**TBP 196 Edited\_Transcription**

[Daniel Hill] (0:05 - 1:26)

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. Me, The Monk and Magic Mushrooms. I get invited to speak on podcasts all of the time and most interview questions are very similar.

How did you start? What are the biggest problems you've had? How do you make money?

What are the best deals that you've done? But recently, I was invited to a very special podcast and interviewed by a very special guy. Ravenel Chambers hosts the Evolving Door Podcast and in this podcast, I was asked questions that I've never been asked before.

They were personal, they were private, they were thought provoking, they were deep, they were intentional. For this reason, in this episode, I'm going to share this recording with you and I hope you get value from the inspiration and insight that we share as we go behind the scenes with Daniel Hill, Me, The Monk and The Magic Mushrooms.

[Ravinol Chambers] (1:30 - 2:10)

Welcome back, everyone, to the Evolving Door Podcast. This is the podcast where we chat to people about the clues and the moments in their life where they stepped through that evolving door. They had a little bit of a clearer understanding about life and themselves.

I have a special guest today. Very happy to welcome Dan Hill. He's an award-winning, market-leading serial entrepreneur and property developer and investor up into the tens of millions.

Very, very successful guy. He also talks about an idea called Life by Design, which I think is brilliant. That's led him to living a simple life on a narrowboat and also in mansions with Rolls Royces and all that stuff as well.

He's really on the journey. He's really exploring life and trying to understand it better. Welcome, Dan.

[Daniel Hill] (2:10 - 2:11)

Thanks very much, Kasper.

[Ravinol Chambers] (2:11 - 2:44)

Fantastic. You're also the author of this book, Karma Credits, which I love. It's what set you apart from a lot of the other people that I see that are doing interesting stuff.

It's not every day that someone who looks like they're building businesses and chasing money is also writing a book called Karma Credits. We'll get to that. I'm really curious as to how you got there.

Just to ease us in a bit, we've got a few little questions. At the moment, what makes you joyful at the moment?

[Daniel Hill] (2:45 - 3:22)

Creativity. I think when I'm creative at the moment, this time of year especially, once the autumn season sets in, the days get shorter, everything calms down, I tend to get up very early anyway. I have this time of year, 2, 3, 4 hours in the morning before I even see or speak to anyone, lots of time to get introspective.

And as far as my interpretation of joy, I would say being creative and going deep and thinking about things, using my journal, that's where I'm getting most of my satisfaction at the moment in this period of maybe the calendar cycle, but also of my journey.

[Speaker 3] (3:22 - 3:22)

Nice.

[Daniel Hill] (3:23 - 3:24)

And what about what makes you angry?

[Ravinol Chambers] (3:25 - 3:30)

What gets you icked a bit or gets on your skin?

[Daniel Hill] (3:31 - 4:51)

I'm actually a pretty patient person. I think I'm very predictable, consistent. You wouldn't really know if I'm in a great mood or a poor mood.

It's quite steady. But as far as irritability goes, I don't know where it's come from, but there's a few things. It used to be skipping CDs when we used to have CD players.

And I would hear it and it would infuriate me. If I'm ever in the car now and the radio is on and it starts to crackle, that would grind my gears, little things like that. But as far as day-to-day, I don't carry around a huge amount of weight of frustration, irritability.

I find it quite challenging sometimes to have conversations with people where we're not at the same level. So if somebody is a lot more intelligent than me or talking at another level, something I don't understand, I'll struggle to interact because I don't feel like I can do it justice. And equally, if I'm talking to somebody and they clearly don't know what I'm talking about, I can find that language, that translation, the gap.

I wouldn't say I find it frustrating. I just find it quite hard work. And noise can make me very frustrated, very tired.

Maybe frustrated. That feeling when you're hangry, when you're agitated, I'm sitting in an environment, lots of noise. I'm like, I shouldn't really be here.

[Ravinol Chambers] (4:52 - 4:58)

And do you think that it's just because it's sort of draining you or that you actually maybe have a sensitivity to noise, like a sensory thing?

[Daniel Hill] (4:59 - 5:32)

Well, introverted people, everyone thinks it's about confidence. Well, actually, my understanding at least is that introversion and extroversion is where you get your energy from. So I get my energy from being alone.

Other people get their energy from being with people. Also, they say introverts hear a lot more. So I could be in a room and I could hear what the waitress has ordered over there.

I know what these guys are having a conversation about. I can hear the dog barking, the cutlery going. And all of that process and all of that information, when actually I just want to have a conversation, it's a lot more conducive doing it here than it would be in an event with 250 people or in a cafe or restaurant.

[Ravinol Chambers] (5:33 - 5:45)

Yeah, that's really interesting. I'll be driving along in the car, like talking to people in the car, and I'll be noticing what someone who just drove past is doing and everything. It's like it can be an overload.

My message goes nuts. I'll be looking at buildings and looking at deals.

[Daniel Hill] (5:45 - 5:46)

Yeah, absolutely.

[Ravinol Chambers] (5:46 - 5:48)

What's something you're really excited about at the moment?

[Daniel Hill] (5:49 - 6:25)

I've actually got a page in my journal, things to get excited about, because I can very easily just get caught up with the day-to-day of being productive, being busy. And I'm trying to keep myself present. And one of the things I've done is create a list of things I'm excited about.

So in my journal at the minute, today, due to be exchanged on my new house, something to get excited about. I've got a couple of big deals going on, negotiating with people at the minute, getting excited about those, moving into my new house. Got a couple of personal things I'm working on.

So lots of things, and they're quite intentional. And they're quite short term as well, because I've done playing the long game. And now I just want those daily, weekly, monthly success triggers.

[Speaker 3] (6:26 - 6:26)

Nice.

[Ravinol Chambers] (6:27 - 6:33)

And anything that just sort of conflicted about that's sort of an unresolved thing or anything like that?

[Daniel Hill] (6:34 - 8:02)

Probably drinking alcohol. So last... I've come from a family of big drinkers.

My dad worked in the wine trade. Both my parents are always drunk, not alcoholics, both professionals. But we were just a family that socializing is, the bar opens at midday, you drink all afternoon.

And it's just a big cultural thing in my family. And that was fine for the last 20 years. But I'm getting to a point now where I'm like, the law of diminishing returns, I really don't feel like it serves me.

And last year, I did about three months without any alcohol. The year before that, about six or nine months without any alcohol. And when I don't drink, I realize how amazing it is for my life.

And I'm just like, wow, this is living life in 3D HD. I can't imagine ever drinking. And then when I get to the first summer barbecue or whatever, and I have to drink, I'm like, wow, I can't believe I stopped drinking.

And it's like this complete thing where I think I should probably not drink at all. But then actually, there's times where I think I would quite enjoy drink. And I think the difficulty is I've been quite an extremist.

I'm great at loads, and I'm great at zero. The struggle is in the middle. And I think at the minute, I'm better off having no drink.

I would quite maybe like to have a drink here and there where I think it's suitable. And it would allow me to be in those family surroundings. Although I can be anyway.

But not to be a bad habit. So I've never had a problem with drinking. It's just a bad habit.

[Ravinol Chambers] (8:03 - 8:17)

So it's amazing how it's culture. It's so influenced by culture, whether it's in the family or the country or whatever. It becomes an invisible force that you go into a certain environment and the force is there.

[Daniel Hill] (8:17 - 8:38)

And I don't get it. I think me and my friends, a few of my friends who are like similar sort of stage in their journey, who've had similar experiences with alcohol, we always talk about should we, shouldn't we? We say we can't believe it's legal.

You can go to a shop 24 hours a day and buy it. You can walk past Weatherspoons at eight o'clock in the morning. There's people drinking alcohol.

You think if that was nowadays, there's no other drug that has that much impact on people's lives.

[Ravinol Chambers] (8:38 - 8:39)

It's fully acceptable.

[Daniel Hill] (8:39 - 8:49)

That would be fully acceptable and served with breakfast. You just think. So yeah, that's my conflict.

That's my first one on Spring of Smart. So we're going to go back.

[Ravinol Chambers] (8:49 - 8:53)

Great questions. Thank you. Thank you.

What's your earliest memory?

[Daniel Hill] (8:56 - 9:45)

Two earliest memories. So one was when my mum got a new job at the school I was going to work. And I must have been about three in the bath with my brother.

My mum came in wearing a new cook's outfit. She was going to become a cook at the school. That you were going to go to.

That I was going to go to. Yeah. So she actually followed me through school as a cook.

Works at our lower school, middle school, not the upper school. And that was probably my earliest memory. But then another one, like when I was about four or five, is all the kids got their toys and they were playing with their toys.

I got the box that the toys came in and got inside it and cut a little window in it. And I was taking money off the adults in one, putting the sweets out in the middle. And that was my idea of entertainment.

I must have been about four years old, five years old. Interesting. And that entrepreneurial thing existed forever.

[Speaker 3] (9:46 - 9:46)

Yeah.

[Ravinol Chambers] (9:47 - 9:57)

And it was really touching, actually. I know you were very close with your dad and he passed away this year. And I heard you speak about him.

What was your relationship like with your dad when you were growing up?

[Daniel Hill] (9:58 - 11:12)

Really good. I sort of, through my life with my dad, my parents split up at seven. And actually, I can't remember, in one of their wedding speeches or birthdays, I write a poem.

And it talks about the fact that they basically were on two journeys. And they briefly met at this point where they were very similar, had us as kids. And then when we were about seven, they carried on their journey, because they're the most different people you would ever met.

And my mum's always been my best friend. Anything goes, whatever you want to do, as long as it's not illegal or immoral, fill your boots, have fun, I'll probably do it with you. She's just one of my mates.

Whereas my dad was always like, good cop, bad cop, because I live with my mum. If I was naughty, you go and see your dad, your dad's going to come around. He was like a disciplinarian.

