**TBP 214 Edited\_Transcription**

[Daniel Hill] (0:05 - 1:29)

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. Okay, ladies and gentlemen, it is that time again, it is the six rounds podcast format on the Blueprint Podcast. This is one of our audience's favorite topics.

I'm very pleased today to welcome a very special guest. This is his second time on the six rounds podcast. Some of you may know him, some of you may not.

He's been on the six round podcast episode previously. He also recorded a deals, deals, deals podcast episode most recently where he shared a deal where they made over seven figures in equity and haven't had a conversation today. It's not the only deal that they're doing that looks like that.

He's a very good friend of mine. He's an ultimate high performer. He is a sub two, four, five, two hours, 45 minute marathon runner.

He is an absolute machine. His name is Ian Bauer. He's my friend and he is here today to do six rounds on the Property Entrepreneur Podcast.

[Ian Bower] (1:30 - 1:58)

Ian, you're up. I think I went first last time, didn't I? Nice.

So first question is a multiple of questions, quick fire. So not sure how well it's going to work, but I read a book by Tim Ferriss and it's got 11 questions that he asks high performers to answer. So I just wanted to go through these 11 with you, quick fire to see where they land.

So first question is what book or books have you given out most as a gift or what's one to three books that you have greatly, that have greatly influenced your life?

[Daniel Hill] (1:58 - 2:24)

So in my early days was the Something Laws of Invaluable Growth by John Maxwell. For everybody is Dale Carnegie, How to Win Friends and Influence People. And most recently, oh yeah, absolutely game changing book.

And most recently is Stillness, which I actually recommended to you. I've read that, yeah, thank you. By Ryan Holiday for people who are trying to come down from the high.

They're my three. Any other game changers for you?

[Ian Bower] (2:24 - 2:37)

So for me, Magic of Thinking Big was the first book I read and that just opened my mind to personal development. And I think three, I think for me, longevity is a big thing now. So lifespan, life force and outliver are three brilliant books.

[Daniel Hill] (2:37 - 2:39)

David Sinclair is literally like a sleep swim.

[Ian Bower] (2:39 - 2:51)

Yeah, it is amazing. It's amazing. So question number two, what purchase for £100 or less has most positively impacted your life over the past six months to say two years?

[Daniel Hill] (2:53 - 2:54)

Fantastic question.

[Ian Bower] (2:55 - 3:16)

You can pass on any of these and we can come back if you don't have an immediate answer. What's yours? So I've got a set of Bose sunglasses.

They're a couple of hundred quid, so a bit more, but I got given them for free. So I thought I can fit them in there. But I essentially listen to a book a week by these have just been an absolute game changer for me because I do a lot of running, as you know, so I listen to them while I start running.

[Daniel Hill] (3:17 - 3:30)

Yeah, I don't know. I'm just, I would say Tupperware, Tupperware, so I'm big on eating my oats. I haven't got them today because I don't have time to make them this morning, but I would say a good solid piece of Tupperware to eat my oats when I'm out and about.

[Ian Bower] (3:30 - 3:38)

Good, good, good. So question number three, how has a failure or apparent failure set you up for later success? So do you have a favourite failure of yours?

[Daniel Hill] (3:38 - 3:48)

Oh, Mancle House, Mancle House. That was nearly a million quid screw up and I've ended up making a million quid on it. It was without doubt, that was the biggest turnaround.

[Ian Bower] (3:48 - 4:44)

Good, good, good. What about you? So two, two that spring to immediate thought.

So one is selling my business. It didn't kind of go to plan. It kind of went a bit wrong after a while.

But the life that we have now is just the life we've always worked and dreamed for. So that was one of them. And I snapped my femur and shattered my shin when about 12 years ago.

And I was in a wheelchair for about three months or something like that. And since then, I've ran some pretty decent times. And it's just made me realise that you can, if you put your mind to something, you can push yourself a lot harder.

It was a great failure for me, really. Number four, if you had a gigantic billboard and you could have anything on it that millions or billions of people could see, what would you write on there? Keep going.

Keep going. I like that. I like that.

What about you? Discipline is freedom, I think, for me.

[Daniel Hill] (4:44 - 4:49)

Oh, yeah. Hang on. Five.

Success and failure are very predictable, I'd actually put.

[Ian Bower] (4:49 - 4:59)

Yeah, yeah. That is your saying, that is. So number five, what's one of the best or most worthwhile investments that you've ever made?

It could be money, time, energy.

[Daniel Hill] (5:01 - 5:17)

I would say most recently, marketing spend. Somebody said to me, what's the biggest marketing spend you've put? I would say my Rolls Royce.

The pound for pound, the biggest market, best return on investment, marketing spend. And I would say for, what was the actual question?

[Ian Bower] (5:19 - 5:23)

The best or most worthwhile investment you've made could be time, money, energy.

[Daniel Hill] (5:23 - 5:29)

Personal profile, without a doubt, for business, and I would say health. Just being healthy makes everything so much easier.

[Ian Bower] (5:30 - 5:30)

I'd agree with that.

[Daniel Hill] (5:30 - 5:30)

Cool.

[Ian Bower] (5:33 - 5:37)

Number six, what is an unusual habit or absurd thing that you love?

[Daniel Hill] (5:38 - 5:49)

Well, everyone seems to think it's funny that I like having chickens. I've just ordered, my chicken coop gets delivered today, and I've got a dozen new chickens coming. I just love being out in nature, in my chicken coop, things like that.

What about you?

[Ian Bower] (5:51 - 6:00)

Nothing really. I guess the only absurd thing that I am quite fond of, Annetta and I have a teddy bear. Oh yeah, Nemo.

Nemo that we quite like, so that's probably the thing for me.

[Daniel Hill] (6:01 - 6:14)

I would say my oats as well. I've got a whole setup in my kitchen, you might have seen it, of my oats, my protein powder, my berries, my Guji berries, my blueberries. I'm just obsessed with the perfect bowl of oats, so that's probably a bit of a strange thing to do.

Cool, cool, cool.

[Ian Bower] (6:14 - 6:20)

Number seven, in the last five years, what new belief, behavior, or habit has most improved your life?

[Daniel Hill] (6:21 - 6:23)

Understanding that you can put life before business.

[Ian Bower] (6:23 - 6:24)

Very good.

[Daniel Hill] (6:24 - 6:27)

That's changed my life in the last three months.

[Ian Bower] (6:27 - 6:29)

And what was the catalyst for that, do you think?

[Daniel Hill] (6:30 - 7:14)

Breaking through. In January, I recorded a podcast called The Breakthrough Blueprint, and the whole time you and I have known each other, I've sort of been hitting this glass ceiling of not getting to where I wanted to get to and searching and all that. Finally actually breaking through and realizing that all those scripts that I've had for 20 years about work hard, work, you know, it's all about work, work ethic, to actually be coming out the other end now, it's crazy.

It's like selling a business, when you own your business and it's your whole life and you think the world revolves around Revita glaze, when you step out of it and you never speak to anyone again, that you used to work with, you're like, wow, that was my life for 14 years. And you step out of it and you're like, oh, wow, there's another whole life to live. I think that that's, that was, that was for me.

[Ian Bower] (7:15 - 7:48)

Cool. I would say a similar thing, actually. One of the things for me is I don't need to do everything.

So in Revita glaze, I got good at pretty much everything and never invested in people early enough and starting a new venture with Garrett, maybe 18 months now, we're just getting key people in quite quickly. So that's a big one. And also fit, strong and healthy.

I think those three things, if you fit strong and healthy, it's just, it just changes the game altogether. I've always been fit, relatively strong, but you know, the healthy one was the third part in the pyramid for me.

[Daniel Hill] (7:49 - 7:49)

Nice.

[Ian Bower] (7:49 - 7:55)

Number eight, what advice would you give to a smart driven college student about to enter the real world and what should they ignore?

