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[Daniel Hill] (0:05 - 25:48)

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. Hello, and welcome to this next episode of the Profit Entrepreneur Podcast, and it gives me great pleasure to confirm that I am back and better than ever. You may or may not have noticed over the last 12 to 17 weeks, these podcasts have actually been prerecorded.

And over the last 12 to 15 weeks, I've actually been taking time off on paternity leave, having finally exited all of my executive roles in the business after a long, what seems like a forever drawn out process of the last four years or so. And when I say that I'm back and better than ever, there's a very specific reason for that. Over the last 12 weeks, I've been very pleased, honored, and happy to welcome to the world our first daughter, who has been an absolute life changer for me.

And over the last 12 weeks, those of you that listen to the podcast for a long time will understand that since 2020, I've really ridden that roller coaster of entrepreneurial journey. Now, I was very fortunate up to about 2020 to have established my financial fortress, to have acquired lots of assets, to have built and then sold lots of companies, lots of properties, and a number of portfolios. And then over the last few years, I've really been trying to find my feet, having got to a point where I retired and then came back and then retired and then came back.

This year, I was really clear that I wanted to break through to the next level. And in the next podcast, you're going to hear my end of year presentation for Property Entrepreneur 2024. And what you'll realize in this is the power that can be achieved in developing your life, your business, everything that you want from this journey, if you go out and actually do it strategically and then actually execute effectively.

And the reason I say that I'm back better than ever is one of the things that we use on Property Entrepreneur to calibrate our success is around our life. So on Property Entrepreneur, we have three values. And over the last 20 years of being a high performer, I've established there's really only three things you need to focus on.

The first is wealth. So without a solid portfolio and asset base and low gearing, low risk, high net worth, you're really going to struggle to have the freedom of choice and independence that you would have otherwise. So first is establishing your wealth.

The second is your health. You know, you're only here once and we want it to be good. We want to have that longevity.

We want to enjoy the journey. And you can only really have that if you invest in your health. And one of the first things that we sacrifice in our younger years when we're driven and high performing and burning the candles at both ends is our mental and physical well-being.

It's really important that we follow, that we invest in that pillar to make sure that we're not the richest or wealthiest man or woman in the graveyard and understand that whilst it's cliche to say, it is all about the journey and you don't want to sacrifice your health for your wealth. And then third is life by design. And you might realize these run in sequence.

Normally you make your money, you buy back your time, you invest in your health, and then you get to choose the life by design. But the reality is we don't want to spend all of our life sacrificing our health for money and then spend all of our later years spending our money trying to buy back our health. The reason we progress in this manner is we want to be able to calibrate each of those and there's a number of KPIs for those which I'll cover in other podcasts.

But today I'm back, I'm better than ever, and this is not just the fact that I feel good and I'm in a great place personally and professionally, but actually statistically I'm in the best shape that I've been in the whole of the time that I've been doing this journey. And the reason for that is because it all ultimately comes down to your quality of lifestyle. And when we talk about life by design on Property Entrepreneur, the reason we call it life by design is the fact that it's life by design and not life by comparison.

Because if you get seduced by the highlight reels of social media and the press, you're going to think that being rich and famous is the place to go and you're actually going to get there and be reasonably unhappy. If you ever heard the Jim Carrey quote, he says that I wish that everybody could get to be rich and famous to realize that actually nobody wants to be rich and famous. And this is the whole thing about life by design.

It's having that maturity, it's having that wisdom, it's having that introspection, that self-awareness to actually understand that life is for living and whatever your life by design is, that that is your sole focus. And what we have is a KPI which rates every year what our life by design score is. And what this is, is basically how satisfied you are, how content you are, how happy you are with who you are, where you are, and what you're doing.

So there's a scorecard that we use and in the show notes you can go and take the scorecard yourself, see where you are, and you go to www.lifebydesignscorecard.co.uk and this is normally something that we do internally at Promptly Entrepreneurs, only for our clients. But having experienced it over the last few years and understood how powerful it is, we're now releasing it to all of our networks. So you can go out there now and score where you are, what the quality of your life by design is, by your own standards, not by anybody else's, and what it'll do is it'll give you an overall score for the quality of your life, and then it'll break it down into the key sections.

