**TBP 263 Chairman Edited\_Transcription**

[Daniel Hill] (0:00 - 23:54)

How to make seven figures a year on one day a month. Over a decade ago I met my now business partner who was a chairman who was working one day a month and making seven figures a year and I couldn't believe it because I was more familiar with running a big business, a team of 40 people, seven offices around the UK and yes we were making millions of pounds a year but it definitely was not on one day a month. In this podcast episode I'm going to take you through the chairman blueprint which is what I've worked for over the last 20 years and what I've developed for the last four years to ensure when you're ready for this you will get it right.

If you're currently busy working hard growing or running a business and you want to get to a point at some point in the future where you genuinely can put your feet up still make millions of pounds a year but do it on one day a month rather than 10 hours a day then this is the episode for you. This is the chairman's blueprint. 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 so many of you that have listened to the podcast for years will have heard my challenge over the last four years as I've tried to break through to the next level. Now this has been very challenging. I used to love being in business.

I've been in business for over 20 years. I've scaled companies. I've bought companies.

I've sold companies. It was my passion. I loved it.

It was the only priority I had in life. However I got to a position in about 2019 where I just wasn't enjoying it anymore. I felt like the business owned me rather than me owning it.

I was constantly at work. I was constantly needing to be available and although we were making lots of money we're still making multiple seven figures a year. I just really wasn't enjoying it.