[Daniel Hill] (7:57 - 8:14)

I think ignore the news and ignore society. I think when we look at the people that make it like you or everyone else, they just don't adhere to the normal laws of society. We just, the aim of the game is to break the rules and just step outside of it.

So I would say just observe the masses and do the opposite.

[Ian Bower] (8:15 - 8:35)

Very good. Yeah. I'd say find a mentor, work really hard and do something that you like for free if necessary.

And I think you just need to work harder on yourself than you do on your job. I can't remember who said that, Jim Rowan. So I think that's a, that's a great saying.

I don't think you ever achieve something by being lazy. So you just need to work really, really hard.

[Daniel Hill] (8:35 - 8:56)

Although I completely agree, like equally Joe Rogan says he's the most disciplined, lazy person he knows. And actually when you are a lazy entrepreneur and you don't want to do anything for yourself, the art of delegation becomes a lot easier because you just think you never think I'm going to do this myself. Somebody else is going to do it.

But I agree. Like I've, there's no way I got to where I am by being lazy.

[Ian Bower] (8:56 - 8:59)

Yeah. I'd agree with that. I think you're still working hard, but hard thinking.

[Daniel Hill] (8:59 - 8:59)

Yeah.

[Ian Bower] (8:59 - 9:10)

As opposed to, as opposed to doing, which, which I, I think it's a good idea. What are bad recommendations you hear in your professional areas or expertise?

[Daniel Hill] (9:11 - 9:25)

I would say, and I'm sure we'll talk about this today. I would say, and actually, no, I'm not going to say that because I don't actually believe that that's just me being hypocritical. It's a really good question.

What about you?

[Ian Bower] (9:26 - 9:39)

Um, I think the get rich quick, um, you know, do, do no work and loads of money. I think there's no money down, um, all the time with no experience. Uh, I think, I think is, yeah, it was sort of going down that route.

[Daniel Hill] (9:40 - 9:55)

Um, yeah, that's in my head is there's loads of ways not to do it. Um, and the reality is most people are running around building businesses that don't make money. And I would say it's fine.

Like you said earlier, find a mentor that does. Yeah. I don't know.

I would say, um, everything that glitters isn't gold.

[Ian Bower] (9:56 - 9:57)

I like that. I like that.

[Daniel Hill] (9:57 - 10:01)

That's probably true. That's probably part of it. Got 50 seconds left.

[Ian Bower] (10:01 - 10:07)

Okay. In the last five years, what have you become better at saying no to? Everything.

Everything. Very good.

[Daniel Hill] (10:07 - 10:26)

Yeah. Warren Buffett says difference between successful people and very successful people is very successful. People say no to pretty much anything, nothing since 2019 I've just, it's been a really hard journey of doing less rather than more.

And I finally, I feel like I find a genuinely for like a fun cracker, don't find it easy, but I think I've cracked it.

[Ian Bower] (10:27 - 10:36)

Last question. When you get overwhelmed or unfocused or lost your focus temporarily, what do you do to kind of get you out of that rut?

[Daniel Hill] (10:37 - 10:43)

Move away. Don't start creating bigger to do list weekend off holiday recharge. That's like the biggest, biggest thing.

[Ian Bower] (10:45 - 10:47)

Running exercise and detox. So quite similar.

[Daniel Hill] (10:48 - 10:51)

Nice. We've never done that on six rounds before. That was very good.

[Ian Bower] (10:51 - 10:53)

That was quite stressful. I was trying to read them all.

[Daniel Hill] (10:53 - 11:13)

We did well. That was bang on. Bang on.

10 minutes of the first round. So the next one is the fast lane. The fast lane may or may not be surprised to see it turn up.

You and I have experienced it, talked about it, debated it at length. What when we talk about the slow lane, middle lane, fast lane, just tell me what your thoughts are on the fast lane.

[Ian Bower] (11:15 - 11:37)

Is there any other lanes? That's the question. That's the question.

So I think the fast lane for me is just what I'm used to. It's just it's just the way I, yeah, I'm quite, I'm quite focused, quite disciplined. And I just, I just like, I just, yeah, I'm just quite, yeah, just, I guess I like being in that lane.

[Daniel Hill] (11:37 - 11:46)

How would you explain it to somebody if somebody's listening system has never heard the analogy of like the fast lane? What is the fast lane? Is this where you live?

[Ian Bower] (11:46 - 12:01)

So it's, it's trying to be the best version of yourself most of the time. And that's it. Whether it's exercise, whether it's business, whether it's friendships, relationships or anything like that, it's just, it's just trying to, yeah, it's just trying to be the best all the time.

[Daniel Hill] (12:01 - 12:04)

And why is it called the fast lane? What's it like living in the fast lane?

[Ian Bower] (12:07 - 12:07)

It's...

[Daniel Hill] (12:07 - 12:08)

Is it fast?

[Ian Bower] (12:08 - 12:36)

I think if you ask me and my wife Annetta, we'd have very different answers. I quite enjoy it a lot of the time, but equally I do need to rest. So it's good.

It's good to, if you want to do, I guess for me personally, I, if you want to achieve things, it helps me to do it quickly. It helps me optimize, whether it's training, whether it's business, whether it's, whether it's anything like that, it's just, you know, it's just, it's just a quicker.

[Daniel Hill] (12:36 - 12:38)

What's stress levels like in the fast lane?

[Ian Bower] (12:42 - 12:53)

Actually, my stress levels now are quite moderate. So when I took revitalized back, my stress levels were actually highest that they've been in a long period of time. So...

[Daniel Hill] (12:53 - 12:54)

Did you enjoy it?

[Ian Bower] (12:54 - 13:27)

I enjoyed parts of it, but when it got to the near the end, no, I think, I think I don't mind the fast lane. It doesn't have to be stressful, but I think the stress for me comes where there's either too many moving parts or I take too many things on. So I guess my experience over the years has been the fast lane is okay on the proviso that I have a good team around me.

So this year or this business that Garrett and I have started is, is, is great because we've taken key people on straight away. So effectively it just allows us to get out of the weeds quite quickly and go up the gears, but still stay in the, in the fast lane.

[Daniel Hill] (13:27 - 13:41)

And would you align the fast lane with like the term beast mode when we talk about beast mode, which is like all in let's go shoot for the stars, big days, like risking burnout, would you say that is fast lane or is that just somebody who's not got a handle on it?

[Ian Bower] (13:42 - 14:30)

Let's say I like racing cars. So the fast lane for me used to be get my car ready, do everything that involves getting my car ready, go to the race and doing the race and kind of, you know, either winning or not winning and the racing that's the part that I really enjoy. So I guess my version of the fast lane now is I, I, I have a pit crew with us.

So Garrett and I have a pit crew with us and we get to race the car now. So we still get to do the bits that we really, really enjoy in the fast lane. But then on off season, we can go away for a month at the end of the year, or we can go on holidays, which is, you know, which is things that we, we didn't really, or I didn't really do without working previously.

So I think for me, it's just a, it's just, it's just ingrained into me. I tried, I tried doing nothing and I think, I think I'm just hungry. So Garrett and I was talking about this.

We tried, we tried not doing any work.

[Daniel Hill] (14:30 - 14:30)

Yeah.

[Ian Bower] (14:31 - 14:42)

You've, you've done the same thing. Adam's done the same thing or similar people have done the same thing. And I think it just comes down to whilst we've got this hunger in us, the fast lane is, is our, is our lane of choice.

[Daniel Hill] (14:42 - 14:44)

Where do you think the hunger comes from?

[Ian Bower] (14:46 - 14:58)

Middle childhood. Okay. I don't know.

I don't know. I've just always been really competitive, but I guess I'm a lot more selective in what I'm competitive.

[Daniel Hill] (14:58 - 15:09)

Why do you think you are competitive? I was just, I just came out of the studio earlier and you were playing ping pong. And I was like, I don't fancy this.

