earned well over the years. And, you know, we we just to be really honest, you know, this is about in many ways, this is just about replacing that income and that NHS income and then and then seeing what life has for us.

And that is that is just so exciting. And I can't quite believe that my head was, you know, my head was down, my head was sort of not in the sand, but I was just so focused on the next day, the next clinic, the next, you know, what else like just instead of just lifting my head and going, well, my kids are now teenagers with, you know, what else is out there? What else do we do we want to do with our lives?

Our lives are short, right? We had a we had a one of our one of our best friends passed away a couple of years ago before I started Mastermind. She was 42, she had a young family.

And you just say, oh, my gosh, life is really short. We need to get on with this and and make the change now and just just start living life really.

[Josh Keegan] (8:00 - 8:11)

And fair play for you because you've actually taken action to make that change. So if we fast forward, where are we now? What does life look like?

What's changed? What's been the significant things that have kind of changed for you and your family?

[Michael Taylor] (8:11 - 10:14)

Yeah. So, yeah. So zoom forward another year on Property Entrepreneur.

So, I mean, the big news is I handed in my notice at my practice in the summer, so just working out the notice period now and that will see me through to the end of the year. That's the longest eight months of my life, that notice period. But, you know, that's that's pretty exciting.

You know, the business is cash flowing well. It's it's not replaced my whole income. So, you know, I'll do a bit of doctoring and a bit of this and that after January.

So we're not there yet, but we are so much closer than we were before, you know, moving out of that. Moving out of that permanent NHS role is just I can't quite believe it, if I'm honest. I'm so excited about that and about what the future what the future looks like.

We you know, we have three HMOs now that are cash flowing incredibly, quite frankly. We've got another one that we've just completed on and we've got another one that is is pretty close to that in the pipeline. We've got a big block of flats we're working on.

You know, it's just it's the business is growing, you know, Property Entrepreneur as well, just in terms of it's one thing kind of wanting to just buy property and just yeah, the income would be great. And it's like, what do we do with all this now? How do we manage it?

How do we how do we manage properties? But how do we manage the business and our finances and how do we kind of set this up so that we're not running around? I've just simply replaced my nine till seven NHS job with a nine to eight property management job.

And so, yeah, so we're you know, like I say, we're one year in. We feel like we're really making progress. We're really understanding what almost like the point of understanding.

Yeah, this is this is what we want to do. We want to be setting this up in a way that means that we're not doing everything all of the time that, you know, we leverage, we delegate all these things that to be honest, I probably didn't really have much of a handle on 12 months ago.

[Josh Keegan] (10:15 - 11:45)

Well, a huge congratulations for so many reasons. And I think to be four weeks away now from finally retiring, setting out on that journey, you know, a year, two years ago is next level. But also, so one of the things is we talk about life by design and life by design is one of the most important elements.

And it's all about actually creating the life you want. But I think there's a there's a big difference between people that say they want to do that and say they want to create their life and the difference between people like yourself to actually go out and do it, because given your resignation in to a job that you've had for two financial stability you've had for 20 years, and actually taking almost a bit of a pay cut to do it is, is very inspirational, but extremely inspirational.

But then second to that, it's also just recognizing the fact that you don't want to replace your GP job with a, you know, fixing toilet seats and a new silicone shower. So that's not what you want to do. So actually recognizing from day one that's like, well, if I'm going to do this, I also need to sacrifice some of that cash flow, which would have been tempting not sacrifice, but have the systems, the processes, the finance in place to make sure this actually structures well is like a very sophisticated way of thinking.

So yeah, I think it's amazing to hear that. Yeah. For people that want to go on a similar journey to you, maybe they've had a job for the last 10 years, 20 years, or they're in that boat where they just know they want to quit, but they've just not been able to kind of given that resignation.

What are the challenges they're going to experience? What are the four problems they're going to experience along the way to actually go on that journey if we start problem number one?

[Michael Taylor] (11:46 - 12:34)

Yeah, so for me, so for me, one of the biggest challenges was, frankly, was just that I just don't like, I don't like sucking at stuff. Like I don't like being rubbish. I don't like, this has been a real challenge for me because I think, you know, in a career where you kind of feel like there's not really many other places to go in a day job that you can do, have been doing for years, suddenly entering into a world where it's just all new and it's just all very different.