I was getting demotivated. I was getting tired, exhausted and having achieved everything I thought I wanted I wondered what it was all for and about 2019-2020 I started to exit from my executive roles and at my peak I think I had over 30 companies and about 10 different boards official non-exec and non-exec board seats that I used to sit on and bit by bit I started to step down from that started to chip away at that workload and despite selling lots of companies stepping down from lots of roles my workload didn't seem to decrease and what I realized was I was actually just doing loads and loads of work and I hadn't appreciated how much stress, how much pressure, how much ownership that had over me and my life and when I started to look for the solution I had to keep chipping away and away and away until I got to the point that I realized actually my priorities had shifted before this point I felt that my priority was making money and whenever I had an opportunity somebody might want me to sit on a board for them for thousands of pounds a month or sell a business for them for tens or hundreds of thousands of pounds for doing a bit of brokering and whenever I was offered those opportunities you know speaking on a podcast for a couple of thousand pounds I would grab it because to me my priority was making money I wanted to make more more more more big is better and I just prioritized money what happened about two or three years ago is I realized actually I don't want any more money I've got more money I'm now doing more work for more money that I don't want and I don't need and I'm not enjoying it so what do I actually need to do and what I did was I started to buy back my time and over a period of four years I went from having 40 team members to only four and during the time ironically I was happy to stop making money and I kept stopping that stepping down from roles to reduce the amount of money I made but ironically when I got out of the way actually we made more and now I'm in the fortunate position of finally getting to this chairman seat and in this podcast I'm going to take you through the chairman's blueprint which explains to you if you want to get to that position which has taken me 12 years of working towards four years of being disappointed that I've not got there and the last 12 months I've actually started to experience and enjoy it this is the blueprint for you so what I've done is I've boiled down what it's like to be a chairman and looking at the blueprint what you actually need to do in your life and business to achieve this now if you're currently a workaholic you love your business you're growing your business you're expanding you're recruiting loads of team members and you're happy and being busy this probably isn't for you right now if however you're making loads of money you've already got a big business actually you want to start having a family you want to get married you want to chill out you want to focus on your health you want to spend time with your kids actually life is a bigger priority now this is the blueprint for you and it's not all about making more money this is about having the perfect sweet spot where you can have your cake and eat it so the chairman blueprint is made up of three pillars and I'm going to take you through them in and what you'll notice is that a lot of this is around the three pillars of property entrepreneur which is wealth health and life by design but what I've done is I've actually pulled together the key targets you need to achieve to become the chairman and the three pillars that you need to work towards are underpinned by the journey you go on with your financial fortress of buying assets and actually progressing through the wealth creation and wealth management blueprint so the three pillars the first is money the second is time and the third is life by design so take you through the first which is money because the reality is you need money and everything is a lot easier when you've got money life is easier going to the gym is easier not having reducing the amount of problems you have and not having issues every day is easier when you have money so it doesn't matter who tells you you know work-life balance stay fit and healthy at the same time the reality is all that stuff is much easier when you've got loads of cash in the bank so the first pillar that we focus on is money and what you want to get to is three things the first is to achieve genuine financial independence so you've worked hard you've run your business you've bought loads of assets and now the money you make from your assets replaces the money that you make from activity so basically you can live the life you live where it's 50 grand a year or 500 grand a year every penny of your outgoing your mortgage your cars your kids costs food in the fridge whatever it is every penny that money you spend comes from a financial fortress so that's the first thing in order to get started at the chairman level you have to be financially independent the second is if you choose to be financially independent and you want to own businesses because i was chatting to my driver on the way here and a good friend of his has just sold a business for more money than i'll ever need and he's already looking at next opportunities to go and get into the reason why is because retirement and doing nothing is overrated you'll probably drink yourself to death if you choose to be active in business which most of us probably will i love doing business i love doing deals i love creating opportunity i love growing but i don't like being busy anymore i like working on the beach or on the terrace or in the sun i don't work like working at a desk for 10 hours a day or 12 hours a day like i used to but if you choose to go into business the second thing is it has to be highly lucrative what i mean by this is if you're going to own businesses at the chairman level you really want to be making a minimum or have a model that's going to make sure those businesses make a minimum of a million pounds a year so each business you own is a million pound model it has the potential to be kicking out a million pound a year that's where the easy money is small team highly lucrative highly leveraged and what you'll get there is one enough money to pay a team of directors to run the company for you so you don't have to do it yourself and two it's highly lucrative you know you're not owning car washes that are going to make you 50 quid a day and you know you're there with your bucket and sponge they're highly lucrative highly leveraged businesses so other ones that don't meet that criteria step away from find those real key ones and there's not that many about and the minute i've got five in my portfolio that have that model and they're really what i'm doubling down on this year and then the third is highly liquid if you want to be the chairman level your real main job is allocating capital and in order to do that over several businesses or an eight or nine figure portfolio you need to be very liquid and you've heard me talk about liquidity before i am genuinely more liquid you know tend to have seven figures around me in cash not always a great idea wasn't a great idea when inflation was 10 what it does mean is when an opportunity comes up or crisis hits or a deal strikes i can move in seconds and i've got cash around me to make those investments and i would choose to have between 6 and 12 months uh work liquid working capital in my bank so they're the first three things you need for money you need to have financial independence 100 to work on that you need to have a highly