Aaron's competitive, you're competitive. I was like, why, why, why do you think you are competitive?

[Ian Bower] (15:09 - 15:36)

I think I've always had this inbuilt drive to be like the best at whatever I choose to do. Cause I get a lot of satisfaction out of that. I think, I think it's an inbuilt thing in definitely me to, if you do something, do it, do it your best.

And it doesn't matter. It doesn't matter what, what that is. So I think, I think, I think for me, it's just, I don't, it's not a proactive thought.

It's just, it's just more of a feeling that I have.

[Daniel Hill] (15:37 - 16:05)

And when you think about a fast lane beast mode, competitiveness, always wanting to do your best, that sort of hunger, striving to a degree, not necessarily chasing the next thing, but chasing something always sort of striving. And do you find there's any similarities between that and like addictive behavior and addiction? And do you, would you say you're quite an addictive person?

Like you've got an addictive nature or you, yeah, yeah, yeah, 100%.

[Ian Bower] (16:07 - 16:10)

Yeah. Choose your poison wisely, I guess. So.

[Daniel Hill] (16:11 - 16:29)

And do you find when you use it to your advantage and you get addicted to something good, like fighting, training, business, it always works well. Or do you find in the same way that if someone was a drinker, a drink on a Friday night is great, but drinking whiskey at 10 a.m. is like a bad move to find that that rolls over to work.

[Ian Bower] (16:29 - 16:54)

Yeah. I think, I think, I think as, as I get older, my, my wisdom's a lot better now, so I can, I can balance things. So for example, when, when we had Harry, our, our, our boy is 16 months old now, um, I ran three marathons, did an ultra marathon and, um, and, uh, did a Thai boxing charity fight.

And, uh, and when I, when I look back on reflect on that, I kind of think that that is a lot to do.

[Daniel Hill] (16:54 - 16:59)

That's fast lane to me. That's buck beast mode. Why would you do that?

Because what are you searching for?

[Ian Bower] (16:59 - 17:53)

So I think what's the objective? So the, the, I mean, for me, like running a marathon, I can run a marathon on a, you know, with three, four weeks marathon training, it wouldn't necessarily be super fast, but it's so for me, running a marathon is not necessarily difficult, um, because I do loads of miles. It's, it's running a marathon, uh, a target of sub two, four or five paces is where it's where it gets hard.

Um, so everything comes at cost. And I think for me, sometimes the cost of not doing my best is worse than the cost of taking the easy lane. And I think, I think for me, I get a lot of strength and power from being disciplined.

I get a lot of strength and power of, from, um, from, from just trusting myself to do what most people find, find difficult. Um, and why whilst I enjoy that it's, it's, uh, I think I'll continue doing it, but the, I think going into next baby, am I going to do the same thing?

[Daniel Hill] (17:53 - 17:54)

Probably not.

[Ian Bower] (17:54 - 17:55)

No, definitely not. No.

[Daniel Hill] (17:55 - 17:56)

It's interesting.

[Ian Bower] (17:56 - 18:01)

So, so there is a level of wisdom there. What are your, what are your thoughts?

[Daniel Hill] (18:02 - 19:47)

Well, I think the, the, the older I get and the more wisdom I have around imparting my insight and stuff like that is to realize we're all at different levels of the lighthouse. And also you can be at the same level with looking out of a different window and it depends which morning you wake up on and what day you are, because I'm now coming out of it for the first time ever, I'm noticing a lot of my traits around addiction and also not for the best. Like Adam and I were away in Bali and we're literally like ships that have passed in the night because we're last time went away a year ago.

He was off grid the whole time, chilled, meditating, et cetera, relaxed, low workload, low stress, high sort of balance. And we've completely flipped this time. And he's back wide on coffees is like, you know, he's all guns blazing and I'm sort of having a slow start to the day and enjoying like my journaling and stuff.

And, um, it's just, it's, it's interesting to acknowledge. And I think I'm definitely coming out and ready for a recharge. So I'm out of the fast lane, out of competing, out of beast mode.

And I suppose I'm just starting to acknowledge that addiction. Adam said to me while we're away, he said, you know, I can't remember what I was talking about. Green tea.

I was drinking, I drunk like 10 green teas or something. And he was like, yeah, you know, you just, you knew addiction, we're all addicts. And he's back smashing caffeine again.

He doesn't add no caffeine for three years and he's like, we're all addicts. And I was like, I think we are as high performers. You're an addict.

And like you said, you choose your poison. If you're addicted to going to the gym and weight training and running and, and work and business, it's a lot better than being addicted to something that's going to be detrimental to you. So I think it's just an acknowledgement.

And then you have to deal with that addiction when you're not working, you like, well, what is my new poison sort of thing?

[Ian Bower] (19:47 - 20:04)

So do you think you'll go back in the, because your, your year of is the year of the middle lane or it's one of your objectives. Yeah. And do you think, cause I personally think that you're going to, you're just having a pit stop and I think, I think you'll be back in the fast lane at some point when you get hungry again.

I think so. Yeah.

[Daniel Hill] (20:04 - 20:51)

I think when you said it to me previously, I thought it was a possible outcome, but I didn't, you know, I didn't believe it. I was just like, nah, I'm never going back. You know, it's like when you have a hangover, I'm never drinking again.

Get to Wednesday. You're like beer. Obviously you're not because you're not drinking, but I've got a new emerging peer group who are like people that are maybe five, 10 years ahead of me.

They've made their money. They've done the big houses. I've had the kids, they've retired.

And now they're starting to come back round to go again. So it's like, it's interesting. And I haven't seen Adam do it is his textbook.

He's at three years and now he's going like he's in his prime. I've never seen, never seen anyone go like that before or I've never seen him go like that before. So I think the likelihood is yes, but equally, I'm not, I'm not committing to it just yet.

You're up. That's a good one.

[Ian Bower] (20:52 - 20:55)

So the interesting thing is my, my one is balance.

[Daniel Hill] (20:55 - 20:56)

Interesting.

[Ian Bower] (20:56 - 20:59)

So Dan, you're just about to have a family.

[Daniel Hill] (20:59 - 21:00)

Yes.

[Ian Bower] (21:00 - 21:13)

And so you've got business, family, friendships. So what, what, what do you see your, your kind of balance looking like over the next kind of short, medium and long-term future?

[Daniel Hill] (21:13 - 23:02)

In the same way we just talked about beast mode, I don't think balance is anything of whatever. When I look at like admirable thing, aspirational things, it's not necessarily balanced. I'm not looking for the perfectly balanced day to be completely dim sum, you know, like completely chilled all the way through it.

What I'm looking for is enjoyment. And when I've started doing some things in my house, I was decorating and just being on the tools and doing my bedroom and I clocked at like 11 o'clock one night, I was wallpaper in the bedroom and was like, this is the first time in probably five years I've been so in flow and enjoying something that I could, I'd want to stay up all night and do it. And then I had to stop myself and go to bed because obviously the addict in me would be like, what could be better than staying up till 11?

I'll stay up all night and do it. So like, I don't think I'm actually chasing balance. What I'm chasing is enjoyment and satisfaction.

And a friend of mine who used to work with me a long time ago said when I was sort of having a, you know, a bit of a search in time, looking at what I wanted to do when I was getting a bit sick of a business, he was like, you'd always be a growth person, but you don't necessarily need to be growing businesses. You could go and grow. You could go and be the manager of the kid's football team where you could get involved in the school and whatever you do, you'll do that thing.

And I've noticed now having done it with the charity and starting to do it around my house is I'm not looking to, I've done the retirement and it was a complete false economy. The romance was very different to the reality. I actually want to be busy.

I want to be active. I'm up at five. I need to be doing stuff and I've got to, I've got to be busy.

And I suspect what I'm looking for now is I'm looking to be busy with the house and the family. So that would be my then full time job. So yeah, I don't know if that answers your question, but that's my perspective at the minute.

