**TBP 193 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.

[Guillaume Black] (0:38 - 3:09)

Welcome to the Dealfiner Corner. This is your weekly property talk show brought to you by Propertyfilter, hosted by myself, Guillaume Black, your favorite Frenchman, CEO, and co-founder at Propertyfilter. So it's the UK's highest rated platform to find deals.

And as you know, we are on a mission to empower our property investor and deal sourcer members to find 1,000 deals in the next 12 months, thanks to the Propertyfilter Blueprint. And really the purpose with your Dealfiner Corner is to give you more and the best of the available resources, inviting extra guests who will share with you the latest and more current strategies, tactics, and secrets about what actually works right now in terms of finding and making deals and the reality of systemizing and running a high performance business in property. So it really is my pleasure today to introduce you to my good friend, Daniel Hill, on today's Dealfiner Corner.

And you might know Dan as the property entrepreneur himself, award-winning serial entrepreneur, investor, developer, speaker, and writer, host of the Blueprint Podcast, and supporting other property entrepreneurs in property with the Property Entrepreneur Program. So I share something with Dan that you might not know about, and that is that Dan has got a keen interest in spirituality, stoic philosophy, and universal manifestation. So as we wrap up the end of the year and we move into the festive seasons, we have a very special episode for you today.

First, because Dan will share with you, is one-word introspective exercise and guide you through reflecting over your 2023, closing the chapter and getting ready for the new one. It's a practice for the holiday seasons to guide you and to reflect and consolidate on the year past, and compare notes year on year, if like me, you get into the habit of doing this every end of the year. So you want to grab a pen and paper, pen and paper, involve friends, children, family, or your partner, as this is a very personal and meaningful experience.

I've been doing this for a few years now, and I even translated it into French to share with my friends and family a couple of years ago. And secondly, it's a very special episode because Dan actually... So this episode will be released on Dan's Blueprint Podcast just after Christmas.

So please be mindful and unmute yourselves, you know, and I will keep you guys muted. And please be mindful as this will go into the official Property On Channel podcast, the Blueprint Podcast. So I'm very much looking forward to handing over to Dan and pulling my journal today for today's session.

So please give a massive props filter, virtual welcome to Mr. Daniel Hill. Over to you.

[Daniel Hill] (3:10 - 8:10)

How are you doing guys? Thank you very much for inviting me. And thank you to Guillaume for suggesting essentially re-recording this because I haven't recorded it since 2021.

And I actually listened back to it this morning. Every year, we just release the same recordings, so it's nice to go back and refresh on it. And what I'd say is for those people who are watching this live before Christmas, what we'll do is we'll go through it as an exercise and jot the questions down and you'll cover some ground whilst we do it together, but also in your mind, just have that this is something I'd recommend you do with your kids, your partner, your husband, your wife, your business partner, any opportunity really to get reflective at the end of the year. And as Guillaume said, it really is a very high value activity. This is not your normal sort of business, making money, doing deals.

This is all about introspective and basically closing the chapter of 2023. So on Property Entrepreneur, we talk about your life is a book and every chapter you want to be an absolute page turner. One of the ways to do that is start a new chapter at the beginning of every year, which I'm sure many of you will be doing with New Year's resolutions and things like that.

In order to do that, we want to formally reflect and close what 2023 has been. And this is an exercise called One Word. And what I'm going to do is I'm going to read out a series of questions.

And I'm going to give you some time just to think about it and jot down some answers. So we'll go straight into it. And for those of you that listen to this on the recording, you can find these questions in the show notes.

Those of you that are watching live, this will be released between Christmas and New Year. I normally do it on New Year's Eve with my partner. And once you've done it over a few years, one of the things I'd recommend, what Guillaume will probably do, is actually go back and look at last year's and how you reflected on things.

So we're going to go into it. I'm going to ask you some introspective questions. And there's seven in total.

And just let yourself relax into it. Let your brain flow and just write down what comes. You don't need to obsess over it.

So the first... So this is my gift to you. My Christmas gift to you.

This is called The One Word. And the first question is, what are your 23 successes from 2023? So have a little think, reflect on the year.