lucrative business that's going to make a minimum of a million pound a year and you need to have high liquidity 6 to 12 months liquid cash in the bank working capital requirement for all of your organizations so that's the first the second pillar is time and once you've got money and you get to the point where you're making more and more money and actually it's making you more and more unhappy what you realize is actually your priorities have shifted and now you prioritize time over money and you start to buy back your time you use that harder money to put the right people in place and actually get your life back and you only really at the chairman level want two people reporting to you the first is a managing director so each of your companies wants to have a director in most cases it'll be an md a director that runs that business on a day-to-day basis earns lots of money and they report to you and the second is an executive assistant because most of us who are you know active entrepreneurs wealthy individuals you tend to have investments whether it's managing your vanguard or it's managing uh your holding company or it's releasing accounts and kpi reports you need an ea who really oversees your wider group uh portfolio and reports to you on that basis but that's it you just want two people to report to you a managing director and an ea the second is you can tell the hallmark of becoming a chairman and getting to this non-exact level when you have a clear calendar and by clear calendar i mean apart from the personal things you choose to do not business walking the dog uh taking your kids swimming going to the gym playing squash whatever the only thing in your calendar is board meetings so you you have a clear calendar and only board meetings booked in that's it that's the definition of of a clear diary clear calendar at chairman level and yes you'll have loads of things to do i've always got stuff i want to do i want to create this i want to do that deal i'm buying this site i've always got stuff going on but i pick it up whenever i want i don't have to be in meetings i don't have to be at appointments i don't have to be at my desk i don't have to be on the end of the phone that's the definition of the chairman role you do whatever you want whenever you want but the reality is you know you're still probably filling your days with uh with great things you enjoy doing and then finally is full freedom you have to have 100 freedom of choice and location choice of what you do when you do it who you do it with so someone says do you want to jump on a plane tomorrow you can go and do it and the second is location i've just come back from 10 days in uh spain marbella la manga and then i'm back here for three weeks and then i'm going over to tenerife for a couple of weeks you can work from anywhere you can work from your laptop you can work in any time zone full freedom of choice and locations they're the second things you need to achieve the second pillar of uh chairman is time highly leveraged clear calendar and full freedom and then finally which is the hardest one and i would say i've cracked now uh pillar one and pillar two my work now really at the chairman level is pillar three and when you've got all the time in the world and all the money in the world but you've spent 20 years getting to this point what do you actually do with your life you know you like being busy you like running around you like adrenaline you like the the sex appeal and the heat of the deal but what do you do when you've got all that stuff and you know you've now got time on your hands well this is where life by design comes in because it's unlikely you're going to give up doing everything you know getting a head massage and someone rubbing your feet and eating grapes and obviously wears off pretty quickly for most people unless you're going to slowly drink yourself to death what are you going to spend your life doing and this this is what the third pillar about is about life by design again there's three things the first is adventure experiences and challenges so just having a life that's full of experiences you know going away and seeing the pyramids or adventure you know going away backpacking for a week or just jumping in a plane and figuring out where you go on the other side or challenges doing a weight cut running a marathon do whatever you need your life needs to be filled with adventure variety excitement when you have the privilege of time and you don't have to work all the time you know you've got to find something to do with it the second is life is about much more than having loads of time and loads of money what is your passion what is your purpose and what is your legacy what are you actually going to build this life around and this is really what i've been focusing on now is right what is my passion i do really like business also like teaching people about wealth creation and how to be financially independent and what i'm going to do my legacy you know i've got a charity i've got some reasonably big businesses i've got some quite high value stuff that we add to other people what am i going to do there and this is you know the next thing is purpose passion and legacy what do you do on a daily basis that gets you excited adds value to others and is actually worth getting out of bed for and then finally is living and life and many of you that are busy sacrifice it you know you sacrifice your health you sacrifice birthdays seeing your family for work the last one is fun family and friends who do you choose to spend your time with who do you enjoy spending time with how do you build that into your life and this is the third part of life by design just jumping in quickly with a opportunity for you so improper entrepreneur we use a scorecard called the life by design scorecard and it shows you exactly where you are excelling in life and where you have the opportunity to improve we created this two years ago and it uses every single life mapping matrix and psychometric testing that is out there to rate your life and show you where you currently excel and where you have the opportunity to improve if you want to do yours now go to the show notes and visit www.lifebydesignscorecard.co.uk now there's a link in the show notes you can click it and in less than five minutes it's completely free you'll get a full bespoke report and it will show you exactly where you're excelling in certain parts of your life and which specific areas you need to pay more attention to it's completely free we've never shared it before outside of proper entrepreneur go into the show notes now click the link it's www.lifebydesignscorecard.co.uk back to the podcast they're the three pillars of becoming a chairman level and then just a couple of bits to sort of add to that there's three gears to go through with wealth creation and when you go earn your money to become a chairman the first phase is all about earning money the second phase is about establishing your wealth and then the third is actually about enjoying it so earning money is how can you actually make seven seven or eight figures a year you know that's hard work you've got to figure that out after you've figured out how to kick out a load of cash how do you then establish your wealth and this is financial fortress it's doing your financial fortress buying those assets we do this as a separate training program how do you actually get a seven or eight figure net wealth with a six or seven figure income so you never have to work again your business can go belly up you can quit your job and you never have to work again that's financial fortress