He was a disciplinarian. And it was good. It was good for me.

It drove me. It made me productive. He had a really good reward system.

If I did well, he would reward me. If I did badly, he would punish me. And it was, without a doubt, a huge part of my professional growth.

And yeah, it was good. I wouldn't change it at all.

[Ravinol Chambers] (11:13 - 11:24)

Was there ever a, you know, like the rose and the thorn, was there ever any thorn in that as well? Is it all upside or is it, like, did you, you know, been sort of that dynamic?

[Daniel Hill] (11:25 - 13:16)

Yeah, I think it's, I did the eulogy at his funeral, and I spoke about the journeys that I'd had with him. And I said, like, your life, like we talk about on Property Entrepreneur, like the year of, your life is a book, and every year you write the chapters. And I talked about the various chapters that I'd had with him.

And it started off as like the disciplined dad, where he was really disciplined and basically pulled me into line. Then he was the supportive dad, lent me money to start my first business. Then he was the business partner dad.

So I got into property. He had some endowments cashed out, and he invested with me. It was the investor dad.

Then he was my business partner dad. And then in the later years, like probably like last sort of three years, and we moved away from that, and he retired. And we sold the big company we had together.

And he became like the loving dad. And then when he died, he actually became like the stoic dad. He was a very stoic person, very comfortable with death, never scared of it.

And it was like, because I had all those parts of that, I was quite grateful. It wasn't like, when he died, I drove back from the hospital. I remember thinking, I need to be guilty for something.

You know, when somebody dies, you must be guilty for something. And I drove all the way home from Oxford, like two and a half hours. I got home and I just thought, I don't feel guilty about anything.

And the reason for that was, we had our journey go through those different chapters. But also, I deliberately facilitate quite a few of those. But when I wanted to go into business with him, I facilitated that.

Equally, when I wanted to get out of it, because I felt like it wasn't fun anymore. It got in the way of our personal relationship. I got out of it.

And also, I invested all the way through in playing the long game. And it's easy to think, I wish we were like mates, or we went play football together. But it's like, you said earlier, everything comes at a cost, doesn't it?

You could have had that, but then you wouldn't have had this. And I'm very happy with that journey.

[Ravinol Chambers] (13:17 - 13:37)

Well, it's nice that it sorts the course, you know. Because as a little kid, the discipline role, you can see the value of it, right? But sometimes as a little kid, you maybe want more warmth or whatever.

But because it came the full journey, you got all the parts, you know, you got all the parts. And that's a great, it's a nice way to turn that, isn't it?

[Daniel Hill] (13:37 - 14:41)

Yeah, absolutely. And what the question was sort of prompting is, now that my dad's died, so Andy and I were chatting on the way down. And I was saying, I just bought this new house.

I've done 20 years of graft. It's about living. And Andy said, if the pandemic hadn't happened, he never would have got out of the pub trade.

And I think if my dad hadn't died, I wouldn't have got out of that driven success thing. Because I did that. I've had the realization that actually, I need to live my life because he died a year after he retired.

What's the point of living 66 years and then dying a year after you start to... Luckily, he enjoyed his whole life, but it'd be very easy to fall into that trap. And now I'm going back to the question that you prompted is, I'm now rewiring my brain to get out of that script that I was running that was brought, was drilled into me.

Interesting. But it's got me to where I am. And it served me really well.

But now it's not serving me. So now I unwind it and try and find the new rules and the new standards, the new scripts.

[Ravinol Chambers] (14:41 - 14:50)

It's really interesting, isn't it? I mean, I know you're 37, I'm nearly 51. And I feel like every so often, I'm still growing up.

[Speaker 3] (14:50 - 14:50)

Yeah.

[Ravinol Chambers] (14:50 - 15:11)

So it's interesting. And it's almost like big things like that. Well, whether your parent passes on or whether you start to learn to see them as an individual separate from you, like it's when do you fully take hold of the wheel of your own life completely?

Do you know what I mean? Not in someone else's kind of... Do you know what I mean?

Where you sort of really feel like now I'm the adult.

[Daniel Hill] (15:12 - 15:44)

A friend of mine said to me, maybe 10 years ago, you won't feel like an adult. I say friend, they're probably like 20 years my senior, like senior to me. But they said, you'll never feel like an adult until you have a child or you lose a parent.

And I think without a doubt, like since my dad died, I genuinely feel like... And then there's also in Way of Superior Man, they talk about the masculine man, the male will never feel true freedom until his dad dies. And I wouldn't say that's how I feel.

I feel free, like I've been released from the prison.

[Ravinol Chambers] (15:44 - 15:44)

It's a subtle thing.

[Daniel Hill] (15:45 - 15:52)

But it's definitely like, right, I've got to be responsible now. There's no backstop, there's no safety net. I am the man of the family.

[Ravinol Chambers] (15:52 - 15:52)

Yeah.

[Daniel Hill] (15:53 - 16:01)

And sometimes you're like, this is amazing. I'm the man. Other times you're like, yeah, I've got to deliver on this now.

[Ravinol Chambers] (16:02 - 16:17)

Brilliant. So you stayed living with your mom. I know, as far as I understand, you ended up working in the trades and on sites and stuff.

Tell me, you know, sort of from, I guess, seven, you know, till your teens and when you were on the trades, like what filling that gap?

[Daniel Hill] (16:19 - 17:07)

So always worked. So I started off with the box and the chocolates. And then when I was about eight or nine at middle school, I got a job with a caretaker.

And I used to go around taking the rubber shoes off the chairs, banging them in. I did that five days a week for £2.50 a week. When I was about 11, I started the daily paper round.

So there was a Friday paper round. Sorry, a daily paper round. I did that.

Then I did the Friday paper round and the Sunday paper round through my early years. So I was doing like three paper rounds, seven days a week. And then I went on the buildings at 15, worked on the buildings all the way up until 21.

I went to university at like 19 till 22. Still worked on the buildings in my holidays.

[Ravinol Chambers] (17:08 - 17:15)

So when you say worked on the buildings, did you leave school to do that? So I worked on the buildings when I was at school.

[Daniel Hill] (17:16 - 17:21)

So I used to work, yeah. I went to school Monday to Friday and I worked on the buildings at the weekend and in the evening.

[Ravinol Chambers] (17:21 - 17:30)

And how did you get into, what's the connection to the buildings? And was it because you were more inclined that way rather than sort of the traditional academic way? Or what was the...

[Daniel Hill] (17:30 - 18:19)

The original draw was money. So it was really well paid. But buildings is always, in the good market, buildings are always well paid.

So I used to work, I was 15, I started working with my girlfriend's dad. Well, I wanted to be a labourer. So what was the...

Well, it was 60 quid a day. And I was like, I was looking at my friend's... Well, before I was earning £2.50 a week doing paper rounds. Obviously, that was the beds on Sunday. He's paying £2.50 for one paper round. So it's probably on five, I don't know.

So 60 is a big jump, yeah. Yeah, it was just significant. I just remember looking at it in the shop window, and it was like 60 quid day rate for carrying rubbish around.

And I was like... And then my missus' dad had a building company. She said, oh, he's looking for a labourer.

So I started working for him. Ended up having an amazing relationship with him. Basically, it became a bit like his right-hand man.

So I'd drive the vans, look after the trades, set the jobs up.

[Ravinol Chambers] (18:19 - 18:21)

He could really rely on you too, yeah.

[Daniel Hill] (18:21 - 19:30)

Yeah, just like, apart from my weekends that I rolled in, hung over every now and again, like in my 18, 19, 20s, we just had a great relationship. And because it was a family relationship as well. And then I went on to doing dry lining, then I went on to do roofing.

So you learned quite a lot as well. Yeah. I mean, as a developer, the first thing you've got to watch out for is trades fobbing you off.

So when someone says, oh yeah, it's going to be another 80 grand to dig this trench round. And you look at it and like run it up the side of the building and out the back. And they're like, oh yeah, okay.

You need to sort of... It helps. It works.

So I did that. And then I went to do my A-levels. And I was doing A-levels like three days a week.

So on the buildings, two days plus the weekends and A-levels. Then I was doing that, I thought, I don't want to be the one building the houses. I want to be the guy telling the guys to build the house.

So I wanted to be a developer. I wanted to be an entrepreneur. I had a disco company.

I had a mobile disco company as well. Started out at 15. So I used to do all this.

Anyone who had a disco, I used to do their discos. I was like, at school, I was quite naughty. So I didn't wear my tie or my cap backwards.

So I was with all the cool kids.

[Ravinol Chambers] (19:30 - 19:32)

Was it a public school or a private school?

[Daniel Hill] (19:33 - 19:37)

Yeah, public school. It's just like normal. I don't know what you call it.

It wasn't private. Comprehensive. Comprehensive.

[Ravinol Chambers] (19:38 - 19:38)

Yeah.

[Daniel Hill] (19:40 - 21:05)

So I was with all the cool... I was sort of a bit naughty. So a bit of a cool kid.

But you were still working hard as well. Yeah. But I was on the school council.

I was like... My teacher thought... I was like best mates with my teacher.

The head of year thought I was amazing. I used to organize all the school discos, the prom. So it's like a sweet spot.

It's probably the definition of playing the game, where it's like, as a developer, you need to be creative and bend the rules. But you also need to appease building regs and the council and bend the rules, but don't break them. So it's like, probably a good example of that.

And then I went to uni, started another business, scaled that up. What did you do at uni? Strategic entrepreneurship.

Oh, wow. So in 2009, I think it was... No, 2004, when I went to university, entrepreneurship wasn't that cool then, 20 years ago.

It was like, there was Richard Branson. That was about it. And nobody really knew what entrepreneurship was.