Has just been far more of a challenge, I think, than I thought it would be. Not knowing quite what to do, not knowing what processes I need, recognising that I've got problems and challenges, but not knowing how to fix it. You know, it's just been really uncomfortable sort of becoming a rookie again, really.

[Josh Keegan] (12:35 - 12:38)

How have you got through that in practice? Like how have you actually like overcome that?

[Michael Taylor] (12:39 - 13:31)

Yeah, so the biggest thing, without a doubt, is just surrounding yourself with smarter people than me. You know, that is just, it's the old, you know, be the dumbest person in the room type thing. But it absolutely is just going, right, this is, I'm not, I'm not very good at this.

What do I need to do to get better at it? How do I put myself in that environment in which I'm surrounded by people who know what they're doing, who've done it before, where problems that come along have already been solved. You know, the community, our network.

Again, in some ways, I suppose, you know, some of the issues, property mastermind and property entrepreneur, those are those kind of environments where actually we can be surrounded by people who know what they're doing and go, yeah, do you know what, that's, you're struggling with that? Well, yeah, I struggled with that, you know, a couple of years ago, and this is how I solved it. And let's go, let's move on.

And so that's been, that's been really positive.

[Josh Keegan] (13:31 - 14:01)

That's been great. We share the same sentiment there. I've been part of property entrepreneur for seven or eight years now, and I can't imagine not having that peer group, not having those people that have kind of been there, done that, got the t-shirt, they've solved the same problem you want to solve.

And then you can build this problem. It's been the biggest thing in the world. You tell someone about it.

They say, oh, just do this. You know, oh, well, it's like problem solved. And it like saves you, turns decades into days.

It saves you like hours and months and months worth of time. And you solve this problem super quickly.

[Michael Taylor] (14:01 - 16:37)

Yeah, it's true. It's true. And there is, there is just something about Josh, like there is sometimes there's just something about just having to just like suck it up.

There's something about, you know what, I'm new to this and I don't really, don't really know what I'm doing. And I just have to kind of sit with that and I have to be okay with that. So that's been a bit of, you know, that's been a bit of a journey for us as well.

Next problem. Yeah. So time, oh my gosh, finding the time to do this, to do this.

So yeah, hands up if you think time is not on your side. So time is definitely an issue, you know, working 30 plus hours a week in the NHS, three, you know, having the kids, having family, family, admin, relationships, friends, et cetera, et cetera, et cetera. Just, you know, how do I find the time to do this has, has without a doubt been a huge challenge this year.

Is that, you know, basically getting, getting, putting in the big pebbles first is basically how we've done that. So, you know, what's important to us? Well, you know, my marriage, number one, kids, you know, number two, you know, these, these big things need to be in there.

And this year, again, we talk about life by design, but, you know, we, my, my wife, Laura and I, you know, six 30, every morning we live in the country, six 30 every morning, we're out the front door, half hour walk together, little board meeting, but actually just a marriage meeting, you know, and then, and then we come home at seven and the kids will wake up and it's just crazy. And off you go. And, you know, we have special time with the kids quite a lot.

So we just put it in the diary now. So it's one-to-one time with the kids, you know, it's in the diary. It's like, right, I want to, I want to work hard on my business, but these big pebbles are in place.

My marriage, my kids, yeah, my NHS job. Cause obviously that's still a big commitment at the moment. And where do I find the time elsewhere?

And to be really honest, it it's been ways and I thought it was, you know, there's no doubt that obviously we, we focus on the things we want to, we put the time into the things that are important to us. I think for us, the top tip, the biggest thing that we've ditched is just being TV. You know, we, we basically now we're getting up earlier.

We're going to bed earlier. We're going to bed with the kids. We lost our evenings anyway, and the kids are staying up later.

Um, so nine o'clock, nine 30, we will go off to bed. Um, and, and we wake up early and yet, you know, there's still TV on the weekends and this and that, but that just kind of mindless, you know, sitting in front of the box in the evening is gone. And that's given us a good couple of hours a day, frankly.