And this scorecard took us about 18 months to develop, it includes every other macro level rating there is, whether that's Maslow's Hierarchy, Tony Robbins' Laws of Success and Life, all of the spiritual chakra energies, elements that you should focus on in order to live a holistic, present spiritual life, all the way to relationships, communities, health and fitness, work relationships, all of the various elements that go towards challenges, adventures, and experiences, and through a set of about 40-odd questions, it will rate every single part of your life that exists based on any other test that's out there, and in one scorecard, give you an overall rating as to where you are, and then break it down by the key eight areas or 10 areas as to which areas you score highly in, which areas you score low in, and which areas you should focus on. At the beginning of the last year, I rated 78%, which is deemed to be a medium. And in some areas, I was very high up in the 90s, other areas, I was down in the low 70s.

So it gives you an average, and then it breaks down each area of your life, and then when we go into the next year, which is, I'm recording this in real time now, in September, the Profit Entrepreneur Cycle starts in October, as the seasons change, the new year starts, the seasons start to slow down, we get into that autumn reflective period, we review, we reflect, and then we strategize for the year ahead. And that was exactly what I did last year.

I executed probably one of my best blueprint years, or one of my best strategies on Profit Entrepreneur to date. And having scored a 78 medium last year, literally yesterday, I scored at the end of this year, I'm now at 91%, which is the highest I've ever been. There's been a huge amount of energy, effort, failures, challenges, step chains, and successes to enable me to get there.

So if you haven't already done this, I recommend click the note in the show notes, or go to www.lifebydesignscorecard.co.uk now, and you can do yours. So when I say I'm back, and I'm better than ever, I'm really excited to come back and start doing these live podcasts for you. I've done over 250 episodes now, I've been doing them for years.

And those of you that have listened over the last few years, you would have seen me progress. And for the first time ever, I've got up to the level I wanted to get to. Since 2020, I've been trying to break through, but every business I sold, every deal I finished, I never really got to where I wanted to be personally.

And this year, I took some really bold decisions with a very definite deadline of the arrival of our first child in June this year. And through that 12 month cycle on Profit Entrepreneur, nine months up to the due date, I created a strategy, I built a team, I executed it effectively, and of course, it took longer than expected, it cost more than expected, but out the other end, I can genuinely say for the first time in probably three or four years, I'm loving my life, I'm in a fantastic place, I'm exactly where I want to be, and a lot of credit goes down to this scorecard.

So how did I go from a 78 to a 91? Well, there's 10 different sections to this. And the first one is one that I actually scored lower in at the end of the year, which might sound strange.

So my physical and mental health, when I did this last year in November, was a 92. Very high mentally, physically, in a fantastic place. And I think a lot of that was credited down to the fact it was autumn, I'd just done a weight cut, I was in a great place, it was the end of the summer, and I was feeling really, really solid.

This year, unfortunately, I've scored 84, which is still a high, but the main things I've taken my eye off is over the last three to five months, I've been able to relax. So I haven't been militantly at work, militantly doing this, militantly doing that. There's been trips, there's been holidays, there's been socialising, and probably the only thing I've taken my eye off physically is, and not necessarily taken my eye off, but I'm probably about two kilos over where I should be, which for me is not really ideal.

Two kilos below would be the top end of where I want to be, about 66 kilos would be about where I want to be. I'm about 67.8 kilos. So a little bit to trim off there, a little bit of margin to correct.

But mentally, I'm in the best place I've been. My stress levels are down, I'm not burnt out, my anxiety of running around a million miles an hour, deals, teams, businesses here, there, and everywhere, sitting on about 10 different boards, all of that's disappeared. And mentally, without a doubt, I'm in the best position I've ever been.

So I'm really pleased with that. And I've gone from a team of, I don't know how many, how many boards, how many teams, how many employees, how many reporting lines, down to just two. And in further podcasts, I'll talk about this.