But there was one university in the UK that did an entrepreneurship degree called strategic entrepreneurship, which was not in a business school. So I went there, studied strategic entrepreneurship, which is about looking at markets, understanding where to align yourself and then riding the wave. And obviously, every university in the country does entrepreneurship now.

But yeah, I did that. I'm now the entrepreneur in residence for Nottingham Business School. I did that for four years, graduated, got a government grant for a small business, started that, scaled that up, sold that in 2012.

[Speaker 3] (21:05 - 21:06)

What was that first business?

[Daniel Hill] (21:06 - 21:36)

Started off with clothing. I heard about the hoodies. Yeah, the hoodies.

Then we had an events company, used to take 60 to 100 students every month or twice a year to Amsterdam. Basically, just as you'd expect. Did that for like five years till we got banned from P&O Ferries for life.

Round that up, and then scaled the clothing company around the UK, sold that in 2012, 2011, 2012, and then went into property.

[Ravinol Chambers] (21:36 - 21:59)

So I was going to ask you, but I think I already know the answer now from that. When you were on trades as a teenager, did you sort of dream and sort of believe that you'd get to where you are now? You were already clearly on the entrepreneurial path, but did you...

You obviously dreamed, I suppose, about it, but did you believe at that time? Did you have a lot of self-belief that you were going to get to where you are now?

[Daniel Hill] (21:59 - 24:16)

That's a really good question. My initial thought is I never had this big dream of like, but definitely not the material things. I actually saw a photo of me the other day from 2012, when I sold my clothing company.

I was just wearing promotional t-shirts, scruffy clothes, and I've never really been attached to that stuff. The times I have done it has been an experiment. 2019, penthouse apartment, supercar, brand new Mercedes, most recently Rolls-Royce, mansion.

And it's part of life. And my dream has always been to have a stately home, but I was thinking that would be 20 years from now. I've done it now, probably like I said earlier, because my dad died.

Why wait 20 years and have it for a year? Why not buy it now and enjoy it for 20 or 30 or 50, hopefully? But I never had that huge thing.

What I did have was work ethic. I was always the hardest worker. And I know that's not like...

There's two schools of thought with work ethic, isn't it? You've got to work to the bone, like Alex Ormosi, Gary Vaynerchuk, or that's false economy. You want to be a Warren Buffett and read the paper every day.

I was definitely... My work ethic is second to none, I would say. It far exceeds any of my other skill sets.

I can work until I'm literally... Well, I've collapsed before. I could literally work that...

I could just do that consistently. And that's all I want to do. Work really hard.

I wanted to earn money, but mainly because I wanted to give money to my mom. So I never really... I did hypnosis a few years ago to understand where my work ethic comes from.

And it's from my dad saying, if you work hard, you'll get money. And my mom needed money because single-parent household, red phone bills, needed money. It was never for Ferraris and helicopters and stuff like that.

Although now I've got those things. That was never the purpose. It was working hard.

And I used to take performance supplements when I was on the building. So I used to shovel sand as a floor screener. And we used to get paid by meter laid.

And basically, as the person loading the pump, the guys inside can only lay as quick as you can pump. So I used to take no explode, nitrous oxide. And I used to shovel on my knees behind my back, start at eight in the morning, finish at five in the afternoon, get through 20, 30 ton of sand.

Nobody else could do it that quick. But it was just how hard could I push it?

[Speaker 3] (24:17 - 24:17)

Yeah.

[Daniel Hill] (24:18 - 24:19)

We'll talk more about that in a bit. Yeah.

[Speaker 3] (24:20 - 24:20)

Yeah.

[Daniel Hill] (24:20 - 24:44)

Yeah. So that was the experience on the buildings. It was more about work ethic, and progress.

When I was a labourer, I wanted to become a dryliner. When I was a dryliner, I wanted to become a plasterer. When I was a plasterer, I wanted to become an electrician.

Constantly looking at what's the next step. And I've just done that consistently. And like we spoke earlier, I'm ready to go to the next level now.

So I'm like, what does that look like? Not for any reason other than growth.

[Ravinol Chambers] (24:45 - 24:54)

Yeah. It's interesting, isn't it? So how does a young lad working on the sites suddenly, at some point, go on a quest to understand what his soul is?

[Speaker 3] (24:55 - 24:55)

Yeah.

[Ravinol Chambers] (24:55 - 25:01)

So how did you get to that bit? And obviously, you know, you wrote common credits and stuff. So what happened to lead you to that?

[Daniel Hill] (25:02 - 26:12)

Well, we talk about wiring and scripting and expectations and beliefs. My belief was drilled into me from a youngster that if you work hard, you'll get money. And when you have money, that's all you need.

So the top of the mountain was money, success, and happiness. And I did all of that for... So I got there in like 20...

So I started at 15. And my first business was 15. And I sold Multilet in 2021.

So I would have been 35. So maybe 10 to 15 years of going up the mountain. And then I got to the top of the mountain.

2019, I probably got to the top of the mountain, really, in 2020. And I got there. And it was the biggest anti-climax that I'd ever had.

I couldn't believe it. I was disappointed. I was gutted.

I was lost. I'd sacrificed a lot. I'd missed birthdays, fallen out with friends, fallen out with family, got divorced, all of that in pursuit of this thing, or within that journey, part of it.

And then I got to the and there was no champagnes and confetti. And I was like, wow, how did that happen?

[Ravinol Chambers] (26:13 - 26:33)

Well, maybe... I mean, there probably was a bit of champagne and confetti, but it's more about the feeling. Talk to me about the feeling.

Because it was at the same time when you had the penthouse and the cars and all that. So you got there and you had all the stuff, I suppose, that you expected you to have. But it's more about the feeling that was different, than you expected?

[Daniel Hill] (26:33 - 27:17)

Well, without dramatizing it, 2019 was probably the year where I realized all of that. Realized as in it came, it arrived. Money, supercar, brand new Mercedes, offices around the country.

And I can say without exception, it was the worst year of my life. Emotionally, exhaustion, I just wasn't in a good place. And I think all of that was just...

They say happiness is the difference between your expectations and experience. And I would say my expectation was this is going to be something incredible. You wait till you get there.

And my experience was less than nothing. It was like, wow, that was not what I was expecting.

[Ravinol Chambers] (27:18 - 27:32)

How did that make you feel? Especially as you say, that's been your mountain, that's been where all arrows were pointing, even through those good influences. And obviously, it was still good, because it gets you then to the next place as well.

But in that moment...

[Daniel Hill] (27:33 - 28:12)

Yeah, so the search in the spirituality came from being lost. Really, I'm trying to understand, most people will turn to religion or greater purpose when they're lost. And I definitely went searching for that.

I also thought the meaning of life was success. And I'd really loved that 15 years. But there's a thing called the Apollo syndrome.

I know if you're familiar with that, where basically the guys who wanted to become astronauts, life's dream was to land on the moon. And when they finally got up to the moon, landed on the moon, they came back, and they said the worst, the best day of their life was on the way. The worst day of their life was on the way back.

Because then their whole life's purpose...

[Ravinol Chambers] (28:12 - 28:12)

Was lost.

[Daniel Hill] (28:12 - 31:44)

Had been lost. Because people think, oh, it's been satisfied. It hasn't.

It's been lost. It's like, imagine believing everything you believe to be true, and then to satisfy or realize it. And crossing the finish line is the last day of the journey.

It's not the first. It's the finish line. It's not the start line.

And I think that's how I felt. And then I just felt really lost because I didn't know what to do. I didn't really have a huge involvement in any personal relationships, friends, partner.

I didn't have any kids. I didn't have any family. I lived in a penthouse apartment driving an R8.

It was just like, wow, I thought I was going to be this thing. And actually, on the way up, I probably had experiences of being the person I wanted to be. But then I got there and just thought, wow, that was...

Yeah, I just felt... Yeah, just lost. Lost is probably the biggest word.

I really felt lost. So where did you go looking? So I started off with philosophy.

So I've been reading philosophy since I was probably... Since 2005. So what's that?

Nearly 20 years. I've been reading philosophy. I used to read philosophy textbooks.

I used to read the more sort of digestible stuff like Ryan Holiday's Daily Stoic. So I've always been quite philosophical, but never in a searching way. And then what did I...

How did I get to it? I had some personal experiences with... I can't remember what it was with.

I basically came to... Oh, it was when I got divorced. So in 2019, I was completely burnt out, completely flat.

When did you get divorced? So I got divorced in 2019. And I only got married in 2018.

So I was with my partner for like five years. Very happy, very content. Went to get married, got married, and then realized actually, I'd approached the relationship in completely the wrong way.

I treated it like a logical transaction rather than an emotional relationship. All of the textbook failures of entrepreneurs and high performers. And because of that experience, because of going through that, I pride myself on adding value to other people.

And because I'd hurt somebody through no fault of their own, they were like the nicest person you've ever met. Still got that absolute highest love and respect for them. To then hurt somebody and upset them put me in a very difficult place.

Plus, I was burnt out. Plus, I did a huge body transformation and put myself into a thousand calorie deficit. Plus, I'd had this anti-climax with the business.

You really piled it on and stacked it. Elon Musk says he's not the sort of person to have a mental breakdown. But in 2008, when he had his Tesla thing, that would have been when it would have happened.

If I was probably not as hardwired as I am, or if I had pushed it a little bit further and not had the self-awareness, I probably did have some sort of breakdown in some capacity. And I just realized that through those 10 years, I'd suppressed my emotions. And I just lost any connection to emotion.

I'd become very binary, very robotic. And I looked at my early entrepreneur self and I was quite emotional, very driven, very passionate. And at all costs, I would really get quite uptight about it.

And then I finished the journey as this robotic, logical, binary thinker. And I just felt like I needed to go find that. So I went and had an experience with a shaman when they did some psychedelics.

[Ravinol Chambers] (31:44 - 31:45)

In the UK?