And yeah, it'd be interesting to get your take on it.

[Ian Bower] (23:02 - 23:07)

How do you think having a baby is going to change your life?

[Daniel Hill] (23:09 - 24:07)

I would say probably very naive in it. I've listened to you and I've listened to Aakash going all the stories and stuff. And I suppose I still listen to it the same as anyone would and be like, yeah, it'll be different for me.

You know, it's not going to be that crazy. So I don't know. I think it's going to be, the good thing is it's going to be my priority.

So it's going to, I want to be at the house. I want to be doing stuff around the house. I want to get involved with, with, with having a family equally.

I'm building a new home office at the end of one of the fields and I'm going to go to work every day. So like Sav's really keen for me to go to work and her to be at home. And then aspirationally, I hope that I'll then come home and want to relieve her of the kid, take over, give her some respite.

Yeah. I mean, that's my vision of it. I think it's going to be unpredictable.

I've cleared my diary. I won't be here for two months. I'm trying my best to create the space, but I suppose it's like everyone's got a plan until they get punched in the nose, don't they?

[Ian Bower] (24:07 - 24:09)

Yeah, I completely agree with that.

[Daniel Hill] (24:09 - 24:15)

What would your words of wisdom or insight be? In fact, you've given me it before and I think the reading is quite consistent.

[Ian Bower] (24:16 - 25:59)

Yeah, I think, I think it's, it's one of those, having a baby is one of those things that you can't, it's very difficult to share until you've done it. It's the same as like being really fit or running a business or having children or having a, like a significant experience in your life until, until you've done it, it's you can, you can try and share, but until you, you feel it, it's, it's, it's, it's difficult to explain. You just, I think it's just, I think one thing it did for Annetta and I really exaggerated our relationship in a, in a nice way.

So if, if you are, if you've got a great partner and things are bad, you'll, you'll go over and above to help each other. So for example, Harry and Annetta was ill. So I couldn't go to PE or do, I couldn't go to PE or do things that I wanted to do because family comes first.

So from a caring perspective, it really exaggerates, but then equally, I've seen people that maybe don't have the best relationship and then it exaggerates it as well on, on kind of the wrong way. So, so kids, kids and I think, I think you feel a love that you've never felt before and you feel a fear that you've never felt before. So say for example, every parent would have experienced the child, the thing, think the child's choking and that you go from like zero to 12 fear straight away.

So, and there's, there's, it's, it's, it's a great experience. It's been a great experience so far, and we're just about to have our second, so we'll have two children under the age of 16, 17 months. So that's going to be quite hectic, hectic for us.

So it's, yeah, it's, it's going to be a great, a great, great time. Do you, do you have any, like a plan or strategy of how you're going to, how you're going to look after the child or?

[Daniel Hill] (26:01 - 29:22)

Um, so I've been very transparent to Sav and said, I don't know how you're so chilled. We had the home visit last week and the home visit said to Sav, she's never met a first time expecting mother who's been so chilled and, and I was, and Sav's not necessarily the most chilled person. She can be quite nervous about stuff and things like that.

But I say to her, I have no idea how we're going to keep this thing alive. I don't know how to feed it. I don't know how to change its nappy.

I do believe that if anyone can do it, I can do it to a degree that everybody else is bringing kids up. Um, but Sav's like, yeah, she, you know, she's had, she's got brothers, sisters, nephews, you know, she's, she's like, honestly, it'd be fine. Anything we don't learn at NTT, I can show you.

I like to go in, you know, normally I'm reading books. Obviously we're reading a book every day and like all that sort of stuff. But, um, as far as like preparing for it, it, all I'm doing is clearing the space and being able to be present.

Also, I'm quite realistic that, well, I had some, uh, a guy, uh, who I met was in Bali, actually a very like spiritual guy. I said to him, like, what was, what would your advice be? And he said, if she's going to breastfeed and that's going to be the sort of primary thing in the first few months, he's like, you're probably going to end up caring for her as much as you are the baby.

And if, you know, if you're not already a man, like a man of service, you might want to get used to being the man, the person who's serving the partner rather than the other way around. And Adam was there and he was like, well, thankfully, like that's literally how Dan lives his life. So I was like being a man of service, I'm hopeful because that's my love language.

I love being of service. I'm quite happy running around doing stuff. Hopefully it'll play to my strengths and there'll be that.

And I think it's, a lot of my friends have said, including you, I think have said, get some help, you know, get a night nanny, get someone around the house. And like two, two things, sort of things we came to. One was, um, Sav and I said that may be what we, we can see the value of that.

And it might be what we do for our second child or a month in, but actually we want to experience the shit, you know, to like, rather than avoid it, go through it, experience it, and then make a decision, realize it's crap and you need some help and then get some help. And the other thing was, uh, I'm really, I've thought about having kids and starting a family for years. And I've always thought I'm never ready.

I'm not ready personally. I'm not ready financially. And people have actually laughed out loud.

And I've said that to him in the past. And some, a friend of mine who's just had her first child, who's two years old now. She messaged me the other day saying congratulations.

And I said, any words of advice? And she said, um, she said, I think the biggest, uh, if you're feeling nervous and anxious, the biggest insight from her side would be the majority of problems that most people face bringing up kids. It's quite likely I won't have to deal with them.

So like having to go to work 50 hours a week, not being able to afford to have a nice lifestyle, living in a small house where you're on top of each other the whole time. And I thought, you know what? Like, that's not something I've acknowledged.

I've gone into it. Like on the bottom of, you know, I'm going to have the biggest challenge anyone's faced, where actually, if I look at it, I've got a staff who knows inside out. I've got the luxuries if I need it of getting help around the house, we've got a slot, you know, we've got enough room in the house to have our own space.

I'm going to have an office at the end of the garden. So, yeah, I feel very optimistic. I feel very excited.

I don't feel prepared, but I feel like I've created enough space that I can get punched in the face and the dominoes won't tumble.

[Ian Bower] (29:22 - 29:23)

Very good.

[Daniel Hill] (29:23 - 29:25)

How nice is that on a scale of 10? One to 10?

[Ian Bower] (29:26 - 30:17)

Um, I think it's normal. I think it's normal. I think it's normal.

Um, yeah, I think, I think the, the night nanny doesn't make it better. It makes it less worse. So, but it's fair enough, but it's, um, so we're going to have one on the second child, maybe two, three nights a week.

Um, because it's an happy mummy, happy world, you know, and I completely agree with that sentiment. As long as mummy's happy, it doesn't matter if they breastfeed, bottle feed, or it doesn't really matter from my view and, and it doesn't matter if you, you're a hundred percent disciplined on one thing and you do 180 degree U-turn the next day. It's, it's, it's all kind of good.

Um, it's just, yeah, it's just an experience and probably just embrace everything, embrace the good and the, and the not so good. And do you have any, any, um, kind of aspirations of what kind of father you want to be if you, if you thought about that?

[Daniel Hill] (30:17 - 31:15)

Yeah. I just want to be a natural father. I don't want to be naive and oblivious and not, I'm sure I'll intentionally develop as an individual as I start to learn, learn it, but my aspiration is that I'm the same parent as I am a partner and a leader, which I think is well-rounded.

I think it's like a firm, but fair, you know, I'm not going to tell you what to do, but if you want help doing it, I'll give you a hand. I'm not going to let you play the fool. I'm not gonna let you take the piss equally.

You know, I'm not going to be a disciplinarian and, and that, I think. And also there's, you look at how you were parented, you know, most people either model their parents, what they did or model what they didn't do. And I think, you know, that'll naturally play into it.

But yeah, I just think I optimistically think I'll be like me. Cause yeah, I just, yeah, I just think I'll be like me. Like I'll be a friend, a parent, a partner, a leader, uh, you know, coach, mentor.