When you get to the chairman level, which is where I've finally broken through to, it's all about quality of living. It's life by design, low stress, maximum enjoyment, and only two people reporting to you. You want a managing director who runs your business and an EA who runs your portfolio, whether that's a portfolio of shares or businesses or properties.

You want to get down to that. And that's been a game changer for me. The second was relationships.

And relationships is all about personal relationships, love, friendships, family, but also working relationships, business partnerships, things you're involved in. And last year I scored 78, whereas this year I've scored 92. And the main thing there is I had way too many people reporting to me.

And I found that every day I would be constantly in WhatsApp, sending messages, helping people. And the problem was I just had too many people reporting to me. I spent maybe three or four hours a day on WhatsApp, sending messages.

Now I just check WhatsApp once a day. I'm down to two reporting lines. And the teams that have now gone to take the businesses forward have done that under other leadership, or we've promoted existing managers.

We've taken people to the next level. And that's enabled them to go and do what they need to do without me being a bottleneck. But it's also enabled me to really develop those really key relationships that I have.

And now I only have two reporting lines and then my close friends and family to focus on. The more you water the plant, the more it grows. And that's flown up to a 92% for me this year, because less is more.

I've got less people to worry about, less relationships to invest in. But the ones that I have got are blooming and growing into fantastic relationships, environments, and places to be. Career and finances is obviously a key thing.

Ironically, I scored 84% last year, which is high, but now a 98% this year. So my career satisfaction is higher. My finances, wealth management, one of my objectives this year was balance the books.

All of that is almost immaculate, almost 100%. The reason for that is for three years, I was unhappy. I would say I was in that executive seat.

I was running businesses. I've been doing it for 20 years. And I just knew I needed to break through to the next level.

But over the last three or four years, haven't actually pulled the pin and done it. But this year, if you go back and listen to the breakthrough blueprint, I finally got into that chairman seat, which I've been working on. That's always been my target since 2014.

That's been 10 years. But for four years, I've been trying to get there and not managing to break through. And having broke through now, my career being a chairman is completely life-changing.

All of this tapers back from the deadline I set on Property Entrepreneur, which was also the due date of my first child. All of it tapered back from there. I invested hundreds of thousands of pounds.

I had to bring in some really key team members. I had to exit some of my roles. I had to sell some of my shares and companies.

But the aim of the game is less is more. I wanted low stress. I wanted maximum freedom and independence.

I wanted to focus on a few key businesses, or rather, maybe even less than a handful now, few key businesses and really enjoy what I did. And the reality was, I was just doing too much. I was burnt out.

I was spread too thin. And having actually broke through that now, it's been an absolute game-changer. So my career and finances is now in the best position.

And considering over the last 12 months, I leveled up everything financially, moved in to my dream house, multi-million pounds, 12-bedroom manor estate. I got the Rolls Royce. I got the driver.

I got all this stuff. You'd have thought that that would throw my finances into turmoil. Actually, all of that was the pieces to the puzzle to get to where I wanted to and then balance the books with my financial fortress.

So that was definitely a challenge. And it was going into the dip. And it was emotionally very testing.

And it wasn't what I thought I should do. But having now done it and had the dream house, the dream lifestyle and balanced the books so I don't have to worry, all of it's paid for by my financial fortress. 98% is probably, I mean, I don't know what the final 2% is, but that is such a rewarding place to be, having struggled with business over the last few years.

And wondering whether I still loved it anymore. But having got through the other end, absolutely chuffed with that. Personal growth and development.

Last year, I scored a 70, which is a medium. The reason for that was I was doing the same thing I knew how to do for maybe three or four years. Yes, the deals got a little bit bigger and the revenues got a little bit bigger.

But really, I was being a managing director. I was doing the same stuff I've always done. And it wasn't really challenging me.

Having broken through to the chairman level, I've now got a whole new set of skill sets to learn. The idea that it's okay to play snooker on a Wednesday afternoon. And I don't do any work before 10 or after 5.

I probably do three hours a day of actual work. And the rest of the time is lunches, it's speaking to people, it's enjoying life, it's spending time around the hall. But in that time, I'm getting creative.