[Daniel Hill] (31:45 - 32:03)

In the UK. Went under and did that. So I read about the NHS studies and all that sort of stuff.

Went and did a psilocybin trip, real deep, completely out of it for four hours, and came back around. And it was literally like being reborn. It was like day and night.

And I'd had no emotional experience, no emotional...

[Ravinol Chambers] (32:05 - 32:06)

Connection, I suppose.

[Daniel Hill] (32:06 - 32:11)

Yeah, connection at all. And when I acknowledged it, it made me feel quite sick.

[Ravinol Chambers] (32:11 - 32:22)

That must have been very intense for you, especially going from someone so disconnected or detached, I guess disconnected, to then suddenly diving into that swimming pool of the cosmic... Oh, it was amazing.

[Daniel Hill] (32:23 - 32:36)

Yeah. So when I realized that I disconnected from my emotional self, because it happens so gradually. Death by a thousand cuts, you never realize.

And actually, when I realized, I actually felt quite sick about some of the decisions I'd made, how I'd behaved, because they were completely binary and logical.

[Ravinol Chambers] (32:37 - 32:39)

But you kind of disconnected from what they meant, in a way.

[Daniel Hill] (32:39 - 34:00)

Yeah, they were just... Human life is the human thing. And it's like, I am still a very stoic person.

I wouldn't normally get offended or upset. And I'm equally very emotional. I can connect with people.

I'm very connected to things like my charity and stuff like that. It's not like I don't have emotion. It's very de-rooted.

But then I felt very quite embarrassed. I felt very bad when I didn't have it. But then after going through a ceremony, basically, and having that experience, I came out just with this feeling of abundance.

I actually had an ego death, which is like... Just from that one time? Yeah.

I've done it a couple of times. But on that occasion, I went in. My prep was six weeks prep before it.

All intentional and trying to... Intentional. No meat, no sugar, no alcohol, no sex, no masturbation, no...

You had to be completely open and... Completely clean. Everything they tell you to do, I did.

Went in clean as a whistle. And then with a dose that would knock an elephant out. And I literally had an ego death and felt like I'd...

I actually thought I'd died. I genuinely thought I'd died. Space disappeared.

Time disappeared. Concepts of reality disappeared. And I genuinely felt like...

If you imagine when people say about God is all-encompassing, it is everything.

[Ravinol Chambers] (34:00 - 34:01)

Everything's connected. Yeah.

[Daniel Hill] (34:01 - 34:50)

Yeah. Everything's connected. But there's also nothing exists.

And you're like, yeah, it's just that there is everything and there's nothing. And it was weird. And then as I came out of it, maybe four hours later, five hours later, your consciousness starts to come back.

And then you look conscious. You've got a human body. And I was like, wow.

And I just had this overwhelming sense of gratitude, of love for my partner, love for my friends, love for my family, love for all these other things. And it was like... I was like, wow.

And then that was where I started my spiritual journey of exploring what is that? What's that about? How does it work?

Then I started to put it into my philosophy stuff that I already knew about. Then the more tangible stuff like Karma Credits, understanding Karma, I genuinely believe in Karma.

[Ravinol Chambers] (34:50 - 35:09)

So where did you learn about that? Because when I read it, there's a lot of clarity there. And as someone who's studied spiritual stuff, a lot of people talk about spirituality, but they don't really have much clarity.

It can be a bit wooly and a bit whatever. So where did you get your clarity? Did you do further studies or learn from people or whatever?

[Daniel Hill] (35:11 - 36:23)

I'd have to go through the book and see exactly what... I think it was a combination of all the stuff I've done from studying philosophy, or reading philosophy, and then the more stoic stuff, then having an experience, then reading around the Bhagavad Gita, the Tao Te Ching, and just realizing... For me, because I'm a very logical thinker, I'm looking for the logic.

And the logic is, if you look at any practice, it doesn't matter if it was written two and a half thousand years ago, or it was written on a Twitter post yesterday. The general consensus of being happy is be a good person, give more than you take, don't leave crumbs and upset people, and the secret is to be happy with less rather than thinking you'd be happy with more. And it's like, all those practices seem to be quite similar.

And I boiled them down, I looked at all the things that I'd done in line with that that worked well. And also, it's all the experiences I had when they'd gone wrong, and it hadn't worked. And then I just boiled it down.

And that's probably one of my... In fact, I did a new profiling test last week. And it says one of your abilities, my profile is to take complex things and boil it down and make it simple.

[Ravinol Chambers] (36:24 - 36:25)

Yeah, I think you're very good at that. Thank you.

[Speaker 3] (36:25 - 36:25)

Yeah.

[Ravinol Chambers] (36:26 - 36:51)

And actually, they say that, isn't it? That's a really valuable skill, actually, because a lot of amazing things are complicated and simple at the same time. But the people who can present them in a simple way, it's actually a great service to people, because a lot of people otherwise wouldn't be able to get their head around them, I think.

[Daniel Hill] (36:51 - 37:32)

Yeah, I appreciate that. And when we talk about what's your thing, what's your superpower, on Property Entrepreneur, we tell people to go, what you think is probably not what it is, go and ask everybody else. And I thought mine was like acts of service and giving back and adding value.

And then when I went and asked the board on Property Entrepreneur, most of them said, it's like your blueprints, it's your ability to take complicated things like wealth creation, and create a little triangle with three lines and explain it in one sentence. And I never really valued it until about a year ago. I thought, wow, actually, I just assumed everyone could do that.

But same as whatever your superpower is, assume everyone has the same creative vision for filmmaking, because I'd sit down and look at it and be like, yeah, Robbie, I've got no idea what the series is all about.

[Ravinol Chambers] (37:33 - 38:22)

Yeah, it's really interesting. And I encourage people to check out the book Karma Credits, because it's the universal law of wealth, health and happiness. It's very, very simple.

But as someone who has studied it for many, many, many years in great depth, I would say it's spot on. And really good. And also, you know, you got your podcast, The Blueprint Podcast.

And it's interesting, like having this conversation, because obviously, I'm sort of got to know you recently, I'm seeing that the fully formed thing, you know, the blueprints, they all seem to me so like, clear and insightful and whatever else. But like, it's interesting that a lot of it has come together in the last couple of years. I mean, in terms of the visible manifestation of it, you've been you've been learning them all your whole life.

But I think it's great. I think it's, yeah, it's really, really good. Yeah, appreciate it.

Thank you.

[Speaker 3] (38:22 - 38:23)

Yeah.

[Ravinol Chambers] (38:23 - 38:50)

So I was gonna ask you about like, when you started to talk about it. So you had been on this kind of, well, I guess, you know, you're at that really low point, you started to look at this, how did that change? How did learning about some of these things and thinking about Karma Credits and the thing change your outlook?

And did it happen straight away? Did you feel better? Or was it you were just slowly kind of getting up out of that hole?

[Daniel Hill] (38:51 - 39:20)

No, I'm like, I'm definitely an extremist. I'm like, when I go in, I'm like, like I said about the psilocybin trip, the studying, I'm like, considering being a monk, you know, I was thinking like, bigger must be better. And all in, I've got a Zen Den in my house, meditation, like everything, you know, yeah, all that sort of stuff.

And one thing that's like one thing I thought when you were speaking then is, I remember when I was at school, and I listened to Eminem's first album.

[Speaker 3] (39:21 - 39:22)

Oh, man, so powerful.

[Daniel Hill] (39:22 - 40:12)

Yeah, I listened to his album. And because when he first came out, nobody really knew he was, he wasn't popular. And I used to listen to it.

And all my friends would listen to like drum and bass or garage or whatever for Raven. And I used to be a bit embarrassed, I listened to it. And then for about six months, nobody was listening to it apart, or I didn't think anyone was listening to it apart from me.

And I was embarrassed to tell anyone in case they didn't like it. And then out of nowhere, somebody said, Oh, have you heard of this Eminem guy? And then everyone went crazy for it.

And the realization there was like, I shouldn't be embarrassed if I like something and other people necessarily don't. It was exactly the same with spirituality. I remember thinking about a year ago, when I got into spirituality, I had the same thing of like, no, you got, because I think now even now it is a bit, remember that was 2019, only three or four years on.

[Ravinol Chambers] (40:13 - 40:32)

It does seem to be a growing trend and hugely growing, but still, it depends if you're at what circle you're in. So if you're in a certain circle, it can seem like it's everywhere. But there's still a massive ocean of people who are still not, you know, I think it's weird.

Yeah. So but yeah, so you were talking about like, I just wanted to ask you, like, when did you start to actually openly speak about it and bring it into your courses and everything?

[Daniel Hill] (40:33 - 42:21)

Well, as soon as I saw the value in it, rather than the Eminem experience, where I waited for ages and did it in private. I just thought, you know what, I'm just going to share with everyone, this is what I'm doing. And I did it on stage, properly entrepreneur.

I was into meditation and stuff like that. And I just bought everyone for Christmas, a meditation kit, 200 people. And I sat on stage and I took them through a guided meditation that I'd been doing.

And it was those people crying, it was like, I think I was feeling like really emotional or sat there. And to me, it was just like, it was an amazing experience to have that sort of shared connection, etc. And, and then because of that, and the reaction to it was phenomenal.

And it still is now every year we'll do one. And people say, wow, I learned it on Properly Entrepreneur and I've done it every day since. And you just think, yeah, I just started sharing it as soon as I knew it.

And that was probably like 2020. My first experience in 2019, probably like 2020. Were you nervous at first?

Not really. I think it was because I've got like a real high level of self-confidence now, which I probably only had for like, well, I've only had it for maybe like last five to 10 years, real confidence, which is more like, I really believe, not confidence like arrogance, confidence as in, I feel very content with who I am. And I'll talk to you openly about the stuff we're talking about in the kitchen.