These could be big milestones, like you've bought a new house, or you've had a child or a grandchild, or you've done a first six or seven-figure profit deal. Or it could be a tiny thing, like you ran your first 5K. You know, that's not a tiny thing.

But it could be a tiny thing, like you set a habit to give up smoking and you still haven't smoked. So you set the plan to taper in your drinking. And you've knocked it on the head.

So 23 successes from 2023, as big or small as you want. So that's the only big list one you're going to have. The second one...

And obviously, you'll come back to this when you do it in your own time. And this would normally take me... When I do it with my partner, it probably takes like 90 minutes, an hour and a half, sit down, have a drink.

Maybe I'll do it over some food, make a bit of a celebration of it. But for the purpose of this podcast, I'm going to go through it at a slightly more pace. The second question is, if you were to choose one feeling to sum up 2023, what would it be?

So one feeling that really sort of summarizes the year could be excitable, it could be stressful, it could be pressured. It could be impressive. It could be long.

How does it feel? How did the year feel? Emotional.

If you were to choose one feeling to describe 2023, what is it? I actually did this this morning on the way back from Exeter. Because I didn't have...

I didn't actually have these questions written down anywhere apart from in my journal. I've just moved house and it's packed in a box somewhere. So I had to listen to myself on the podcast this morning with my driver.

And we did it together. And it's just such a good experience. I think mine was probably emotional, good emotions, bad emotions.

Just a very emotional year, which is nice. So the third question. So the first was 23 successes in 2023.

The second was one feeling to sum up 2023. The third is, if your brain's going to get wiped tomorrow, but there's one lesson that you've learned in 2023 that you can take forward into the next year. What's the one biggest lesson you've learned this year that you want to take forward?

What would you say yours has been, Guillaume? The biggest lesson from 2023.

[Guillaume Black] (8:11 - 8:27)

Is that life happens today. This is all there is. The way you live your day is indeed the way you live your life.

And there's lots of things you can let pass by because you're too busy. But really, it's a marathon, not a sprint.

[Daniel Hill] (8:28 - 11:10)

Yeah, nice. That's a lot easier said than done. That's definitely one of mine.

It's quite nice people are actually sharing them in the chat box. So I'm going to actually invite everybody to do that. If we go back to the first one of a feeling.

If everyone's just stick in the chat box what their feeling's been. The one feeling to describe 2023. I think Artie said motivated, I think it was.

And having watched from a distance, I'll say that's definitely what it's looked like. Difficult, expanding, determination, letting go, pressured, relief, frustrated, challenging, difficult, emotional, roller coaster, enlightened. That's a big one.

Excitement, lots of fun, growth, learning, difficult, turbulent. Nice. Good mix there.

And then if we go to biggest lesson learned and you want to pop that into the chat box, what's the biggest lesson that you've learned this year that you're going to take into next year? Less is more from Rupin. Oh, Rupin, I think it's your birthday today.

I saw it. You've got your birthdays in my calendar. And it's not today, mate.

Not today. February. So I'll hold that one in my back pocket for you.

Is it February? There you go. That's my one gift to you and the earliest birthday wish you've ever had.

Focus on the one thing. Never take life for granted. Always put your mask on first.

You're the product of the habits and the people around you. Absolutely. Big and scary changes possible.

Focus on me. Self-love. Self-love's a big one.

Self-care. Control your emotions and mindset. Plan for the future.

Don't rush. Take action. Strength.

Whatever you want to do, learn it first. Excellent. Nice.

So we're gonna go on to the next one now, which is... And this one is an interesting one. So the fourth question is, who is the one person that you're most grateful for in the year that it's been?

If you look back on 2023, who's the one person you've either had during the year the most gratitude for or in reflection you have the most gratitude for? Oh, Rupert. Nice.

That's very good of you. Mother. Wife.

Myself. Excellent. That's very good.

Fair play. God. Nice.

My daughters. Myself. My wife.

Lots of people. Lots of people for themselves and their partner, which is amazing. Oh, third granddaughter.

Congratulations. Your dad. After having a fall.