And it's such a good point, isn't it?

[Josh Keegan] (16:37 - 17:53)

I think there's so much, so much to take from that. So the first, um, just to break that down, put the, put the pebbles, you call them big pebbles, but for like the rocks in first, and it's probably that analogy that if you, if you put sand into a jar, then you try and put the pebbles and the rocks in no purpose or rocks would go in. But if you put the big, big rocks in first, pebbles in second and the sand in last, which is things like TV, then you'll, you'll get a lot more into that jar.

So really resonate with that. And I think, I think time can be one of those things where it's can be used as a bit of an excuse. Cause like you said, if you really want something, you'll make it a priority and you'll prioritize that over watching the next series of hunger games.

Do you know what I mean? Yeah. If you really want something, you'll do it.

So it's like, if I step up to, to want to do it and credits you once again, like one of the things that takes people away from achieving stuff is, is a level of comfort. But you guys have got this comfort. You've still prioritize.

It's almost, you got to places you prioritize freedom and family over the long game over the short game. Yep. And then I think it's also just when we talk about life by design, like that's inspired me, like the idea of getting up early and going for what we partner every day and have that rock to make sure you get that 30 minutes together, which is not in front of the TV.

It's you time is that's really inspirational. So problem number three.

[Michael Taylor] (17:54 - 20:35)

Yeah. Follow it. Well, following on from the first two weeks are overwhelmed.

That is, you know, overwhelmed just, um, just going, Oh my gosh, there's just, uh, there's so much to do. There's so much of life. There's so much in life.

You know, there's just times when I've just been like, I feel like there's so much to do. I've got a to-do list as long as my arm, I don't know what to start. I don't know where to finish.

And so I'm just not going to do anything. You know, that's kind of the, that kind of, when it's so overwhelming, you just kind of sit there and go, Oh my gosh, I just can't, I just can't even, you know, I just can't even start anything. Um, and so that, I think that has been a huge challenge.

Um, definitely this year, last year, I was all over it this year. I was just going, Oh, actually I'm just, you know, I'm feeling this a bit now. It's, um, it's, there's just so much going on.

On one hand, it's kind of good stuff, but on the other hand, it's just, it can just be overwhelming. Um, so how do you deal with that? Yeah.

So, so honestly recognizing it, if you've got to recognize this stuff. So if it's a problem, you've got to, you've got to go, you've got to recognize it. You've got to, you've got to go, that is an issue.

That's a problem. What do we do to solve that? I think for us, I think Sunday sanity has been great.

So, you know, this idea of writing down our 10 highest value tasks for the week that need doing, um, I really enjoy that process. Every, every Sunday evening, um, you know, we make sure that the, what's on our list is high value. Those are like how, what is going to move our business forward this week, right?

These tasks are going to do that. That's been really useful. I think writing out the job list the night before, again, has just been really helpful.

Just popping down a couple of things to do the following morning when I, when I get up before my morning walk with Laura, right. I can take that off. I can reply to that email.

I can, whatever. And that again, just means I can go to bed, clears the mind a little bit. I can, I can, you know, that's helping.

Um, we're definitely my way, Laura, Laura and I just trying to work in our flows. I think that's really important. So again, you know, we're divvying, divvying tasks between what works for us, what we're, what's more natural to us.

We're getting better at delegating. We've got a VA that works with us. Um, you know, we've got our power team that in terms of our, for property acquisitions, you know, that is just huge for us.

We've got interior designer that, that we've stepped back from designing the interiors of our houses. And she does that. And again, that's just a whole, you know, we're not sat there trying to work out which, which washing machine to buy or what color the tiles are going to be.

You know, we've got someone who's better than us at that. He's doing that kind of stuff for us. Awesome.

[Josh Keegan] (20:35 - 22:20)

I think there's so much to take from that. Like, I think like one of our biggest challenges on entrepreneurs is a hundred percent overwhelmed. Like I still, you know, there's a long time now.

I still got overwhelmed. It's like, it's very, very normal. I think, um, just obviously you can pick so much out of that, out of that, um, delegating to people, which we do, which we teach about how to like actually get VAs, et cetera, set up giving like jobs to, you know, you don't necessarily need to recruit somebody into your business.