Like, I just feel very content with who I am. I'm not trying to be someone I'm not. And I just felt like, very comfortable delivering it.

I genuinely thought it was a value. And normally, I've got quite good reading of what will land well. And thankfully, it did.

But no, I didn't. I actually felt really excited. And I actually got emotional thinking about it.

I remember preparing for it and having this vision of 150, 200 people meditating together in pitch black. And yeah, and just, I actually felt quite emotional. Yeah.

So I didn't feel nervous. I felt emotional. That's good.

[Ravinol Chambers] (42:21 - 45:05)

One of the things I wanted to ask you about was, you've got brilliant, like slogans and mantras. I'd say that you're the king of those. I mean, to the point where, like, I genuinely think they're brilliant.

But I also find it funny as well, because they're so kind of, I was listening to one of your podcasts, and you're saying something like, oh, you don't want to be crying in your beer or, you know, eating your chips on your own or these little phrases. I just laugh, you know. They really paint little pictures, but they're sort of, they're quite extreme, but they really get you to the place very well.

And they're brilliant. Thank you. Genuinely.

But also, like, I just, I find them hilarious as well. But there's a lot of, like, other kind of really, you know, clever ones, sort of deep ones, a bit more meaningful, like, you know, life by design, success and failure are very predictable. And don't start till you're finished.

Like, they're all, they're all been really well thought through, and they're really clever. But I wanted to ask you about this whole thing of, like, life's just a game, which is one of them. Yeah.

Which I think is brilliant, because it means in a way to me, at least, it means that, you know, don't take it too seriously. Be playful with it, like, you know, figure out how the game works and, you know, do it. And I know recently, you've been, like, really helping your social media game and all of that.

And like, you could say that's just a game, like, find the pattern and do it. And it's very much, it's something that I'm asking you about, because it's something I struggle with. The sex sells bit, the kind of, like, the big things like, you know, seven figures, six figures, there's like, the stuff that you know will catch attention.

And it is a game, and it works. And so there's nothing wrong with it. Yeah.

But how does it feel? Like, does it feel right for you? Like, for me, I kind of, like, as soon as I start to even start to think about how I could do that about the stuff that I do, I just sort of feel just, I don't know, it doesn't feel right.

I couldn't do it. You know what I mean? Yeah.

So even though I might know how the game works, it doesn't mean that I'm comfortable to play it in that way. And it's partly back to that thing you mentioned about Eminem. And Daniel Priestley says that, you know, people don't buy what they want.

They buy what other people want. And so, you know, I hate that about people. I hate that about, like, you know, I just, it really bothers me.

Now that's me being a bit dumb because, you know, we can't change things. Things are the way they are, but it just really bothers me. I wish that people were thoughtful and kind of, like, nuanced and, you know, deep and all of that, you know, and maybe they are in the right circumstances.

Do you know what I mean? So I just wanted you to talk to me about the whole thing of, like, playing the game and being out there, big, catchy, kind of, like, sort of what on the face of it might seem like brash statements and doing all of that and how you feel about it.

[Daniel Hill] (45:05 - 46:39)

So absolutely, exactly what you're saying. And if I wasn't doing it to play the game, I would feel very uncomfortable. It's not me.

It's not how I roll. It's not why people like me. One of the good mantras that we have in marketing is, sell them what they want, give them what they need.

So people become a proper entrepreneur thinking, I want a million pound a year income. I want the Rolls Royce. I want that.

You get them in. And in the first month, we're like, here's a journal. Let's meditate.

Here's the wheel of life. And they're like, what the? This isn't the secrets to how to make a million.

And I was like, actually, it probably is. It's like, most people, when they ask me to write a book, most people expect me to write a book about money or wealth creation. But to write karma credits, to me, that was the ultimate rule to success.

If you do that, you will be successful. But I know exactly what you're saying. And Josh and Adam have both said to me, Josh publicly and both of them in private, we feel a little bit uncomfortable about this.

We don't pride ourselves on the Friars and helicopters. But then 12 months later, when we've got record sales, we've got people queuing up to do the blueprint. It's like, it's part of playing the game.

And if you see me, last week, Andy wasn't able to drive me. So I just got an Uber. I sat an hour and a half in the back of a very average car that wasn't hugely comfortable.

I didn't sit there thinking, this is embarrassing. I can't imagine this. I sit in the back of the Rolls Royce, the windows are blacked out.

I don't care what car it is. I literally get there driven. But then somebody said to me, what's the best marketing spend you did last year?

I said it was buying a Rolls Royce.

[Ravinol Chambers] (46:39 - 46:41)

Yeah, it's just a lot of attention for sure.

[Daniel Hill] (46:41 - 47:01)

Yeah, it's just like, who else is doing it? It's immediate credibility. And my next podcast, or in fact, it's going to be a little documentary, 40 minute, 30 minute video, is going to be how I live in a multi-million pound mansion and drive a Rolls Royce for free.

And it's like, who's not going to listen to that? And when you see it's legit, it's quite different.

[Ravinol Chambers] (47:01 - 47:17)

It's very catchy. I mean, for sure worth, don't get me wrong. In one sense, I'm really drawn to it.

And I'm really impressed is the wrong word. I mean, I'm impressed, but not because of the Rolls Royce. I'm just pressed with how you put it all together for what I know your intention is.

[Daniel Hill] (47:17 - 47:46)

Just before we finish on that as well, for people who maybe see that from the outside, but they haven't come into the private doors of Property Entrepreneur, hopefully just from your early experience as a community, you'd validate that we're big on... When you walk through that door, the Rolls Royce is parked. In there, it's care, it's attention, it's no egos, it's support.

You'd have two people sitting next to each other. One of them's losing a grand a month, the other one's making 5 million quid a year. And they'll be having a conversation like they are peers.

[Ravinol Chambers] (47:47 - 47:57)

Yeah, for sure. I mean, definitely one of the things I love about the community is you talk about it's not about ego. So when you're in here, we don't want to leave your ego at the door.

[Daniel Hill] (47:57 - 47:58)

Your own race, your own pace.

[Ravinol Chambers] (47:58 - 48:18)

That's it. That's the game. And I love that.

I almost felt though, like it's funny, because we were at the Belfry. Because the one day you did come, and I was leaving at the end, and I saw the Rolls Royce, I didn't clock it was yours. And it was all there.

Do you remember the last one?

[Daniel Hill] (48:18 - 48:20)

Oh, the super event. Yeah, yeah, yeah.

[Ravinol Chambers] (48:20 - 49:05)

Sorry, yeah. And it's amazing how powerful these things are. I went, oh, look at that.

I was looking at it, I was going, oh, look at this. And then I realized it was yours. And then I had a bit of a weird feeling.

So I was totally impressed by it. But I almost wonder if... For me, I almost don't know if if it made me like, it was a good thing that I realized it was yours, or like, it's so powerful online.

But then having it there at the event, then sort of like was a bit jarring. Do you know what I mean? But overall, it's amazing.

And to be fair, I mean, I would love a Rolls Royce to experience it. But I don't think I would want to probably work hard enough to get one. And I'd probably, I'd probably be a bit stressed out if I had one.

[Daniel Hill] (49:05 - 49:28)

Yeah, it's all part of the game. It's like, it's not a personal aspiration. When I had my supercar before, I drove it for three months and parked it.

Sav and I have just been away for the week in the Volvo. It's like, we didn't even have the dogs. It's like we took the Volvo just because it's like we took the Volvo, it's easier.

So yeah, it's all a game. And it can be a complex game. But it's also, yeah, it's just about being content with how you play, I think.

[Ravinol Chambers] (49:29 - 49:58)

Yeah, that's it. Exactly. I think.

And the other thing I've wondered about is, so my audience, because they're very social impact people, they're all into sustainability and all that. I sometimes worry that for them, they're still human beings, don't forget. So it probably still would work on them.

But I think they would say that that kind of stuff would not work on them because it would put them off. But the problem is, is because we're so hardwired, it probably would still work on them. Do you know what I mean?

But I'm always nervous because of the type of audience that I have with my work of that kind of thing.

[Daniel Hill] (49:58 - 50:26)

But it's like, don't be the dentist with bad teeth, right? It's like, if you're professing to be able to provide a lifestyle and things that work, you've got to show it. There's got to be a degree of that, to a degree.

But I've gone completely OTT with it to see if it works. But next year, I'm going to go halfway house, which is living off the sting. And you lived in a narrowboat for a bit as well.

And it was the best year of my life. I would still be doing it. If my missus did not want to live there, I'd still be on a narrowboat.

[Ravinol Chambers] (50:27 - 50:30)

That's interesting, isn't it? You could just turn it into a yacht narrowboat.

[Daniel Hill] (50:31 - 50:39)

Well, I don't think it would be as fun. Well, the thing about the narrowboat is, you have to empty your own toilet, you have to fill up the water, you're constantly thinking about how far is it to the next fuel stop.

[Ravinol Chambers] (50:39 - 50:56)

Talk to me about that just for a second. And I get that all of the glitter and all is partly because it's nice and why wouldn't you want it? But it's also part of the game and stuff.

But talk to me about that. Because if you said it again, that was the best year of your life. How do you extend to that?

[Daniel Hill] (50:57 - 52:44)

So just one sentiment on the flash and the dazzle is when you get to a point as well, where your calibration of progress is money. So like for me with entrepreneurship, moving through the levels just comes with extra zeros on checks. And it really is that binary.

You do get to a point where your outgoings are here and your income is here. And you're like, like the Rolls Royce, as James Caan said, don't buy anything until you can afford to buy it twice. I could afford to buy it 10 times.

And I was like, and I've still got a mental hang up of not spending money because I've been so shrewd for so long. There is a degree that actually, you need to increase your outgoings to actually make the next part of the journey worthwhile. And also, again, these are like things I've learned recently.