I think that that's my plan.

[Ian Bower] (31:15 - 31:17)

Good, good, good.

[Daniel Hill] (31:18 - 32:12)

Moisty done. Jumping in quickly for all of the active investors listening to this podcast. If you're serious about building a proper business, rather than having a full time noisy job, go to www.donttalktotenants.co.uk and secure one of 150 places at our annual three day blueprint events where we take you start to finish through the blueprint that I use to achieve genuine financial independence and generational wealth through property because www.donttalktotenants.co.uk or visit the link in the show notes now back to the podcast, spirituality, spirituality. So the meaning of life, spirituality, like what is your take?

Why are we all here? Do you think about it? What is spirituality?

Is it something that's part of your life? Small question.

[Ian Bower] (32:14 - 32:30)

Nice, easy one. Yeah, I, I, um, so meaning of life for me is just be nice. Do your best.

Um, it's, it's, it's, it's so complicated, like just to try and, uh, think about how we got here, how the earth is here.

[Daniel Hill] (32:30 - 33:17)

Let's spitball. Where have you got to with that? Um, so you didn't get to see a picture that I've had put up in my bedroom because you didn't come to the murder mystery dinner with the board, but I've had this picture put up on my wall is absolutely ginormous.

It's must be, I don't know how big it is. I think it's seven and a half meters long, but two and a half, 2.9 meters high, ginormous canvas. And you look at it and it's the largest photo that's ever been taken of the universe from the Hubble telescope.

It's 20 million light years wide and it's 1,600 light years away from earth. And I just look at it, I lay in bed at night and look at it and think what somebody needs to explain this to me.

[Ian Bower] (33:17 - 34:39)

I think the reality of my reality is that the likelihood of us ever knowing in our lifetime is low. You have a, there's a, I can't remember what book it was, but I was reading. So it talks about the evolution and there's some fundamental flaws in some of the calculations that they've assumed.

Um, which I don't know if it's right or wrong. Cause I did, I didn't sense check that by, I don't know where the world came from. I often think about it.

I, yeah, it's, it's, I just think how incredible it is, how incredible it is that we are on this sphere spinning around in the middle of nowhere and we have, we have life on here. And I think, do you actually believe that? I don't, I probably don't give it enough thought to not believe it.

I assume that that's, that's, that's what's happening. Uh, but I don't, I don't really give it much thought apart from that. I think, I think with, cause we're so insignificant, like in reality, like when we die in, you know, what's your great grandparents name or, or if you think about someone that's not famous, like the, you know, now the, now the Queen's passed away, it's, it, she's, she's not forgotten, she'll get remembered, but it's, she's not a significant, the significant goes very, very quickly.

Um, so I think, I think that's, yeah, that's, that's the interesting thing about life, life for me. It's just, it's just about now.

[Daniel Hill] (34:39 - 34:53)

Um, I think do you, would you say you practice that? Cause it's a very easy thing to say, you know, it's all about just be present, life's short, enjoy it. Do you practice what you preach or do you, do you think it and practice it or do you, is it just the way you explain it to yourself?

[Ian Bower] (34:54 - 35:29)

So I think, I think for me, the way I'd articulate it is if I am to think externally or I'm to think outwardly and not inwardly, um, I'm winning. So it's when I go inwardly and think about myself and me, me, me, that's when, that's when my world kind of shortens. But if I'm thinking more, more abundance, then, then that's, that's when, that's when I think spirituality works for me, meditation, uh, reading growth.

Uh, I think human connection is, is massive for me. So those are the kinds of fundamental things that work really well.

[Daniel Hill] (35:29 - 35:42)

And when we talk about spirituality for people who are listening to it and probably thinking about sort of, uh, meditation and yoga, and maybe even like the universe, when somebody, when somebody says spirituality to you, what does it, what does it mean?

[Ian Bower] (35:45 - 36:11)

Um, it could mean many things ranging from, um, psychedelics to, um, sitting in a cave meditating. I think, I think the word spirituality is, is so vast that you've got so many different, so I think mindfulness is, is probably a good, a good explanation of, of that, I think spiritual, well, what would, what would the exact definition of spirituality be?

[Daniel Hill] (36:11 - 36:12)

It's a good question. I don't know.

[Ian Bower] (36:12 - 36:12)

Yeah.

[Daniel Hill] (36:13 - 36:27)

Cause I mean, you could put it, you could put it in a, some people could put it in a club as like a religion, like a following of your belief, your practices, your value set. Um, but yeah, it's like, what is it? What is spirituality?

[Ian Bower] (36:27 - 36:36)

And what about you? Because I remember at times in your life, you, you would go completely down a rabbit hole for a long period of time. And then I think self-destruct you out from time to time.

[Daniel Hill] (36:36 - 38:25)

It plagues me. It honestly, it plagues me when, if I have enough time to think about it or when I'm in a dark place or I'm hung over or burn out, I just straightaway go to like, what's the meaning of life? Why are we here?

Not cause I'm not depressed, but it can blow my mind. Naval, who's a fantastic, you know who Naval Ravikant is? Yeah.

He, for those who are listening, he's a fantastic modern day philosopher. And he says, you get to a point where you've just got to stop saying how and start saying, wow, cause it can blow my brain, but I can lay there in bed at night and look at that photo of the universe. And I get to the point where I'm just like, it's just not true.

It doesn't exist because I can't, I can't think it exists. But then equally, I look at my life sometimes and I just think I can't believe like there's a Wayne Dyer quote that says you are God. And he says, you are God.

And if you follow some of the spiritual texts, it talks about you are God because we are all the same thing. And God is the same thing. And you and I are part of the same thing.

The earth, the universe, and whether that's a conscious matter or it's like a spiritual connection, or it's the physical structure of energy, whatever you want to believe. It's like, I genuinely regularly think that I believe that you've got far more control than you think over this life. Agreed.

I also believe you've got far less control than you think. And I, that's how I believe I get to the point where I have to stop thinking about it because it can drive me nuts. I'm a very deep thinker.

Rob, my driver, who's out there meditating now. He said, he picked me up one day, hung over at Christmas from Exeter or somewhere. We had like a four hour drive home and I was asking him really deep questions.

And I said, what do you think about that? He goes, honestly, he goes, you need to stop thinking. And I was like, you're probably right.

I can drive myself down a hole for equally. I think it's the way I live my life. So it's, I'm not trying to get rid of it.

[Ian Bower] (38:25 - 39:00)

I think fundamentally, like we just want to be happy. We just want to be happy, fulfilled, have purpose in our life. I think gratitude was a big one for me recently with regards to spirituality.

I think I'd put gratitude in there. I think, I think I found it hard to be grateful when I was younger. Cause I almost had, am I worthy of what I've achieved in a way?

So being grateful for, for the lifestyle we have now and what we do on a regular basis, I think that's been a bit of a game changer for me, me as well.

[Daniel Hill] (39:01 - 40:06)

Off topic on that with, uh, just to finish off, in fact, no, we've got plenty of time. Um, on the sort of, uh, hype for a lot of high performers, most high performers come from, uh, driving parents' expectations or experience of failure and that sort of drive, not necessarily a spirituality, but they have that desire, that pain, they're trying to get away from wherever it is definitely true for me, true for most high performers. Um, when you talk about like self-worth and self-esteem, one of the things I realized in the last six months or so is I've, I've got a very high self-esteem.

I've got the awards. I feel very confident. I feel very capable, but what I realized is I actually have a low self-worth, which means I undervalue my time.

I do things for free. I put others ahead of myself. And I've actually done a lot of really deep work on that over the last three months, and I feel like now I'm coming out of that and it's fundamentally, it's really changing my life, the way I think and the way I feel.

Would you, have you ever clocked the difference? And would you say that you have a similar mirror on that? Or would you say that you're aware of the difference and actually you feel very comfortable at both of your levels?