Guillaume's getting a shout out. I don't know who's on the payroll, but Philby's giving Guillaume some shout out there. Congratulations.

[Guillaume Black] (11:11 - 11:13)

He literally is on the payroll there.

[Daniel Hill] (11:14 - 15:23)

Is he? There you go. That Christmas bonus has just doubled.

So the fourth is the person you're most grateful for. And if you haven't already taken the opportunity to recognize them in the last sort of recent times, maybe take a minute to send them a message after this call. It doesn't cost you anything.

And that will literally make someone's day receiving that message. You just go out of your way to send a little note to them and recognize that you're gratitude for them if you have the privilege to be able to. And then the fifth is if you were to choose your top three for these, what are your top three more, less, and keep from 2023 that you want to take into 2024?

So if you write them down, these are the things that you want more of in 2024, the things that you want less of in 2024, and the things that you want to keep. So through the year that's been and setting up for 2024, what do you want more of, less, and keep? Choose your top three.

Top three things you want more of. Top three you want less. Top three you want to keep.

So a few people starting a post, more health and wealth, less stress and dealing with difficult people, and keep going and not giving up. That's an amazing one. Yeah, keep going.

Absolutely spot on. Mine was to keep a personal trainer. Well, I heard a quote last year.

It said, you don't get a personal trainer to show you how to lift weights. You get a personal trainer to make sure you walk through the door. And for the first time ever, I've done about 18 months going to the gym four times every week.

Not exactly four times every week, but you know what I mean. And keeping that up has been an absolute game changer from having a personal trainer. More HMOs, less bad tenants, maybe start thinking about putting them on leases rather than individuals.

That might be one way to achieve that. More focus, less kites, keep healthy habit. Yeah, kites are a complete false economy.

One of the things we saw about property entrepreneurs, you want to have one rocket with five engines, not five kites flying around your garden. So just choose one thing and lock into it. Rupal, I actually had a look at my calendar.

It's Rupal Patel's birthday today. So in case you were wondering where that came from. Rupal on the weekends, Dan, that's it.

Oh, right, nice. We can slide into something sexy. That works.

You can have my birthday wishes every day. Top man. More property deals, less pain on the hip, keep music.

More laughter and wealth, less heartbreak. Keep positive attitude. Yeah, absolutely spot on.

So this is all really, really valuable stuff. And those of you that are on Property Entrepreneur, some of this will look familiar. And this is how we build our year for next year.

We've got two questions to finish. And one is to close off the chapter of 2023. And the second is to write the title for the next chapter for 2024.

So number six, which is actually the name of this game, which is called The One Word, is if you were to choose one word that summarizes 2023 and what it's been for you, what would that one word be to summarize the year? Take the whole of 2023, put it in a box, tie in a bow, and put a word on top of it so we can close the chapter, put it away. What would be that one word that summarizes what 2023 was for you?

We've got challenging, learning, explosive. I don't know if that's a good or bad explosive, but it's a big word, I like it. Adaption, planting, new adventures, dreams, stabilization, eventful, expensive, growth, gratitude, educative, change, surprising, riding the rocket as three game.

That must be a trois. Paradigm shift, confidence, success, love. Oh, love's a great one.

I love that. I think I actually had love last year, which was amazing. Educative, stressful.

If you were to take your three words down to one gear, what would you choose to summarize the year?

[Guillaume Black] (15:25 - 15:32)

That's challenging. Challenging. No, no, not challenging, but demanding.

[Daniel Hill] (15:32 - 15:33)

Yeah.

[Guillaume Black] (15:33 - 15:34)

In a good way.

[Daniel Hill] (15:34 - 18:27)

Yeah, absolutely. I think mine was probably life-changing. There's lots of life-changing things in 2023 for me.

And then year of, so question seven, which is the last one, is the year of. And what this is, is if you choose a year of for 2024, I'm a proper entrepreneur, we do this every year. We have a headline strategy every year for our business, which is the name of the business plan.

And then we have what we call a year of, which is the title to our year. And in the case of this sort of book and chapter analogy, it's the title of the chapter. Looking forward to the year ahead, if you were to choose a word or a short sentence to explain what you want the next year to be, what would that be?