It's like, when you buy my most recent house, I would never... Six weeks ago, eight weeks ago, when it came to fruition, I might have the opportunity to buy it. It was outside of my reach to even think about owning a house like that.

When I removed my limiting beliefs, all of a sudden, very quickly, it was very accessible. And actually, I could probably do it no money down and do it for my financial fortress. So it's like, you have to develop that...

Move your lines, isn't it? Yeah, your relativity, like I was saying earlier. So just on that was just a closing sentiment on that.

And then the other bit was about the narrowboat. Being the happiest here. How do you make sense of that?

Again, relativity. If you're always looking at relativity, the relative thing for me is I lived on 750 quid a month for two years, lived on the narrowboat. And the things...

Every day would be busy. I love being busy. I said to you earlier, when I'm not working, I'm cleaning the kitchen, I'm doing whatever, I'm tidying my desk.

I've always got to be doing something. And when you're on the narrowboat, there's always stuff to do. You've got to be...

[Ravinol Chambers] (52:44 - 52:53)

And you're also active in your environment. You feel like a... Not a passenger, but you're an active part of your life, if you know what I mean.

Yeah.

[Daniel Hill] (52:53 - 53:04)

So you're heating the boat with a log fire, with logs that you've chopped and you've dried for a year, and twigs that you've been out and collected. And it's like, you always say about...

[Ravinol Chambers] (53:04 - 53:19)

You feel connected. Well, to yourself, to the environment, just generally connected. I plugged in as opposed to you described earlier, when you had all the other stuff, but you felt disconnected.

Do you think that was part of it, that you felt kind of connected?

[Daniel Hill] (53:19 - 54:44)

Well, I'll tell you one thing that I've never acknowledged that I did, but I think I probably did. What I did explicitly realize was I was disconnected from society. I'd go to work once a week, go to the office for once a week or two days a week.

And I'd come back in my shirt and my trousers and my briefcase. And I'd take that off, chuck it in, leave in the car, because I didn't want to take it to the boat. And I'd get on the boat and it was like society and reality...

Or society in that game of social media, Ferraris, Mercedes, all lives out there. Whereas this is living. Being in this boat is living, is eating, heating.

All the simple things. Oh, it's just amazing. And you've got to worry about something.

So I talk about my granddad when I talk about this. Let's give an example. You've always got something to worry about.

My granddad, where he lives, you're not allowed to... The bins get collected on a Wednesday. The rule is, the council rule is, you're not allowed to put your bins out before 6.30 on a Tuesday night. His neighbor always puts out a quarter past six so we can watch a TV program. My granddad will sit there and wait for him to take it out 15 minutes more than he's allowed. And he'll go, I can't believe it.

He's done it again. He knows the rule, 6.30. And it has absolutely no significance bearing anything on his life, but it's something to worry about. And if you're going to worry about the bins, you might as well worry about on the boat was the sticks.

In real life is your podcast, whatever. You've got to find something to worry about. You might as well make it worthwhile.

[Ravinol Chambers] (54:45 - 54:58)

Yeah, that's a really good point. Some guy, a week ago, parked in the village in a slightly wrong spot. It was in the evening.

He was threatening to smash my car, beat me up, because he just couldn't deal with it that I'd parked in the wrong spot.

[Daniel Hill] (54:59 - 55:13)

Yeah, if your problems are up here and you're worrying about just anything more significant, weather, global warming, anything, you're worrying about something that's got a little bit more purpose. If you don't, you'll find, when I tried retirement, all I did all day was look for stuff to worry about.

[Ravinol Chambers] (55:14 - 55:22)

Yeah. I mean, this is alluded to it earlier, but you retired at 35, made a fair bit of money and all of that.

[Speaker 3] (55:22 - 55:22)

Yeah.

[Ravinol Chambers] (55:22 - 55:29)

What keeps you busy? So what is it? Maybe when you were younger, it was your dad's work ethic and all of that.

What is it now? What's driving you?

[Daniel Hill] (55:30 - 56:28)

Well, again, we talked about earlier, you never get the golden ticket, right? You never find the secret sauce. It's all just a journey of what works well, what doesn't.

So for example, I'm not drinking at the minute. And it's like, I'm really enjoying not drinking. My gym training is better.

I was up at three o'clock this morning. It's like, that's really nice and enjoyable and conducive. And I'm always optimizing for sort of things.

And one of the things that I optimize with is I know I need to be busy. I know I need to have stuff to do. So one of the reasons I'm buying this new house is, hopefully everything goes to plan and I do buy and I'm fit enough and well enough to enjoy it.

I want to be there for 20, 30 years. So I want to develop a farm and I want to grow veg and I want to have my chickens again because I used to have chickens. And I just want to have things.

I'm always want to be busy, but it's busy doing stuff, you know, worrying about the chickens, building a new fence, and then sitting there at the end of the day, exhausted with a cold lemonade or a ginger beer.

[Ravinol Chambers] (56:28 - 56:29)

A sense of achievement.

[Daniel Hill] (56:29 - 56:41)

And just be like, wow, look at your house. You know, you did the garden, you did this. You must look at it and be like, I created that, I built that, I enjoy that.

Whereas if you paid somebody to do it and you just came back after your whole day and it was here, you'd just be like, okay, yeah, nice.

[Ravinol Chambers] (56:41 - 57:01)

But that's a good example of where like, I'm digging out a new area down there and I'll get a bit of help with it. But like, I actually, you could say, you know, that thing of like, if you could pay someone else to do it for less than what your time's worth, then do that. But actually, I get way more satisfaction from digging it myself.

Yeah.

[Daniel Hill] (57:01 - 57:22)

So that rule, the hourly rate rule applies unless it's family or favours. It's like a family fun or favours. If you enjoy it, don't pay somebody else to do it.

If it's your family, don't get your PA to buy your missus his Christmas present. Or if it's favours, if you're doing a favour for somebody, don't, well, I mean, you could get your driver to go and do it, but you know, like it's not...

[Ravinol Chambers] (57:22 - 57:25)

But if it's a personal thing, like we're talking about giving that box, you'd want to give it yourself.

[Daniel Hill] (57:25 - 57:28)

Yeah, he'd go, my mate made this for you.

[Ravinol Chambers] (57:28 - 57:32)

It's not really how it works, is it? He just couldn't be bothered to give it to you himself.

[Daniel Hill] (57:33 - 57:35)

Yeah, exactly. You just wouldn't do it.

[Ravinol Chambers] (57:35 - 58:23)

But that's it. So I'm very excited for you. I saw the pictures of how it looks amazing and the grounds.

I think it'll be great. But how are you going, what are you doing to make sure that you're getting that... So it's, you're almost like having the busyness, the activity, with the sort of sense of simplicity back to the land.

It's a bit of the narrowboat kind of thing in a different context. It's more wholesome, I suppose. But how are you going to...

And you're also talking about going to the next level in terms of the numbers on the zeros and all of that. How are you going to manage that balance of striving for that, and at the same time being content in the now and not making the same mistakes of the past of burning out, overdoing it, the extremes?

[Daniel Hill] (58:24 - 1:00:24)

Well, one of the realis... We learn these things about ourselves as we go through the journey, don't we? And one of the things that I realised is I've got a really bad habit of leaving things till they're as bad as they can get, and then I'll give up.

So if I think maybe last August, I thought, do you know what? I should probably get off the beer again, because it's become a bad habit. We're drinking most weekends again now.

I should probably get rid of it. But I didn't. I left it all the way until whenever, until I was absolutely sick of myself doing it.

I'm not doing it anymore. I'm fed up with it. And then you pull the trigger and you're like, wow, why did I leave it so long?

I'm just one of those people. And I've done that with work now where I've gone to the polar opposite of I've worked so hard, burnt myself out, completely not enjoying it at all. Now I'm like, right, I'm sick of hearing myself say it.

I'm not going to do it. How are you going to do it differently? What are you going to...

So rather than... Because now it doesn't hurt, because now we're out of summer season. I could live my life like this.

I love it. It's great. I'm here doing a podcast with you.

I'm having lunch with a business partner in Birmingham. Life's great. But I know if I don't take action now, which is what I normally don't do, I'll wait until I get to next spring.

And I'm like, wow, now I've got to do five months of marketing again. And I've thrown myself into the firing line. So it's taking action now to put those people in place.

And that's been going on for the last six weeks. So it's doing that. Raising the bar.

So buying the house. So I'm like, right, I've now bought the house. I mean, Andy will work the grounds and stuff, but it's a requirement now.

I have to look after the house. It becomes a bigger responsibility and more maintenance. Exactly.

And the other thing is, although I've sort of publicly said, I still don't know if I want to have kids, I absolutely know I want to have kids. And it's like, I've got this window of opportunity now to start a family where it would be perfect. I would like to start a family.

So I'm like, right, as far as upping the ante goes, that's pretty much there. So now I just need to walk the talk and actually pull the trigger and step out, recruit the people.

[Speaker 3] (1:00:25 - 1:00:25)

Yeah.

[Daniel Hill] (1:00:26 - 1:00:40)

And just create rules. I've just created more rules. I've got an addictive personality like a lot of entrepreneurs.

I could spend a whole day on WhatsApp. I get into the habit of have WhatsApp on my laptop. And I feel like all day all I'm doing is sending WhatsApp messages.

[Ravinol Chambers] (1:00:40 - 1:00:43)

And also, isn't it, it feels like you feel like you're being productive because you're doing these little...

[Daniel Hill] (1:00:43 - 1:01:21)

Yeah, it's just mistaken activity for progress. I've achieved nothing today. I've been on WhatsApp all day.

So whereas now I go on it three times a day, which for most people who do that anyway, that wouldn't sound like a big thing. But for me, it's like, I feel like I've got my life back. So I'm not on my phone available all day, every day.