I'm thinking, I'm understanding and learning what this next level looks like. And it's actually, how do you get more from less? If I'm only working 5 to 10 hours a week, where previously it could easily have been 40 to 60 hours a week, how can I actually go and make more money from doing less?

My work ethic was a real challenge I had to overcome. Being a visible, active leader was a real challenge I had to overcome. But having broken through that, I feel in the best place I've been for years, because I'm finally in a new space of growth.

I'm doing something new, I've broken through. I'm really enjoying that journey. The next is uncertainty and variety and exploration.

And again, I scored 78 last year. The key reason was I was just doing what I've always done for three years. Yes, there was holidays and trips, but it was the same workload, the same routine, the same structure.

And for someone who's a dynamo like me, we need variety, we need change, we need to learn things. And then even having had Sav's been pregnant, then we've had a new baby, we've probably done more traveling in the last 12 months than we have done in the last three years. Holidays, going and seeing friends and family, weekends away, just doing those sort of things that I never really prioritized or made time for.

I now scored a 94 on that, which I was absolutely chuffed with. Community and social engagement. I just got completely disillusioned with all of the noise around me.

And I wasn't able to enjoy the things that I used to love. So leading a community, running a charity, being the leader of a team and a business and creating a culture, I was just locked in that same place. But this year, I'm at 94%.

I've never been so arm's length from the businesses I'm involved in, whether that's property entrepreneur, portfolio builder, manor house developments, get up and give back the charity, PPN UK. I've never been so arm's length and so distance and so unavailable. But I can also say I've never been so motivated and driven and brought in to the future of the culture, the team, the vision.

All of that stuff comes naturally to me when I'm not sat at my desk, stressed working. I'm in the garden. I'm mowing the lawn.

I'm feeding the chickens. I'm on trips. I'm in the hot tub.

And yes, you might think, you know, that's all relaxing. And it is 100%. But actually, that's where my best value comes to me, my ideas, my thought, my vision.

And now I feel like I'm completely committed and engaged with the community and the social aspects of what I do. But from a very different level, I'm doing it because I want to, not because I feel like I have to. And it's no surprise so far this year, each of those teams and charities has broken every record that we've ever had without me in it.

And that's a real key lesson of moving up to this next level and empowering the next level of leaders. Reasonably consistent, fun, leisure and recreation, which is the next scoring category. Life is for living, live it.

78 last year, 68 this year. All day I'm thinking, what do I want to do today? I want to go to the gym.

I want to mow the lawn. I want to go out yesterday and take my partner and our child out for the afternoon shopping and go out for some nice lunch. Things like that.

Having the choice to go and do what I want to do. And having now had the opportunity to create more priorities in life. Previously, my only priority was work.

All I really cared about was work and then a little bit of life outside of that. Now I've got work, I've got my family, and then I've got myself, which is gym, things that I enjoy doing. When I get to balance those and I don't have, I'm not burnt out in one focus.

Actually, the less I apply to work, the more value I get when I do apply myself to actually doing creative stuff. So fun, leisure and recreation has gone through the roof. And it's no coincidence.

The more that I relax and enjoy myself, the more creative I get and the more motivated I get to do the high value work that I'm actually good at. Balance and environment. This time last year, we were between houses.

We were moving house. We just moved into the hall. We were developing it.

I had no balance. I was, in fact, to be fair, that's not true. I was working 25 hours a week, which was good balance.

And that was 76%. If I'd have done this score in, say, March, I went from 20 to get up to chairman level, went from 25 hours a week to about 60, which seems backwards. And I was completely burnt out, completely exhausted.

Probably would have gone down to about a 20 if I'd have scored myself. But you've got to go backwards to go forwards. You've got to go into the dip to go up.

Out the other end, my balance and environment is fantastic. I live in my dream house. We've got everything that we need here.

My workload is minimal. I go on WhatsApp once a day. My balance and the environment around me in both business and life has been fantastic.

And I scored 88% on that just now. Spirituality and values, 76% last year. The reason for that was I was just completely burnt out.