So for example, mine is probably going to be year of the middle lane. So I want to have a year of cruise control, balancing the books, slowing down a bit, and just no extremes, which will be easier said than done for me. So that's probably what mine's going to be.

Whereas other years, I've done like year of level up, which meant everything that I did leveled up, going from doing million pound deals to 10 million pound deals, going from having a team of three offices to having eight offices, just stepping everything up. What would your year of be for next year? So Artie's going for year of execution.

That's a perfect example. Basically the year of, if you think about it, it's like the soundtrack to your year. It's like every day you're walking around and this word and attitude and mantra and mindset is ringing in your ears every day.

Like level up, step up, execute. We've got growth. TY is going for level up, amazing.

Acceleration, lift off, independence and growth, passive income, expansion. Think about as well, this is the thing I really have to push the property entrepreneurs on and even board members don't always get it. Think about year of as really using it as an opportunity for your personal life.

So where you might have, for example, passive income, that would be what we'd call an objective. But think about your life. It's like in your life, you want to live this word every day.

So I did year of frugal hedonism and I went and lived on a narrowboat and lived off 750 quid a month or year of level up. And it was every day. It was like, how do I raise my standards?

Middle lane is like when I'm looking at anything, it's like the year of middle lane, no extremes. So when I'm seeing myself do extreme tendencies like overworking, overtraining, anything like that, it's a year of no extremes. So we've got freedom is a great one.

Trailblazing is cool. Step change. What's yours going to be, Guillaume?

[Guillaume Black] (18:29 - 18:51)

So mine is going to be around the theme of the year of being, not doing. Yeah, nice. So it's more like being happy, being grateful, being present, all the stuff you don't do because I've been just been doing and doing and doing.

So it's a similar sentiment to yours with the middle lane, but it's more personal and in presence.

[Daniel Hill] (18:52 - 20:10)

If you're interested in a book recommendation, I'm reading a fantastic book at the minute by Ryan Holiday, who did Daily Stoic, which I think I bought for you a couple of years ago. It's called Stillness. And it's one of the simplest books I've read in ages.

And you'll get it. It's all about being present. It's one of those books that just makes sense, but it goes really deep on a number of like, very easy to read topics with great case studies.

And it just really reminds you about the fact that actually slowing down and being present is actually the more valuable, like Rupin was saying about not doing five kites. We all think that's the way to go. But actually, when we just focus on building one rocket, your life changes.

And it is the same with workflow. There's quite a few of us doing middle lane this year, but I'd recommend that book. Highly, highly recommend it.

Very easy read. Hopefully you all got some value from that. So those of you listening to the podcast, the list of questions are actually in the show notes.

Those of you that are doing this live, hopefully you've written them down. And then just to finish, I've got a little a year of... I don't know whether it's going to be a surprise for you.

I will be a surprise. But I thought I'd share it with Guillaume personally before I shared it out wide to the masses. I'm going to have my hands full in the new year.

[Guillaume Black] (20:11 - 20:15)

Oh, here we go. Congrats, mate. I'm really happy for you.

[Daniel Hill] (20:15 - 20:16)

Thank you. I appreciate it.

[Guillaume Black] (20:17 - 20:19)

I meant to ask you actually. So really happy for you.

[Daniel Hill] (20:19 - 20:24)

Thank you very much. I'm coming to join the party with you. It's not public knowledge yet.

[Guillaume Black] (20:25 - 20:28)

So did you have to go all the way to Exeter to get a scan?

[Daniel Hill] (20:29 - 26:51)

No, I was out for Christmas doing Exeter yesterday. But it's... Yeah, so all very exciting, very life-changing.

One of my words for this year would probably be life-changing. And there's all that sort of stuff to look forward to. So I'm really looking forward to it.

One final sort of exercise to share with you, which is a little bit more sort of binary, is what we call... Thank you for all the congratulations, everybody. Very much appreciate that.

And for those of you listening to the podcast who weren't on it live, I'm having a baby next year. So God permitting, that's going to be very exciting. The questions that we're going to finish off with are called Scores on the Doors.