[Ian Bower] (40:06 - 40:07)

For me personally?

[Daniel Hill] (40:07 - 40:07)

For you, yeah.

[Ian Bower] (40:08 - 41:13)

Yeah. I would say that when I joined the board at Property Entrepreneur, that was a game changer for me because I was relatively successful in my own little world and I had nobody to benchmark myself against that is kind of on a similar path. And I was almost embarrassed about the success I had in my business and didn't really speak about it.

But when I, when I was amongst like a peer group and I think, I think for me, the key thing, the change was when I was respected amongst the group that I respect for me, that, that gave me almost permission to myself to think, Oh, actually I'm, I'm okay. So that, that was, that was, that was probably, it was probably about three years ago when I got to a period in my own mind where I'm at peace with myself. I'm not like, yeah, I'm not doubting myself anymore.

I doubt myself. I doubt what, me as a person, I don't doubt myself. I'm comfortable in my own skin now.

And that, that was, that was just from, um, from being around a group of people that I now class as peers.

[Daniel Hill] (41:14 - 41:51)

Yeah, that's really nice. And I would say that's my experience. Like I would say recently, I feel like I am as good as I am.

Whereas previously I would not think that whole thing was talking about high performers. Other people think they're up there. They're actually probably a little bit further down.

They think they're a lot lower down. And I feel like having gone through this motion, this breakthrough and now having a peer group of people that are doing the things that I want to do and gives me permission to do it. Yeah.

Yeah. It's an interesting thing, but I'm glad it's come together for both of us. Cause that's, that's quite a recent thing on both fronts.

So we don't know what the meaning of life is then.

[Ian Bower] (41:51 - 42:15)

I've got no idea. No idea. Um, so the second one was about, sorry, my, my last question is more about reflection really.

Okay. So if he was going to go back to say 20 year old Dan and, um, and just, just kind of get into his mind again, what, what would he be thinking? So what kind of, what kind of goals would you have back then?

What were your fears, aspirations and what would, what would success look like for you back then?

[Daniel Hill] (42:16 - 44:42)

So when I talked earlier about, uh, I can't, I look at my life sometimes and just can't believe I'm here, but then equally, I just believe that I always believed I was here. Uh, Helen, my dad's wife, my step-mom said to me after my dad died, um, did you ever think that you, and you, did you ever think that you'd get to this period, like let's get to this thing in your life because my dad never saw the Rolls Royce, he never saw the new house. And we were sitting there and she said, do you think like, if your dad had seen this, do you think you'd have ever got to this point?

And in my head, I was just like, yeah, I just always did think not in an arrogant way, like Warren Buffett says, ever since he was a kid, he just knew he would be wealthy. And I just always knew that I would go on this journey. And also because I'm stoic, I'm quite indifferent.

Like if someone rang me now and said, the property market has been taken over by the government. You know, you're gonna, you're gonna have to start again. Seven, I would quite happily go and live on a narrow boat again and just live on beans and bread.

Like it's, uh, yeah, I've, I think the whole thing of where did I want to get to? I was always clear. I just wanted to keep moving forward.

That's probably the, like you said earlier, I just want to keep moving forward, keep understanding each level. So that was not a surprise and not something I'd probably say to them. The only thing like I said earlier would be keep going.

There's been times where I could have stopped and I never once thought I wouldn't stop. And nobody ever told me to stop. My parents, my, my, my friends saw me in emotional wreck, burnout, physical, you know, ruin.

And although they said like, get a rest, look after yourself. Nobody ever told me to stop, which is quite, yeah, quite a significant thing. I think the biggest game changer I would have told 20, what 20 year old Dan is 20 year old Dan was out for what 20 year old Dan wanted.

And he was arrogant. He was, I don't know if arrogance fair. Cause I've always been quite like I've got on with people, but I was probably.

I was putting my own objectives ahead of everybody else's. And then in 2012, I learned from one of my mentors that if you want to achieve your own dreams, the secret is to figure out how to help other people achieve theirs. And that just changed the game for me.

When I started to learn that I need to lead from the back, help other people and you, then you can help yourself. The more you give, the more you get. That took my, my organic growth into exponential growth by realizing it's a, you know, it's, it's not a one player game.

It's it's a, that's the game to play. That would be my big trigger point that I could have learned earlier.

[Ian Bower] (44:42 - 44:50)

What were the bigger fears that you had when, when you was younger? Or what was your, your biggest obstacles or your perception of your obstacles, I guess, looking back now?

[Daniel Hill] (44:50 - 45:49)

So I always thought I'd die young and I'm only just shaking that off. Although it didn't help when my dad died young, I always thought I'd die young because my dad always said I'm going to die in 10 years. And then when he died, I said at his funeral, I says, you know, most of you are surprised to be here, but I was, my dad's been saying he's going to die for 10 years.

He's been telling me that for 15. So actually I was on borrowed time. That was definitely drilled into me, not intentionally, but that was something that held me back.

But also it drove me. I've always been panicked. I've always been like, when I was starting, I was like, I need to make this success now.

And then when I started making money, I always thought this could be the last pound I make. So I've always had that scarcity mindset and fear of running out, losing it. So I've always been, I've always played for the long game.

So I tried to keep fit and healthy. I saved my money rather than spending it. And now I feel like I'm at a position where I'm going to see the benefit of that.

But yeah, probably 20 years of just desperation, desperation. I was desperate to be successful, like life or death.

[Ian Bower] (45:49 - 45:58)

So if you was to kind of look at where you are now from back when you was younger, you, you, you won't, you won't be surprised with that. You would, you would.

[Daniel Hill] (45:58 - 46:35)

No, that's good. We did not in an arrogant way. Like that can, that's probably going to come across arrogant, but really not.

But also because I'm not connected to it. It just is what it is. It's like every level has another devil.

I also look at me and 20 year old Dan, if you put them next to each other in a pub, they'd have a great time. They'd just be like, like, I'm still the same person. I always had this vision that I would be and feel different.

And what I realized with this hedonic treadmill is or ferris wheel is you get there to where you want to get to run in the marathon weather, 10,000 Instagram followers this week. As soon as I hit it, I knew I'd be like, not interested anymore. Got it.

I was like, Oh, not even bother with telling anyone.

[Ian Bower] (46:35 - 46:49)

And what about, would you say you're content with where you are now? Or have you still, you still got the hunger to keep going? I guess, are you grateful for where you are now?

Or is there something still that, that just wants you to kick on?

[Daniel Hill] (46:49 - 47:41)

Yeah, I'm grateful in more of a paranoid sense. So I've managed my money meticulously because I'm like, I don't want to lose it. Snakes and ladders.

I don't want to go back to the beginning. I could do it again, but I don't want to do it again. Um, I am grateful.

I am grateful. I walk around sometimes and say, I can't believe this is life. And I look at what the alternative would look like, you know, 40 hours a week for 40 years in a job I didn't like.

And that to me sounds, sounds horrendous. And actually I'm very inspired and motivated to help, to help other people do it. And, um, my definition of success now is, is if I can feel content and feel present, like it doesn't mean I'm not doing anything.

It means I'm having a day where I'm enjoying it. You know, I'm doing, I'm out in the garden. I'm doing stuff I want to do.

And when I have a bad day of doing stuff, I don't want to do. It just reminds me that I want to keep moving to the next level.

[Ian Bower] (47:41 - 47:46)

And would you say you've nailed knife life by design now, would you say you're living your, your best life?

[Daniel Hill] (47:47 - 49:06)

Yeah, no, definitely not. I'd say if you think about proper entrepreneurs, wealth, health, wealth, health, and life by design, I'd say wealth nailed it could teach anyone how to do it. Health.

I would say I'm 90, 80, between 80% there. The, the, the gains I'm looking for now are like considered the masses. They're, they're tiny.

Life by design is my new thing. I would say someone like Adam has nailed life by design for me. I'm, I'm in the first steps of, of enjoying it.