Just find somebody like a service provider, like an interior designer that can actually just do this for you. Um, but I think the one I want to like dive into is Sunday sanity and Sunday sanity for those that don't know, there's some podcasts you can listen to in the back catalog, but it's basically just a very simple setup of just planning your week. And it's like literally sitting down, writing down the top 10 high value things you're going to do this week.

And then, you know, if you're putting in 15, you're doing it wrong because you need to prioritize. That's part of this is like choosing those top 10 things. And then it's like actually then scheduling those into your, into your diary.

And we always say like people come on property entrepreneur and they want to do all these amazing things. I want to do billion pound developments on a scale, like triple the size of my company this year. But then we start actually, we, we track Sunday sanity on the program and these people are not actually doing this Sunday sanity.

And it's like success and failure, both very predictable. The people that are actually going to go the distance, like it's not the big things you do, it's the small things. And the small thing is workout each week.

What top 10 things am I going to do? And then you do everything you can to deliver on them. And that's what success is.

And it's like, if you think about if you did that every week and hit all of your top 10, that's 520, like game changing things you've done in your business, your business and life can't look the same, but people think they can just come in, have an idea and just turn up. And that's just not how it works.

[Michael Taylor] (22:21 - 22:43)

Yeah. I like, in some ways, I like to think that I'm almost living proof of that. You know, there's no doubt that Sunday sanity that putting down those top tasks every week, it just gets it done.

You know, it gets it done. And then, and then, and then you move on to the next top 10 and the next top 10. And then you turn around and look behind you three months later, you're like, oh, actually, yeah, we are.

We've come a long way. You know, we are, this business is moving forward.

[Josh Keegan] (22:43 - 22:48)

They feel like stepping through like treacle at the time. But when you actually look back, you're like, wow, we've done a lot. That's it.

[Michael Taylor] (22:49 - 23:57)

That's it. Problem number four. I think finally, I think just this year, especially, we've really recognized that we need real clarity on our finances.

So that is, you know, that is, we remortgaged our house in order to get ourselves set up. We've had some private investment as well. And there's just a real realization that actually a lot of the last two years when the business is still pretty small, it's pretty young, is that you just kind of slightly see to your pants, just kind of fly by a little bit.

And I think this year, especially, has just really, really made us realize that it's so important to have that financial clarity that almost kind of week by week, month by month, any kind of strong foundational knowledge on our finances that you sort of mean. So that's been huge. That has been, in some ways, one of my biggest challenges and one of my biggest problems to solve this year.

Moving into next.

[Josh Keegan] (23:58 - 24:12)

Do you mind? Because obviously, I appreciate I've got a bit of insight into this. Obviously, only share what you're comfortable sharing.

But do you mind sharing kind of what your challenges were with this? Like, why did you find this bit? Because I know you personally struggled with this.

[Michael Taylor] (24:12 - 25:46)

And I think a lot of people really resonate with your own kind of personal battles with Yeah, so from a wealth dynamics point of view, I'm a steal. So on that left hand side, so I like the numbers. I like to know the stats.

I like to know that, again, that kind of foundational stuff is there, that it's right. And that stuff, clearly, that stuff is really important. But I also, I think, and I recognize this myself, I'm not very keen to sit down and do all the numbers.

So I like to know the numbers. But I really don't want to sit down and pull up a spreadsheet and go through my bank accounts. And I don't know, it's a weird one.

But it's so we basically ran the business with it slightly embarrassing with it just all somewhat in our heads a little bit. And we probably we have been through month by month looking at the bank account balance going, oh, yeah, that's fine. We can we can pay for this, we can pay for that.

And then, I mean, it's coming to the end of one of our projects when, you know, literally the money dried up, money was out. And then an almighty scramble to obviously then to get an extra funds to get that over the line and to get that done. And it's just it's just a place, again, where I kind of I kind of slept, sleep, walked, slept, sleep, walked into it and then got there.

And I was like, oh, that is not somewhere I want to be again. And as the business grows, as we take on more properties, yeah, it's just that realization that we just cannot let it get to that point again.