And all of a sudden I'm doing high value work. So it's all very strategic. I wouldn't say any of it's easy.

And there's definitely not a silver bullet. But I'm very clear on what I want for my life. And I'm just trying to do everything I can to raise the bar to get rid of those things that have been holding me back for the last few years.

[Ravinol Chambers] (1:01:21 - 1:01:25)

And is that mostly about delegating, putting in people to do them for you?

[Daniel Hill] (1:01:25 - 1:02:56)

Yeah, it's just playing at the level of play that's been very effective. And I had a great life for the last few years, made a lot of money. But my plan is how do I...

So there's a good mantra that says, basically, work ethic is completely overrated. It says, if you pride yourself on work ethic, you'll get beaten 10 times a day by insecure masochists who will outwork you. And for someone at my stage of journey 20 years in, I look at the people that I now mentor, and there is life or death to them.

They're starting at five in the morning, they're finishing at 10 at night, it's seven days a week. I'm like, physically, I can't compete with you. But mentally, I can in one hour with my experience, connections, in one hour of good work or two hours of good work, I can make more than you will in a year at that stage of your journey.

Whereas I can very easily fall into trying to compete with those guys by having an arm wrestle. Whereas actually, it's like, I need to be doing heavy thinking, not heavy lifting, and really moving into that space. And just changing your mindset.

The first time I used to pay people six figures, I think, wow, I can't believe I'm paying people that. Now I'm looking at paying people significantly more than that. And I'm thinking, that's how you get ahead at this new level.

I'm looking at these new... Somebody needs to be more incentivized than you to go and do what they're doing. And I've had that experience for the last three or four years in my incubator businesses, where I'm seeing them fly, and I'm getting a share of the pie.

But I'm only putting in the experience, they're putting in the energy.

[Ravinol Chambers] (1:02:56 - 1:02:57)

The tweaks, yeah.

[Daniel Hill] (1:02:57 - 1:03:10)

Yeah, exactly. And I can save them five years of doing the wrong thing. So yeah, in a roundabout way to answer your question, there's a lot of things I need to do.

And I'm doing them. So I just need to get on with it, really.

[Ravinol Chambers] (1:03:12 - 1:03:26)

Well, thank you so much. That's great. I've got a couple of little...

I call them the six pillars of life. I'll just say the word. And I just want a short few thoughts on it.

Cool. So, friends.

[Daniel Hill] (1:03:27 - 1:04:03)

Low volume, high value. I don't have many friends. But I also...

And again, now, because I'm quite a deep thinker and a learner, and I want to know everything about myself, I read about myself. And this most recent profile test I did, it quite clearly says, you will have very few friends, but they'll be very select. They'll be very intelligent people.

You'll have deeper meaning conversations about life over porridge. You won't go down the pub and have 10 pints of lager and go pulling girls. It's like, I'm interested in the deep, meaningful conversation, not the weather and the traffic sort of thing.

So few friends, but really high value ones.

[Ravinol Chambers] (1:04:03 - 1:04:05)

Yeah, that's good. Money.

[Daniel Hill] (1:04:06 - 1:04:36)

It's a resource, not a reward. I think it's very effective as a resource. It definitely...

People say money can't make you happy. And Arthur Brooks articulates it perfectly. And he says, money doesn't increase happiness, it reduces unhappiness.

And I would say, without a doubt, that's been my experience. The happiness that I've got from money has been using it as a resource. The reward that I've had from money is that I've never had to worry about paying a phone bill.

That's been my experience with that.

[Ravinol Chambers] (1:04:36 - 1:04:38)

Yeah. Family.

[Daniel Hill] (1:04:41 - 1:05:35)

Family. There's probably two sides to it. I'd say it's the next step for me, is starting my own family.

And because I had a separate... Because I had two families and they all had their own family, it actually ended up quite disjointed. So we're involved in all this family activity, but it was also...

It wasn't like a one holistic thing. Whereas I think you're growing up with family, that was the family unit, wasn't it? Whereas we've always been very independent.

Whereas I'm looking forward to start having my own family. One of the things I got from business was my paternal... One of the reasons I wasn't hugely driven to have kids was because I had 40 kids.

I had 40 people that I invested and looked after and led. So I had that paternal satisfaction. I'm looking forward to having that and just having a small gang.

My small club would be my little family. I'm looking forward to that as a next step. I'm sure the romance will be very different to the reality in practice, but...

[Ravinol Chambers] (1:05:35 - 1:05:40)

Oh, it's a great learning. There's almost no personal development like having kids.

[Daniel Hill] (1:05:40 - 1:05:58)

Yeah, I bet. So I'm looking forward to that. And I would say my...

Yeah. And then probably my existing family is very varied, I would say. A very varied group of people, which is great because I'm the combination of all of them.

And it's worked really well for me.

[Speaker 3] (1:05:58 - 1:05:59)

Nice.

[Daniel Hill] (1:05:59 - 1:06:34)

Health. Always been an agenda point. Always gone to the gym.

Always run marathons, trained for stuff. Always done it. Never wanted to do it until my dad got ill and died at 66.

And I just thought, I've now got this newfound draw... For the first time in my life ever, I actually want to be fit. Rather than doing it because I think I should, I now want to do it because I'm motivated to actually do it.

So my eating, my training, my fitness, I'm doing it because I really want to do it now, rather than previously I did it because I had to.

[Ravinol Chambers] (1:06:35 - 1:06:41)

I think part of that is not wanting to burn out. Would you have seen that as connected to health in the past?

[Daniel Hill] (1:06:42 - 1:07:02)

Well, stress is one of my... When we do our 10 Lessons Learned on Properly Entrepreneur, my biggest one for last year is that stress is poison. But I never realized...

Because I just rolled with that. I'm not stressed. I'm not a stressed person because I used to associate stress with irritable...

But you're absorbing it like a sponge just because...

[Ravinol Chambers] (1:07:02 - 1:07:02)

Yeah.

[Daniel Hill] (1:07:02 - 1:07:42)

And that was part of my issues. My emotional issues was like I suppressed it all. And now I know what stress is.

It makes me feel mentally sick. It's not good for my mental health. It's not good for my physical well-being.

So yeah, absolutely. But the ironic thing is, when I'm clean, like I am now, best training, best cleaning, best diet, no drinking, I could easily go... I'm in ultimate performance.

So it's being ultimately clean. People say, oh, I can't do a body transformation this year because I'm focusing on my business. That's actually a bit of a false economy.

It's like if you focus on your body, you would have more energy, more mental acuity, more productivity. So it's like...

[Ravinol Chambers] (1:07:42 - 1:07:43)

Still knowing...

[Daniel Hill] (1:07:43 - 1:07:44)

It's a seductive trap.

[Ravinol Chambers] (1:07:44 - 1:07:49)

Yeah. Yeah. Creativity or self-expression?

[Daniel Hill] (1:07:50 - 1:08:58)

Nowhere near as uncontrolled as it used to be. So similar to you, I'm a dynamo profile. So I've got a very high frequency brain, always thinking, always ruminating.

But when I was younger, it was uncontrollable. I'd wake up in the middle of the night and not be able to get to sleep because my brain would disappear down these avenues. Whereas now, I'm a lot more stoic thinker.

I don't feel creative the way I used to. I'd come up with an idea and be, wow, this is amazing. It's just the way I think now.

But it's a lot more managed. It's a lot more stoic. I miss it.

I miss the adrenaline, ecstasy of coming up with an idea and being so excited. But actually, to enable that to be effective in business, it needs to be more composed. And it's definitely dulled down a bit.

Plus, I take quite a few supplements now like magnesium and ashwagandha. And the sole purpose is to calm me down. And if I stop, my creativity turned into anxiety in the end.

So I've deliberately dumbed it down a bit. But sometimes, I'll stop taking supplements for maybe three or four days, and my brain will go off the hinges. But also, I won't feel good.

[Ravinol Chambers] (1:08:58 - 1:09:44)

Well, you said there that business is a filter. It's an expression of your creativity, but it contains it in a way. Because it has to.

Because it needs to fit with the business model. And that's great. And you're so good at it.

And it's really a great channel. But do you think that as you get more wealth... So it's a good thing, but it's also a limiter.

We were talking earlier if someone was wealthy enough that they could just then make beautiful boxes and spend a month on them and give them to someone. So when will you graduate from that thing of seeing everything as a business to just doing some things that express that creativity and that joy, that are for no purpose other than just to do that?

[Daniel Hill] (1:09:44 - 1:10:26)

Well, I'm hopeful that the house is going to be that. I want to make a home, have a farm on the grounds. I'm hopeful that that's going to be...

Because I've got the energy, it needs to be used. And because I'm good at business, and it pays well, if I don't have something else to do, like clean the kitchen, I'm doing more business. I'll do more business.

I'll come up with a new program or a new blueprint or a new podcast or whatever. I'm hoping that... And one of my objectives for next year, personal objectives, is working in the garden.

And what that means is by working in the garden, it means I'm working in the garden as in building veg patches, sorting the goats out, I'm working in the garden. But actually up here, I'll be working. My work is...

[Ravinol Chambers] (1:10:26 - 1:10:31)

That's a great way to think. When you're doing something manual, it's a brilliant way to think.

[Daniel Hill] (1:10:31 - 1:11:01)

Those ideas land and you're like, wow, where did that come from? But it will never come when you're sitting there in WhatsApp sort of thing. So it's very intentionally part of my plan this year is...

One of the mantras for next year is, for my team, is you can have my head, but you can't have my hands. So basically, it means you want me to solve a problem, you want me to tell you the answer, give it to me, I'll think about it and I'll give it back. But I'm not writing email copy.

I'm not building sales pages. I'm not getting involved. Do you know what I mean?