establishing your wealth and then finally is enjoying it after all of that how do you step back and actually enjoy having time to yourself because for somebody that's been busy for 20 years and is probably an addict and not hooked on adrenaline stress being busy how do you then come down from the cliff edge and actually enjoy putting your feet up on a Wednesday afternoon or playing snooker they're the three phases of wealth creation and what you'll realize is there's two groups of people there's those that are pre-money in like level one pre-money and and there's those that are post-money and what i'm seeing now is the two pre-money is basically wired for productivity wired for efficiency growth effectiveness beast mode going from a million pound a year to a million pound a month the suit for the skies takeover no sleep more work you know pre-money is just wired for that killer instinct fire beneath the feet let's go let's go let's go and that was me for 20 years and i loved it you know i absolutely loved it i wouldn't want to do it now but i absolutely loved it post-money when you see me hanging around with people that i hang around with who own loads of businesses make millions of pounds a year but don't answer the phone don't do email don't go to work haven't been to an office in five years they're completely different because they're wired for freedom and independence and not being available and traveling and relaxing and enjoying it and the concept to them of going to work is like crippling you know it's like why would i go to work why would i put a suit on you know i've completed that game i've left that game it was great i enjoyed it for 10 to you know two three four decades but now i'm enjoying the fruits of my labor you know i've worked hard so i can be on holiday all the time i want to go to the gym on a tuesday afternoon a snooker on a wednesday i don't want to go to the office or do that they do deals but they have boards of directors that run the companies for them it's a very different mindset but what you'll find is it's very hard to move from one to the other and actually some people get stuck in the middle you've got pre-money you've got post-money and then you've got purgatory stuck in the middle and purgatory is the worst one and i see this all the time because people make their money they've got all they ever wanted a million pound 10 million pound 100 million pound whatever but they're addicted and they just go on and on and if you imagine the game is about getting to the top of the lift they've got to level 10 they own loads of money their net worth is huge they don't have to work but now they think bigger is better more is more and they're chasing these things for no reason and rather than get off the elevator at level 10 they go out and go right they actually go left and left is just a hamster wheel it's it's being on the adrenaline level it's having the high stress having the employees the court cases the insurance policies the development sites all of these things that cause crazy stress because they don't know any other way they don't know how to play the game at the higher level and that's a trap i've been there for four years been trapped in there now i'm coming out the the other side at the chairman level there's only three things you need to run the businesses so for those who choose to be active like i am but don't want to be caught up in the day today the three things you need the first is a business plan a solid business plan you work on each year for each company with the board of directors to tell them what they're doing for the year or in most cases agree with them what they're doing for the year the second is once the plan is in place the business plan you need the budget and actuals the budget and actuals is here is what success looks like and every month are they achieving it or not and then finally is board meetings once a month likely 45 to 90 minutes depending how developed or not so the businesses or how advanced the md is is the board meeting you want to be well prepared good board pack understand what's going on consider it attend and then really add your value in those board meetings get those things that three things now that's all you need to do at the chairman level to run your your executive roles executive boards and then finally is health and well-being all of underpinned by health and well-being and i wish i had the wisdom or opportunity or mindset to be healthier when i was younger but i didn't i burnt the candle at both ends for probably 15 years completely overcooked it load of stress loads of miles on the clock probably did a significant amount of damage but the reality is it wasn't a priority to me i was young i was driven work was everything and i overworked i underslept i over ate i over drank i probably caused some damage but it just is what it is as you go through the gears you'll find that health and well-being becomes a priority now now that i have loads of time i go to the gym i get my steps i eat good food i sleep well i don't have stress i feel fantastic mentally physically i'm in good shape i can make it a priority it's a lot easier now i'm not gonna lie it's just so much easier now that i've got time all of this needs to be underpinned by health and well-being and at chairman level it's not an option it's an obligation because now you've got enough time to do what you need to do you've got the money to get the private health care the full body annual mots the personal trainers the high quality meal plans eating at good restaurants and places having low stress traveling well you know you've got all this so really at chairman level a priority now is health well-being longevity fitness feel good factor all of those things and it becomes a priority which is going to sound alien to those of you that are running around overeating over drinking stressed overweight you know that just comes with the territory don't beat yourself up i did exactly the same not recommending it would completely advise otherwise but it's just what i did so that is the chairman blueprint it won't fruit for all of you right now but if you genuinely want to get to a position where you are making a million pounds a year on one day a month minimum or that would be the minimum of a million pound a year on one day a month the chairman level is where you go through property entrepreneur you need to go through the gears do the blueprint three day do the program the 12 months to advanced and then when you're making between three and 500 grand a year you can then move up to the chairman level i can show you how to do it at board level and we can go through the gears together but i hope you enjoyed that i hope it inspired some of you as to what's possible at the higher levels and i hope it made some of you take action if you actually want to go out and do this and you're ready for it to stop having your business eat you alive take it to the next level and i look forward to working with some of you on that journey take you through that blueprint and take you on the journey to the next level success and failure with this as always a very predictable i had a fantastic journey going through the beast mode levels going through the gears but now for me this is the next level now i've achieved it i'm blueprinting it i'm figuring it out for myself and to show others how it works and this is the blueprint that we now teach on property entrepreneur at that level so i hope you enjoyed and i'll see you on the next episode 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 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