And we've actually upgraded this since the last recording. And what we've got is a list of personal areas in your personal life, and then a list of things in your business life. And what we're going to do is we're going to rate what we think the year was, what it felt like, and then what it actually is.

And the aim of the game here really is, like a wheel of life, if you've ever done that in NLP, it'll identify where your wheel's got a flat tire. So next year, you can focus on that. But also, as high performers, we normally beat ourselves up and we didn't do as well as we'd hoped.

And maybe we felt like the year was a seven or an eight. And actually, when you go through and add it up, quite often, more often than not, you've actually done better than you think. So I'm going to read this list out.

Again, this is in the show notes for those listening to the podcast. But also, I'm going to give you a link, which I'm going to post in the chat box in a moment. Because we've actually turned this into a scorecard now called the Life by Design Scorecard.

And again, we've never shared it outside of Property Entrepreneur. I'm going to be offering it to you guys for joining us on today's call as a first for all Property Filter community people. And those of you listening to the Property Entrepreneur podcast, there'll also be a link in the show notes.

So the personal topics, there's basically... So I spent quite a lot of time over the summer building this. And I went through every single life assessment model there is.

So the academics of Maslow's hierarchy, all the way up to Tony Robbins' rules for success, NLP, wheels of life, all of that stuff. And it basically boils down to these 10 parts of life. And I've not found anything yet that's not covered by these 10 areas.

And what we want to do is we want to score how we think we did this year. So the first one is physical and mental health. The second is relationships and love.

The third is careers and finances. The fourth is personal growth and development. The fifth is variety and exploration.

The sixth is community and social engagement. The seventh is fun, leisure and recreation. The eighth is balance and environment.

The ninth is spirituality and values. And the 10th is gratitude and positivity. Like I said, they're in the show notes as well for those of you who want to come back to it.

So basically, that's a list of all the areas of your personal life. And what you do is you go through and just do your scores on the doors. We're not going to do it now, but you can do it in your own time.

And what you do is you say out of 10, how well do I think I did with my physical or mental health this year? And I would say this year, I probably did nine and a half, like really, really well. Whereas last year, when I look at my scores, I suspect it was probably more like an eight, eight and a half.

What you do is you score what you think they were individually. And then what you do is you say, right, well, based on the year, what would I score the year? I think the year was probably a seven or an eight or a nine.

How you feel it was. And then what you do is you add up all those scores divided by 10 because there's 10 questions and it'll give you an average. And what you'll find is normally, we actually did a lot better than we thought.

And it gives us a lot of credit. And that's your life one. And what I've done is created a scorecard now.

And I've just sent it to everyone on the chat box. So you can go away and you can do that. And I think it's 50 questions.

It's quite detailed, but it'll give you a full report on your life and which areas you're doing well at, which areas to perhaps focus on next year. And you can do the same for your business. Now, there isn't an actual set list for your business because it can be endless depending where you are.

But what I would do is write a list of all the things that are important to you and then do the same. So for example, the ones I did last year were branding, growth, success, wealth, finance, execution, discipline, leverage, profile, purpose, balance. And they were just the things that I knew I'd been working on or things that were important to me.

And then I scored them. And if you do the same for you, so if working hard was a big one for you, then it would be about like execution, smashing targets, work ethic. If actually you're trying to tame things and like next year, Guillaume and I are both trying to chill out, it would be things like balance, relationships, quality of work, quality of rest, self-care, all of those sort of things.

And that's it. That is the one word plus scores on the doors. I hope you enjoyed it.

I hope you got value from it. I'd highly recommend taking some time with your partner, your family, your kids over Christmas, whoever you're fortunate enough to spend time with and just do it around the fire, in the lounge, over a drink, over some food. And it's just a really nice way to close the year.

And then next year, we can do the same and compare the notes. Over to you, Guillaume.

[Guillaume Black] (26:52 - 26:55)

Thank you very much. Thanks a lot for that, Dan. So it's good to...

[Daniel Hill] (26:55 - 26:56)

You're very welcome.