[Ravinol Chambers] (1:11:02 - 1:11:04)

Brilliant. And the last one is love.

[Daniel Hill] (1:11:07 - 1:12:49)

I would say roller coaster. I was jokingly said this recently and it went pretty viral on social media. It got repurposed and stuff.

Someone said, why do you want to be successful? And I said, because I wanted to get laid. And I half said a joke in there.

And then I repeated it as a half joke. And I've since actually, because people have mentioned it back to me, I've actually thought about it. And I think, again, all successful people come to...

Well, everything we do in life comes from our childhood, right? The most successful people, it's because of some pain. A deficit or something.

Something happened in their younger life. And I look back at my earliest, earliest boyfriend-girlfriend relationships. And I think there was like one or two people that I was like madly in love with.

And they maybe weren't madly in love with me. And then it took me on this journey of what I'm doing now. And then I had my business thing where love...

So that was like, I was really passionate then. Then I probably suppressed it, went on this business journey, because I went on a business journey. And then since 2019-20, reconnected with that.

And I would say love for me is a very deep-rooted... It's a deep, deep thing for me. And it will take a trigger like talking about my dad or talking about the charity, or watching a film where someone does something heroic for somebody else.

That will trigger me and really, I'll feel it very, very deeply where most people won't. But if somebody falls over and cuts their leg, I'll be giving them first aid. I won't be crying.

If something goes bad in the business, I'll be logically sorting it out. I won't be getting hysterical. So it's like, my love and emotion is very deep-rooted.

And it's not saying I lack, but it's equally not something that I... I wear it on my sleeve in the fact that I'll talk about stuff with you. But I won't sit here and cry and like...

Does that make sense?

[Speaker 3] (1:12:49 - 1:12:49)

Yeah, I think so, yeah.

[Daniel Hill] (1:12:49 - 1:13:01)

So for me, I'd say I'm a very... Love's a very... It's just something I feel, but it's very, very deep-rooted.

And it's very... There's only few things it connects with. Yeah, that would be that one.

[Speaker 3] (1:13:01 - 1:13:02)

Great.

[Ravinol Chambers] (1:13:02 - 1:13:16)

And then this is a big one. So you just answer it in whatever way, but... Because it's something that you talked about, I think, when you talked in the Soul Purpose podcast.

And so, Dan Hill, who are you and why are you here? Easy question to finish with.

[Daniel Hill] (1:13:18 - 1:13:26)

I think that's the ongoing quest, isn't it? And there's like... So that's a whole another podcast episode.

Who do you think you are? Why do you think you're here?

[Ravinol Chambers] (1:13:26 - 1:14:34)

Yeah, good question. I think I'm an eternal soul on a journey. And in this particular lifetime, I'm born in a particular family, a particular ancestral line, I guess.

And I think... On a deeper level, I think I'm here to try and realize my true, full self as a soul and to connect with whatever we might call the Supersoul or the Supreme. And on a day-to-day level, that's something that I struggle with, especially...

So we're going off here. Because I spent seven years as a monk, and it was such a high level of purpose. It's very difficult for other things to match that level of purpose, especially when they're relative things.

So I sometimes look at people who have a really defined... I mean, I'm generally pretty purposeful. So I'm pretty content.

I'm always aware of that big picture, and I'm kind of doing my best to navigate it. But I also sometimes look at people who have a really strong sense of purpose, and I'm jealous. Because I'm like, I can't get that excited about it.

You know what I mean? Yeah.

[Daniel Hill] (1:14:35 - 1:14:56)

And that's... Going back to the climb in the mountain, that intense feeling of purpose, that was what I had. And I look at my mentees, the people who run the businesses that I'm joint-ventured in, and I don't say...

I wouldn't envy it. But I look at them with... I admire their energy, because they've got that sense of purpose.

They go in there.

[Ravinol Chambers] (1:14:57 - 1:15:07)

It's the clarity that... So it's not what they're aiming for that I'm jealous of. I'm just jealous of the clarity that they have in that moment.

Because I had it, and now it's not as clear.

[Daniel Hill] (1:15:08 - 1:15:51)

And I think in that podcast, or another one I talked about, one of my concepts is the meaning of life is just to wake up every day and be excited. And it can be anything. It can be the fact that you're going to build out your new home office and your studio.

It could be the fact you're going to dig out the end of the garden tomorrow. It's to wake up every day and be excited by something. And it could be something grandiose, like getting to Mars.

Or it could be something tiny, like you're going to plant some sunflowers tomorrow. I think that's one of the academic rationales I've got to the meaning of life. Now I'm starting to think about family.

I think about reproducing, especially now I'm looking at... Obviously now I'm tuned in, and I see kids who look like their parents. And I'm like, that's a fundamental part of life is to create people that are the next version of you sort of thing.

[Ravinol Chambers] (1:15:52 - 1:16:14)

Yeah. And hopefully to... If you are doing personal development to break some of the...

We talked about ancestral, break some of those family patterns, or some of those trauma type things that we kind of inherit. It's with each iteration to try and improve it a little bit. And that's kind of what you get to do through your kids a little bit.

[Daniel Hill] (1:16:14 - 1:16:46)

Yeah, absolutely. When there's fundamental wrongs, or things that need to be washed out, like negativity or something, hereditary illnesses that could be flushed out through diet, absolutely. Equally, there is this sort of ongoing mantra that most parents want...

Most people who have kids want to be different parents to what their parents were. There is a bit of a bowling ball going down the alley, coming off the bumpers. It's like, I'm not going to be like them.

So you're not like them. And then they're like this. I'm not going to be a pushover.

So you're really strict. Then you're really strict. I'm going to be a pushover.

[Ravinol Chambers] (1:16:46 - 1:16:48)

Yeah, yeah, yeah. Exactly. Yeah.

True.

[Daniel Hill] (1:16:48 - 1:17:14)

But I think just to ask about who am I and why am I here? I don't know. I would say the things that I enjoy doing, that I would say I'm good at, and that add value, is like, I feel like I'm a good leader.

I feel like I can create, I can take people on a journey with whatever it is, optimism, values, I can do that well. Taking complex things and boiling it down. These are more my strengths than they are like my purpose.

But there's certain things...

[Ravinol Chambers] (1:17:14 - 1:17:26)

They may lead to... They'll definitely lead somewhere. And maybe it'll become more clear exactly what you're supposed to do with them as you go.

I love that you say that you can't know the next step until you take that first step, isn't it?

[Daniel Hill] (1:17:26 - 1:18:09)

Exactly. And I would probably... One thing that I do feel quite passionate about is, I do feel like we're going to look back in 100 years, and this is going to be the period in time where everyone's primary focus was menial work.

So like 40 hours a week, 40 hours a week for 40 years to retire. I do feel like in our lifetime, we're in the next 100 years, we're going to look back on this period as like, I can't believe people... It's a form of, I don't want to say slavery or like prison, where people have to do it.

Whereas having been an entrepreneur, although it's not for everyone, and it's not without its challenges, I do feel like people should be provided the opportunity. I feel like we're going to move into a place where everyone's a freelancer.

[Speaker 3] (1:18:09 - 1:18:09)

Yeah.

[Daniel Hill] (1:18:10 - 1:18:13)

Freelancer everything. Whatever you want, bookkeeper, admin.

[Ravinol Chambers] (1:18:13 - 1:18:19)

Yeah. Just trying to figure out where you can add value, isn't it? And what people will pay for.

And that you also enjoy, ideally, as the icky guy, isn't it?

[Daniel Hill] (1:18:20 - 1:18:47)

Yeah. And it's ironic because I'm saying that because I think it's important. Whereas the people who work 40 hours a week for 40 years are like, I can't believe you'd want to risk it and do that.

Don't take this away from me. So I think probably encouraging people, whether I do it through the private schools or a proper entrepreneur or living off the steam, something like that. That's the only thing I think at the minute is I would like more people to have the opportunity to be financially independent so you don't have to work.

[Ravinol Chambers] (1:18:47 - 1:18:48)

And a life by design, isn't it?

[Daniel Hill] (1:18:48 - 1:19:04)

Yeah. Life by design. In fact, yeah, that probably is even higher than that.

Financial independence is part of life by design. That whole thing, you live to work. We can handle the meaning of life, but we can't handle that.

[Ravinol Chambers] (1:19:05 - 1:19:21)

I know what you mean. Yeah. But life by design is powerful.

And the way you presented on the thing is powerful too because you say it's different for everybody. That's what's so brilliant about it is actually getting people to really think about what is that life that you want by design? And is it your design or is it someone else's?

Get to what it is for you.

[Daniel Hill] (1:19:21 - 1:19:53)

And there is not one person on the planet that's going to have the same life by design as you. So it's like having that. We say it's a privilege on Property Entrepreneur to be able to design your own life.

And I genuinely think it is. Sometimes it works, sometimes it doesn't. Some things you keep, some things you get rid of.

But it's a privilege every year to create a year, go and live another chapter. And we'll be sitting on a bed at some point and look at that book and be like, wow, that was 50, 60, 80, 100 amazing chapters rather than I worked at Tesco for four years. But again, I don't speak disrespectfully because some people will do that and they want to do that.

But you know what I mean?

[Speaker 3] (1:19:54 - 1:19:54)

Yeah.

[Daniel Hill] (1:19:54 - 1:19:55)

For those who want to do it, it's there.

[Speaker 3] (1:19:55 - 1:19:56)

Yeah.

[Ravinol Chambers] (1:19:56 - 1:20:14)

Thank you for chatting to me. Thanks for having me. For me, you've definitely been an inspiration.

Thank you. Both on the business side, but also because you've got these other components, which are sort of things that I appreciate. I appreciate both.

So thank you. Thank you for having me. I appreciate that.

My pleasure.

[Daniel Hill] (1:20:17 - 1:21:00)

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