**TBP 286 Sunday Sanity Edited\_Transcription**

[Daniel Hill] (0:05 - 11:16)

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. Are you too busy? Do you feel like you are chasing your tail?

Are there never enough hours in the day? And do you wish you could get more productivity out of the hours that you do have? Well, this is the one blueprint you need, and this is called Sunday Sanity.

Over the last 20 years, I have tried pretty much every productivity tool in the book, and this without question is one of the biggest game changers that I found and that we now teach on Property Entrepreneur to enable our clients to do the same. If you want to make sure that every day and week in business is adding the maximum value to both your organization and your life, this is the one blueprint you need. This is the art of ultimate productivity, is how to manage your time, and this is called the Sunday Sanity Blueprint.

And what it essentially is, is one of the strongest time management and ultimate productivity tools you can use to ensure that you get the most out of your time. Now, what you realize as an entrepreneur is if you do not control your business, your business will control you. And if you are not disciplined with your time, everybody else will steal it from you.

What we want to do is try and make sure that we get a good balance in our day-to-day lives of balancing the urgent tasks which have to be done, they just come with the territory, with the important tasks that add value to our lives, our businesses, and actually drive things forward. The aim of the game for you is you're always going to be busy, you're always going to be working, you're always going to have things to do, but we need to make sure that every single day you don't have to work on the business, that you're moving things forward. And this is what the Sunday Sanity Blueprint enables you to do.

What it does is it enables you to plan your week in a way that you balance out the urgent and the important to make sure all bases are covered. The reason we call it Sunday Sanity is because you do it every Sunday, and what it does is it gives you the sanity for the week ahead to know even though you're going to be busy and there's going to be lots going on, you are on top of your game, you are not chasing your tail, and you're managing the high value as well as the day-to-day. So what we do is we carve out time every Sunday.

I do mine at 2pm on a Sunday for an hour. I love the process. I enjoy it.

I used to before I had a young family, go out to a nice cafe, spend a good hour, 90 minutes to myself doing my Sunday Sanity. Nowadays, I tend to go to the top floor, my little cave space, plan out and do my Sunday Sanity there. But you want to make it quite a sacred experience.

Once you start doing this, you'll enjoy it. It's pleasurable, and the returns you get are invaluable. You know, they're endless, the values you will get from doing this.

And what we're going to do is we're going to plan out our week for the week ahead. You should always plan your day the night before, and you should always plan your week before it actually starts. You know, don't start the week until it's finished, until the planning is actually finished.

So on a Sunday, you want to sit down and we want to plan our week. We call it Sunday Sanity. And what it does is it lists and enables you to manage your urgent and your important.

And what we do is we write down our top 10 things that we want to achieve for the week ahead. So you get a journal or a top 10 tracker. We have whiteboards on Properly Entrepreneur.

We have journals. And basically, you want to make a list of the 10 things you want to achieve in the week ahead. Now, a few tips here.

One is you want to set yourself up for success. So you want to be getting 10 out of 10 every single week. You want to complete it.

And to enable you to do that, you need to be realistic, because if you set 10 huge targets, you're probably only going to get three done. A good little hack here is to have five business development tasks, five things that are going to push the business forward, add value, create proposals, stack deals, working on the business rather than in it, the value add. And then also maybe five, not necessarily trivial, but five sort of day to day bits.

So five important and then five maybe urgent. You know, things you just need to do. You need to get them off your desk and you'll be happy when they're done.

And the aim of the game with Sunday Sanity is if you get nothing else done this week, apart from the 10 things that are on your list, you will end the week and you'll be happy. That's it. You know, do 10 things.

And it's been a great week. Jumping in with a request, if I could, please. Through the last 12 months of 2024, it cost us £132,707, plus a lot of time, work, effort and energy to be able to deliver our content to you completely free of charge.

Now, if you genuinely enjoy these podcasts that get delivered weekly, enjoy our daily posts on social media, all of this, we aim to make maximum value for you at absolutely zero cost. And if you appreciate that, you get value from it. Would you please take a moment now to rate this podcast or leave me a review?