[Guillaume Black] (26:57 - 27:30)

I have to find my notes from last year as well. I've got the one from two years ago and I need to now put this together. So thanks a lot for this, for being here.

Do you have any other maybe more advanced sentiments for maybe some of us who've done it a couple of times and maybe when you've looked at it like from last year, from the previous year, and maybe adding another dimension to this where it's not just comparing the sentiment with the actual scores, but looking at this in the perspective of compared to last year and compared to the previous year?

[Daniel Hill] (27:32 - 31:03)

One of the things that came up today when I was doing it with Rob, one of my drivers, was I was saying sometimes, this is more about the one word than it is the scores, but sometimes the first thing you say is actually the right answer. Because some people will say it, like sometimes just saying the first thing that comes into your head is the right way to do it. And it's actually that spontaneous answer that's the right one and don't overthink it.

Equally, sometimes the first answer that comes is the easy answer, and you have to dig deep. And the solution to that really is just acknowledging that that's the case. And then having been around the houses and got the first answer and the deep answers, then you'll figure it out.

So for example, for the last three years, my person I've been most grateful for is Sav, my partner. So as soon as I did it, that was the obvious go-to because I'm always grateful. I'm grateful for our relationship.

I'm grateful for her. Therefore, actually, when I think about the year, because my dad died this year, I thought I've actually had more gratitude during the year for him, for my relationship with him, the experience I had as a father-son. And I'd actually been more grateful for that during the year, but Sav was my obvious go-to.

So I actually changed that and put my dad. So I'd say that's probably the qualitative advanced level is really digging around and then trying to decide what it is. And on the statistical one, it's just for those who aren't on, for those who are on Property Entrepreneur, the advanced way is the Property Entrepreneur way, you know, objectives, tangible targets, 10 lessons learned, review moving forward.

Like that's really the secret to personal development. And for those who aren't on Property Entrepreneur, they're listening to this. The easiest way to explain it is Ray Dalio talks about the failure loop.

And he says, the problem is the reason we keep making the same mistakes is we make the mistake, we touch the oven, it's hot, we burn ourselves, the hand heals, and then we go back and make the same mistake again. Whereas actually what you've got to do is consciously break the failure loop, make the mistake, reflect on it, acknowledge it, and then strategically put something in place to overcome it. And I would say this is a good exercise of that.

We'll be looking at all the things that work well for you this year and make sure you keep them. Like I said, personal trainer, I could say I've completed my weight cut now, I don't need to lose any more weight, I'll cancel my personal trainer. But we all know that's the start of the problem, not the solution.

So yeah, it's taking that stuff on board and then just putting plans in place, strategies in place, and what we would call tangible targets to try and make sure that next year you keep growing. The aim of the game with this, which is the tagline now for Property Entrepreneur Advanced is your best year every year. And every year you want to sit there and be like, that genuinely was my best year.

And it's normally, even if it's been challenging, it's normally because you've done all of this internal work, you've taken it to the next level, and you look back at Dan Hill or Guillaume Black 2022, and you just think, wow, I was such a different person then. I mean, if I think about you, Guillaume, and the short time I've known you, like three, four, five years, there's probably been two or three versions of Guillaume. And they look different.

They talk different. They operate different. And it's like, as a high performer, you just want that continual growth because I just think that's what life's about.

[Guillaume Black] (31:04 - 31:47)

Yeah. And as you say, it's your best year every year. It's about being intentional about it.

So I'm very grateful you've been able to come today and share this exercise with everybody so people have got a bit of a taster of how they can make every year their best year ever. So it's leaving us to wishing you a very, very merry end of the year, a very good Christmas as we close this season for the DealFiner Corner. Do subscribe to the Blueprint podcast.

Do come and join us to our next season of DealFiner Corner. And yeah, I'll send you on your merry way and wish you all the best, best of times, best of quality times with your loved ones and family for the new year. And I'll see you in the new year.

[Daniel Hill] (31:47 - 32:34)

Merry Christmas, guys. I hope you enjoyed this Blueprint podcast episode. If you're not already subscribed, sharing these, this is my lifetime's work.

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Success and failure are both very predictable. I'll see you on the next episode.