[Josh Keegan] (25:47 - 26:39)

You have to give yourself a bit of credit, though, as well, because I think you've been doing this for two years and you've kind of already taken some big steps to get this resolved and get a team set up and realize that this isn't your strong point. Money ran out. You're like, that's never happening again.

And most, some entrepreneurs, they're still not doing this or they're still trying to do it all themselves or they're still just flying by the seat of their pants for five, six, seven, seven years until they literally get to a point which they almost can't recover from. So I think finance is a challenge for everybody. I think when we dive into business, we don't realize that we are we have to learn finance because that is the business and why there is no business.

It's not the glossy brochures. It's not the rooms we've rented out. It's not the room rates.

It's like, what is the bottom line profit? What's our balance sheet? That's what we need to know.

So credit where credit's due. I think the fact you've already started to turn that around already is phenomenal.

[Michael Taylor] (26:40 - 27:13)

It's funny, isn't it? Because there's some pride in there as well. Like, you know, I'm a steal.

I should be like, I should be on top of my numbers. I should know it all. And so again, there's that kind of, I think that kind of ties into the overwhelm thing a little bit where you kind of don't really have a complete control over it and you sit down to do anything.

Oh my gosh, this is just going to take me forever. And so it just never really happens. And again, I think that's just where you leverage your community, where you go out and you go, right, who can help me with this?

Because I recognize this is something that I need help with and how can I sort it? So yeah, we're on that. We're getting onto that.

That's happening.

[Josh Keegan] (27:14 - 28:19)

And I think the thing to say, though, and we teach, we go through this on the blue, we go through this on the program and on Property Entrepreneur. It's like, yes, you might be able to do it, but we need to look at hourly rates and look at what is... You can do bookkeeping badly.

It's always late, doesn't give you the information you need. Or you can just pay someone £15, £25 an hour to do that for you. And you can focus on understanding the numbers, actually making decisions from them rather than producing them.

So everybody should definitely understand their numbers, but no one should really be doing it themselves. Yeah, no brainer. Brilliant.

Of course, that's been really valuable. You've obviously gone from GP 20 years to four months. You're actually going to be retired, set up, great income from your portfolio.

You shared some problems, and I think those are all problems that I think a lot of people can resonate on their journey. What about if we're just going to finish with three kind of punchy top tips for anyone that wants to maybe quit their job, maybe wants to follow in your footsteps and achieve some of what you've achieved? What are those three top tips that they could let you go in action from today?

[Michael Taylor] (28:20 - 29:02)

Yeah. So we've mentioned some of these as we've gone along, but I think number one, definitely surround yourself with people who are smarter than yourself. Be the dumbest person in the room.

There's no doubt that in order to progress, in order to go to where you want to be, you need to surround yourself by people who are already on that journey, who are already ahead of you, that can carry you, that can support you, that can show you the ropes, et cetera, et cetera. For me, that has been huge. I think you don't ever want to find yourself the smartest person in the room.

You always need to be thinking, right, that's the blind spot for me. Who can I learn that from? Who can I go and see?

So surround yourself with smart people, number one.

[Josh Keegan] (29:02 - 29:14)

Can I just ask a question on that? When you first attended Mastermind, did you feel like you deserved to be there? Did you feel comfortable being there or was it uncomfortable for you initially?

Oh, really uncomfortable.

[Michael Taylor] (29:16 - 29:31)

Yeah, really uncomfortable. So again, it's just, it's, uh, yeah, I mean, imposter syndrome, I think we, but yeah, it's just, it's, um, this is, uh, a lot of this is, is well outside of my comfort zone. Awesome.

[Josh Keegan] (29:31 - 29:54)

So once again, it's just like, get out of your comfort zone, be the dumbest person in the room and accept, because no one else is thinking that. No one else is going, oh, Michael shouldn't be here. Literally no one.

It's just you for yourself, isn't it? So it's just, I mean, that's just, I used to feel the same and I still do sometimes. It's just understanding that that feeling that you have of like, I should be here.

Everyone else is doing all this stuff. Most people in the room have got that feeling. You're not alone.

And that's part of this journey.