I wasn't engaged. I wasn't interested. I felt like I was running on the treadmill doing the same thing.

Now I'm up at 90%. I'm completely aligned with my values, which are service, growth, adding value and innovation. Spirituality, I'm not burnt out.

I'm not asking the big existential crises questions. I'm not feeling lost. I'm not feeling exhausted.

I'm in a fantastic space. I wake up every day. I feel fresh.

I feel engaged. I feel good about the future. I feel like I enjoy everything.

I enjoy looking after our child in the morning. I enjoy going out during the day. Today I've traveled an hour, had a couple of hours, nice long lunch with my executive assistant, looked at the plan for the next month, looked at what was going on, traveled back.

I just feel very happy and content and in balance with everything spirituality and values wise, which means that's given me 90%. And then finally is I was in the 70s for gratitude and positivity. The reason for that is I just wasn't content.

For those of you that are listening to this and would just say, you feel like you're running on a treadmill. You're doing what you've always done. You're not excited.

You're not driven. You're not passionate. You're not thinking about the future.

You're just in a lull. You're in a slog. You're not enjoying it.

That's probably where I was this time last year. Not hugely grateful, not hugely positive. If anything I was doing was probably a little bit forced, whereas now I'm grateful for everything.

I stood out on the front lawn the other day for about five minutes and just looked at our house and just thought, wow, how have I ended up here? I'm looking after my daughter in the mornings and I'm just grateful that we were fortunate enough to have a healthy baby and just enjoy that experience. I'm grateful for my partner.

I'm grateful for my team. I'm grateful for everyone, my family, everyone that's around me. And positivity, as long as I don't overcook it at work and I don't burn the candle at both ends and I don't get tired, I'm naturally a very positive person.

I'm positive. I'm optimistic. I'm excitable.

I'm looking forward to the future. But burn me out and put me on the treadmill and get me to do the same thing day in, day out. That just doesn't suit my profile and it doesn't help me at all.

So they're the 10 categories and this is the Life by Design Scorecard. This has genuinely, again, those of you that listen to this for the years, you will have heard this over the last three or four years from me going through the motions. Those of you that haven't, you can go back and look at some of those spiritual, reflective, deeper, meaningful podcasts that I've done.

And it was this scorecard. You can do yours, www.lifebydesignscorecard.co.uk and within about five minutes, you can rate where you are in your life and it'll tell you what you're absolutely acing, what you're not focusing on. And just from having those stats, I managed to go in not even 12 months.

I did the first one in October and did the most recent one yesterday. So that's, whatever that is, nine or 10 months. I went from a 78, where I would say I was just okay and searching for the next thing, up to 91, where I'm literally swinging from the rafters.

I'm absolutely buzzing. You can probably hear it in my voice. I'm glad to be back and I'm really excited for the future.

So it's fantastic to be back. These blueprints, they work. I've been doing it for 22 years this year.

We've been teaching it for 12. Go to www.lifebydesign.co.uk scorecard now and figure out where are you, where do you want to get to and what do you need to focus on to get there? I guarantee it will change your life.

So I'm back. I'm back in real time. I'll be recording these podcasts every week.

Join me next Tuesday for the next episode where I'll be sharing my end of year presentation so you can see the context behind how I went from a 78 to a 91 to being without question in the best position I've ever been personally and professionally. And I wish you the very best of luck doing your scorecard because I genuinely think it will change your life. It'll add huge value and it will show you what you need to do to get to where you want to get to.

Remember, success and failure are both very predictable. It's great to be back, better than ever. And I'll see you on the next podcast.

I hope you enjoyed this blueprint podcast episode. If you're not already subscribed, sharing these, this is my lifetime's work. And every Tuesday, I'm giving you one blueprint away for free.

These things are unique. They're proven. They've enabled me to build over a 10 million pound portfolio in a few short years.

And over the last 20 years, I've helped start, systemize, scale and sell over 40 different companies. If you like them, share them, subscribe, make sure you don't miss a single episode and tune in every Tuesday for a brand new episode. And then follow me daily on Instagram for free content, post twice a day, completely free of charge.

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