And I'm now, when I talked earlier about breaking through and enjoying life and putting life before work, it's when I, I'm still not there. I'm by one, I'm halfway there. What the days that I have, when I see it, like I'm playing snooze, like my new peer group, we've all sold their companies and you know, they're still making millions of pounds a year, but they're playing snooker at two o'clock in the afternoon on a Wednesday.

The first time I did that, it was horrendous. I felt uncomfortable. I was like, this is just an oddity.

Now I do it quite frequently. I'll go to the gym with them in the afternoon. I'm seeing what life can be like at that level.

And that's what I'm really looking forward to. And I'm just trying to remind myself, I deserve it. I don't need to be available.

I don't need to be around. And in two weeks time, when I stepped down from my executive role, I'm a proper entrepreneur. That will be the law and all my companies, the last companies that will be the last thing for me of like, then I've got to make it happen.

[Ian Bower] (49:07 - 49:30)

So as we go around these two cycles, I can't remember what the book was now, um, the, is it Arthur Brooks? Yeah. Arthur Brooks.

So as you go around the second, so the first cycles just work really hard and the second cycle is kind of more mentoring. Yeah. So how do you see, how do you see that, um, in the future?

So what would your aspirations be moving into say 20 years time?

[Daniel Hill] (49:31 - 50:10)

Well, I'm trying not to get carried away with it, but there's a great chapter in Way of Superior Man that says, if you create enough space for the next thing, it will come. Don't go looking for it. Don't get restless.

It'll come. And really since I sold my wheeler in 2020, I've been waiting for that next thing. And actually the reality is, I just don't think I've created enough space for it enough time for it.

But the thing that's now landing and I'm becoming increasingly committed to passionate about locked into is living off the steam is just creating a, it's just going big on living off the steam and teaching people, whether you need to make 25 grand a year, or you want to make half a million quid a year living off the steam is the only game in town.

[Ian Bower] (50:11 - 50:17)

It's a phenomenal game. Yeah. It's it's once, yeah.

Once you get to that position, it's just, it's just utopia.

[Daniel Hill] (50:18 - 52:16)

It's just the only game in town. And I feel like that would be my next thing. Um, but also becoming a father, I think will change me.

Like I'm already emotionally changing. I don't feel emotionally connected and real that I'm having a kid. Logically, I understand it and I get excited and it's like, this is good.

But that emotional connection that people talk about, about becoming a father, I don't think I'll have that until after the birth, but when I'm walking around like the garden, I have this, I'm getting the chickens delivered in my head. I was thinking, oh, when the kids are old enough, they'll be able to collect the eggs, put them in the honesty boss box on the front garden. People will buy the eggs, give them money.

And that will teach them how, how money works. I just started like not crying, but my eyes started like welling up by thinking about it. And I think, oh, that's that emotional connection.

I've been looking for, for probably five years or so, but I used to have as an entrepreneur and I feel like now I'm just ready for the next chapter, which will probably be kids or it will be kids. And then it, I'm sure then that'll give me even more drives to do the next thing. And, you know, I'll go on that journey.

Happy days. Oh, that was very focused on my answers. That one, but I really, really enjoyed the questions.

Thank you for those. Right. Last but not least, I've got two.

We've come by from Lucy. So maybe I'll do both of them. So the first one is how does your brain work?

So how does your brain work? What do you think on a daily basis? How do you process thoughts?

Like everyone's brain's different. How does yours work? And then as you, as you're describing it, try and come up with an analogy that describes visually how your brain works.

So when I used to be an entrepreneur, when I was a very busy entrepreneur, the way I described my brain was as a lottery machine, all the balls bouncing around all day, every day, but then eventually something amazing would seven fantastic things would drop out the bomb. I don't know what mine's like now, but I'm hoping through this conversation, we can figure it out for both of us.

[Ian Bower] (52:16 - 53:13)

How does my brain work? So I would say I've always got, so Garrett and I, Garrett's my business partner, he's a tempo and I'm kind of a creative blaze. And I think my brain, I'm always in the future.

I'm always thinking about the future. And I've always, it's like I see a jigsaw puzzle on the table. I see all the pieces.

I see all these different pieces and I can see what picture we can make. And sometimes some of the pieces won't work and you need to throw them away. But sometimes some of the pieces that you thought might be good are great.

So I think my brain works, I kind of love bringing things together, whether it's people, community, culture, business, I think my brain just is connection. I'll say it works. It works best at, that's where I would say it works.

[Daniel Hill] (53:13 - 53:30)

What sort of journey as a, you know, active participant or as an innocent bystander, what active, what journeys does your brain take you on, on a daily basis? Do you have highs, lows? Are you introspective?

Are you completely extroverted?

[Ian Bower] (53:31 - 54:00)

I like being around people, but equally I do like my own time. I like being on my own. I'm generally happy most of the time.

I'm generally at peace or I'm generally chilled out most of the time. When I am not happy is generally like when I'm stressed or when things are, you know, when things are getting on top of me, but generally I'm, I'm pretty, I'm pretty, I'm pretty relaxed. I'm pretty, I'm pretty chilled out.

I think, I think running helps that a lot though.

[Daniel Hill] (54:01 - 54:03)

How do you think and feel when you are stressed?

[Ian Bower] (54:05 - 54:45)

Um, I get very dictatorial as in like, this is what we're going to do. I take control and try and control, uh, manage my, or manage the situation out as quickly as possible. Um, I, yeah, so if, if I can tell when I'm really, really, really stressed, cause I, sometimes I just feel like crying.

Yeah. That's my, that's my, like, you know, when I'm just feeling sad and, and I just feel like crying. That's when I'm, I know that I'm like burnt out, stress things, uh, you know, and that, that's my, that's kind of my signal that things are, things are going too far.

[Daniel Hill] (54:46 - 54:53)

Yeah. That's interesting. Yeah.

Mine's not necessarily mine's when I'm stressed, I feel anxious. I can feel it in my stomach.

[Ian Bower] (54:54 - 54:54)

Yeah.

[Daniel Hill] (54:54 - 55:47)

I feel like everything seems just, it's the whole thing that, yeah, not burying your head in the sand, but everything's just overwhelming and the stress then compounds. When I get stressed, it compounds and it compounds and it can take something simple like me putting, sitting down and put my to-do list together or getting a couple of jobs done. I'm like, Oh, the world's not going to end, but I hate, especially in recent years, I hate chasing my tail.

I hate being, uh, chased for deadlines. I don't like not having enough time to do a good quality work. I don't like having to do good quality work when I don't want to do good quality work.

So if I, if I'm not feeling it one day, I don't want to sit down then and have to get it done because it's just not good. Whereas if I'm in my cave and I've got time to do it, it flows and it's amazing. Um, what about sort of like self-talk and self-chatter?

Well, what, what does your brain say to you when you're conversing? Uh, where does that even come from?

[Ian Bower] (55:50 - 56:26)

Loads and loads of deep questions today. So my, my self-talk is relatively good when I'm in, um, a normal state of mind. So say like chill, relaxed.

When I'm, when I'm stressed, I do get sometimes anxious. Um, I guess I become emotionally fragile. So what I mean by that is generally my mind's relatively strong.

I, if I say, I'm going to go running at this time, I'll do, do certain things or get things done. I'm, I'm pretty, pretty good like that. Um, I, yeah, so I'd probably be fragile sometimes.

That's, that's when I know that things aren't, aren't going to plan. Uh, so what was the original?

[Daniel Hill] (56:27 - 56:33)

I don't know. It was just sort of spit balling, but with the, uh, when you think about the type of brain, I was saying about self-talk and like.

[Ian Bower] (56:33 - 57:14)

Oh, self-talk. Sorry. Um, yeah, generally my mind's fine.