[Michael Taylor] (29:55 - 30:45)

Yeah, it's a, it's, and that's right. And it is like, it is a good place to be, right? You know, that is that like, it feels uncomfortable thinking, oh my gosh, I'm surrounded by people doing multimillion pounds, this, that, and the other.

But, but actually that's, that's where I want to be. That's number two. Yeah.

Commit. That's it. Full stop.

Commit. Like, what are we doing? What, what, you know, why, if we, if we want to make a success or something, if we want to have our holidays, whatever, six weeks away in the summer with the kids, like, you know, if we want this stuff, like we have just, we have to commit.

We've just got to get on with it. But we've got to, you know, what does it take? How do we do that?

How do we get there? Um, you know, we pay for the course, like you can go and do the course. You know, if it's homework, get the homework done.

It's, it's just, uh, you know, the, the, you should commit, commit, just get it done.

[Josh Keegan] (30:46 - 30:47)

Nice. And talk to number three.

[Michael Taylor] (30:47 - 32:33)

Yeah. Well, again, leading off from that, isn't it? It's just basically ultimately we, life is short.

We just, we, we just need to follow our dreams, you know, follow your dreams and enjoy the journey. And, um, I think the, um, you know, it's all a game and it really is all a game. And I think that that has been a bit of a game changer for me.

Just really getting my head around that, going from a place of like, Oh, life and just being like, Oh no, actually, this is like, this is a game. I'm going to enjoy this. That has been a challenge.

I think that is a, that's an ongoing challenge of how do we kind of, uh, you know, how do we enjoy the view from every mountain top? You know, how do we, how do we kind of recognize the tension between the struggles of setting up a business and running it and blah, blah, blah, and enjoying it. But that is just key because we never get there.

You know, we never get there. We're kind of, we're on this journey. I'm like, Oh, I want to replace my NHS income.

That's, that's, you know, that's the point of it. And I'll get there. And then what happens then, you know, there's, there's, that's not it forever.

There's going to be, um, I need the next step of my journey, the next thing. So if I'm always looking to get to the end of the journey to get to the mountain top, then, uh, then I'm not going to enjoy it. It's just going to pass me by again.

And again, that is not what we're here for. You know, I want to, I want to follow my dreams. I want to follow, I want to make my family's dreams a reality.

I want to get that done, but I want to make sure that I'm not doing it in a grump, huffing and puffing, being overwhelmed the whole time that I'm doing it whilst enjoying the journey, whilst enjoying my 630 AM walks with my wife and having special time with my kids and going on holidays and just doing all this stuff that life is there for. So yeah, follow your dreams and enjoy the journey.

[Josh Keegan] (32:34 - 33:34)

Michael, it's been like genuinely, like truly inspiring to have you on. Um, I think just as somebody that's obviously, uh, more like I've got two young kids, you've got three older kids. And just to see kind of what you've done and like understanding how hard that's good must have been for you and Laura.

And yeah, to have gone on the journey you've done when you were very, very comfortable when you had this great, you know, GP salary to actually have made the change you've done in such a short space of time to go from public service, uh, public sector to property investor and actually have almost replaced that income. And then actually giving your resignation in, burnt the boat, four weeks time for Christmas, quit work. It's phenomenal.

And I think there's some amazing lessons in there as well as some amazing nuggets. And I really hope this interview inspires somebody to do the same and actually make that positive change in their life that they want to make. If anyone wants to reach out to you, follow you or follow what you're up to, how can they do that?

[Michael Taylor] (33:35 - 33:55)

Yeah. Come and find us. So socials are probably the best place.

So, um, like I say, Michael Taylor can find us on Facebook or Insta, Powerball Properties, our company name. So, um, again, Facebook and Insta is probably the best place. LinkedIn is kind of, uh, uh, it's, it's, um, we're not quite there yet with LinkedIn, but Facebook and Insta.

Yeah. Come and find us please. Powerball Property, Michael Taylor.

[Josh Keegan] (33:56 - 33:59)

Powerball Property, Michael Taylor. Amazing, Michael. Thank you so much.

[Michael Taylor] (33:59 - 34:01)

Thank you, Josh. Been a pleasure. Thank you.

[Daniel Hill] (34:03 - 34:47)

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