I don't, I don't, um, I beat myself up sometimes by, by not doing what I want to do, but I think, I think there's a philosophy that I use is do my best. If I do my best and be my best, then I'm proud of myself regardless of what the result is. So if I go out for a New York marathon is a great, a great example.

I, uh, I went out at sub two, four, five pace and, uh, detonated horrendously and ended up walking the last four miles and finished in three 29, but I'm really proud of myself, although my time's horrendous for me personally, I'm just really proud that I did my best on that. I couldn't have gone any faster. And so for me, that's, that's fine.

[Daniel Hill] (57:15 - 57:22)

Do you feed that back as a leader and a manager? And like, do you think you'd do that as a parent? Cause I think that's a very strong mindset to have.

[Ian Bower] (57:23 - 57:53)

Yeah. Do, do, do, or be your best. Yeah, definitely.

Definitely. I think, I think that's, that's, and I think the other thing is, is if I take responsibility for myself, which is, which is one of my things that I do, then I'm, I'm happy. So if I start blaming people or blaming situations or, you know, that, that's kind of when self-taught is, I think, I think I can see where that can go quite badly, where if it's like, ultimately everything's my responsibility, then, then essentially you, you, I personally just need to, everything in my life is my fault.

[Daniel Hill] (57:53 - 57:54)

Yeah.

[Ian Bower] (57:54 - 57:58)

So I think, I think that's, that's kind of where, where I am in my brain a lot, a lot of the time.

[Daniel Hill] (57:58 - 58:04)

When you get a lot of high performance and you're thinking about the way your brain works. So like when you, when you listen to people like David Goggins.

[Ian Bower] (58:05 - 58:06)

I love David Goggins.

[Daniel Hill] (58:06 - 58:12)

Yeah. David Goggins, Tim, Tim, what's his name? Did the Relentless, the book.

Uh, he was Michael Jordan's coach.

[Ian Bower] (58:12 - 58:14)

Tim Glover, I think. Tim Glover, that's it.

[Daniel Hill] (58:14 - 58:39)

And he took the scripts that he talks about is just the stuff that we use by default to drive ourselves. Not necessarily the most, uh, self-loving approach to life, but when you think about your brain and what enables you to run marathon sub two, four, five, go running in the snow, turn around companies, you know, what, what is it? What's going through your head at that time?

[Ian Bower] (58:40 - 58:46)

I'm pretty hard on myself. So I think you, you, you explained it best. Once you said you're the worst boss in the world.

[Daniel Hill] (58:46 - 58:47)

Yeah.

[Ian Bower] (58:47 - 59:06)

So for me, I, I, I make myself do stuff that I wouldn't expect anyone, anyone else to do. So, so I think, I think from, you know, what goes on in my head, but I, I, I see it as a challenge and that's good and bad at the same time. But, um, yeah, I, I, I see sometimes I just see, see things as a challenge.

How, you know, what, what, what can I do?

[Daniel Hill] (59:06 - 59:22)

And for people listening to this, they're like aspire to be doing the stuff you're doing, but they don't get up. They don't go running. They don't go training.

They don't do those things. What, when their brain is saying, don't worry about it. It's raining outside.

Nobody else is going running today.

[Ian Bower] (59:22 - 1:00:33)

Mine says the same. So it's, it's, there's those who, well, you can either do it or you don't do it. So it's just, it's just the commitment.

If you want to be successful, in my opinion, it's just keeping your promises to yourself. So if you tell yourself you're going to go running at whatever time in the I, I help myself by I'll get all my running stuff out the night before. It's already ready for me.

I'll set my alarm in my office and not my bedroom. So I have to get out of my bed or my office is going to go on. So now I've got out of my bed.

I put my running stuff on and then I've got my running stuff on. And then I've got a pint of water next, next to me. So it's just, it's not, it's not, you don't do it from day one.

It's you fail millions and millions and billions of times first. And then it's something that you slowly build up to, but it's just, it's just setting yourself small promises that you can keep and then just keep compounding and compounding and compounding. And then what you see now, whether it's something that you do in business or whether it's something that I do in business or running or whatever, whatever it is, it's, it's the compound effect from a significant amount of failure at first, which is what everyone goes through and then just the discipline and relentlessness to, to continue and, and carry on.

[Daniel Hill] (1:00:33 - 1:01:20)

And that's not necessarily, that's not the answer I was expecting, but it's definitely the best answer. I remember hearing David Goggins say that he doesn't go, he walks around, he can walk around his apartment for 40 minutes, looking at his trainers before he actually goes and that's reassuring. You know, people want to know you're human equally.

It's like, you know, they said never meet your heroes, but equally the ultimate decision is, did you go running or did you not sort of thing? So yeah, that's, that's good to know. And when, uh, there's another great saying, which says, uh, nobody ever wanted, nobody ever, uh, looks forward to going to the gym, but they're glad.

Everyone's always glad that they have, that they've gone. Would you say it's the same for you? You were running, even like the reason you do it is you want that satisfaction afterwards.

Or, and actually if you didn't go that fear of, you know, that pain of discipline rather than the pain of regret.

[Ian Bower] (1:01:20 - 1:01:29)

You only regret the runs that you don't do. You never, you only regret the runs that you don't do. You never, you never finished your run and regret it.

So it's, it's, it's the same. It's the same thing.

[Daniel Hill] (1:01:29 - 1:01:47)

Nice. Very good. Just to finish off.

Cause we're out of time. The other one was, I was going to ask, I was going to check in about your drinking. Last time we spoke, we, we both said about why do we keep talking about alcohol?

It keeps showing up. You know, what, what is the crack? And just a quick 30 seconds to summarize.

You decided to stop drinking altogether this year. And how's that gone?

[Ian Bower] (1:01:47 - 1:02:57)

Yeah, really well. So, um, I've, we had a, as a topic on one of the last, uh, podcast, we that was, sorry, that was one. So, um, I used to drink every day, one, three beers a day for loads of years.

And then about four, four years ago, I did four and a half months, no alcohol. And it was like going from black and white to color. And I kind of played with alcohol a little bit as in like drank it.

Sometimes drank it not other times. And I think for me now it's longevity is really important. So the way I look at alcohol now is it's, there's nothing good about it.

I've never woken up in the morning and thought, I wish I wish I had a bigger headache or I wish I drank one more drink. And I think, I think if you can, where I came to is I started to look longterm. So if you look at, you don't care what happens tomorrow, when you're younger, you can go out and drink loads of beer and it doesn't matter.

But when you start thinking about like, I want to live to a hundred and not just get to a hundred, but be, but be fully functional and, and, um, a kick-ass Centurion, then, then that, that was when I decided to just have a whole year off beer because it's once I could see the future, then, then the alcohol just, I didn't see any value in, in having, having I assume it's going great.

[Daniel Hill] (1:02:57 - 1:02:58)

No, not, not missing it.

[Ian Bower] (1:02:59 - 1:02:59)

No, not, not.

[Daniel Hill] (1:02:59 - 1:03:00)

Seen huge benefit.

[Ian Bower] (1:03:00 - 1:03:09)

And especially having a young child and a young one on the way. There's having a hangover with children must be horrendous. So yeah, don't, don't miss it one bit.

[Daniel Hill] (1:03:10 - 1:03:11)

And where can you go back?

[Ian Bower] (1:03:11 - 1:03:32)

Um, I've, I've not, I've not thought about it. I think, I don't think it'll be a thing that I do properly again. Um, I used to be, yeah, I've shifted.

And I think after I get through, through a year, I, yeah. And, and the, the zero Guinness now is amazing. Yeah, it's really good.

But, uh, but yeah, I don't, I don't think, I don't think I'll drink excessively ever again in my life.

[Daniel Hill] (1:03:32 - 1:04:25)

Fair play. We'll regroup on that in another 18 months time. Ladies and gentlemen, Ian Bowers, six rounds.

Don't hit the bells. Finish. Nicely done.

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