Hit the subscribe, follow on whichever platform you're on just to show us your support, enable us to increase the reach. It would be hugely, hugely appreciated. It really will enable us to continue to invest in the channel over the year ahead to give you maximum value at zero cost through the next year of 2025.

Please press pause now. Do it before you forget and just show your support. We would really, really appreciate it.

Back to the podcast. So you create that list of 10 things. One might be stack new deal or two might be do the finance appraisal for a development you've got going on.

Three might be offer on at least one deal. One, two, three, four, five might be value adding high value, you know, cave time, prime time, locking yourself away and doing the work. The other five might be things you just got to get off your desk.

So for me, this week would be finalizing my will and power of attorney. You know, it's a task that I know needs to be done. I know what needs to go in the documents.

I've just got to sit down, read all the paperwork, fill it all out and get it done. I've just got to get it done. Nobody else can do it.

I need to make the decisions. You know, I need to do it. Call the private healthcare supplier and give my EA access so she can liaise with them going forward because they've updated some security thing.

I've got to do it. Nobody else can do it, but I just need to get off my list. I don't want to do it.

It's important, but it's not necessarily urgent. It's just sitting there on the list. And they're the 10 things.

And then what we do is we look at the week and say, right, well, what day of the week are each of these tasks going to be done? And what you do is you look at your week. Maybe you've got a default diary.

You know, you might have your morning is working on the business. Your afternoon is day to day. Maybe Mondays and Fridays are completely clear.

And Tuesday, Wednesday, Thursday, you know, you have your meetings. Maybe you've got a default diary. That's great.

You know, that's fine. That's a little bit separate. It's a separate blueprint.

But what you do is you then take those 10 tasks and book them in for the week. I tend to do my high value in the morning before I go on WhatsApp, before I do any day to day in the morning. I have prime time in the morning, cave time in the morning.

I sit there. I enjoy doing my deal appraisals. I enjoy doing high value stuff.

You know, the stuff that I really enjoy, the stuff that's really lucrative, the stuff that I'm really good at. I enjoy doing that. I do that in the morning.

And then the trivial stuff, my quick wins, I call them, I'll do them in the afternoon when I'm being driven, when I'm in the car, when my brain's working a bit slower. I just chip away at them at the end of the day. What you want to do is look at your week and say, right, we're looking at the week and what I've got coming up.

What day of the week am I going to do these things? If it's high value, what time of the day and actually book them into your calendar. Once they're booked into your calendar, you know, you've got your top 10 things that you need to be done for the week.

And if all you get done is them, they're in the calendar, they're booked in, they're done, they're non-negotiables, you know, they're going to get done. Around that, I'll then plan the rest of my week. If I've got meetings, I've got travel, I've got squash, snooker, gym, whatever, that'll be scheduled in and around those.

And then what I'll do is I have a to-do list, you know, just a general day-to-day to-do list, things I need to do. I'll then book that in by the day. And what that means is before I even start the week, I know what meetings I've got, where I'm going, when I'm going there, what my top 10 is, where that's going in my calendar.

And then all I have to do, you know, it's set so I can forget about it. I don't have to think, oh, I've got to do that. I need to work on that.

It's set. It's in the calendar. All I've got to do is turn up, do the job, human nature.

Sometimes you think, oh, I'm not going to do that today. I'll move it to tomorrow. That's the false economy.

It's in today. It's in for this time. It's important, not urgent, but get it done.

And when you reset the bar and you raise your standards, you have this Sunday sanity blueprint. I guarantee you, as long as you execute over days and weeks, months and years, the results you get will be profound. They will be 10, 100x what everyone else is getting because everyone else is just turning up and going to battle every day, running on the treadmill, answering the phone, doing emails.

This is proactive. It's planned. It's strategic.

It's Sunday sanity. This is the blueprint you need, and this will give you maximum value. It'll enable you to manage your time better, give you ultimate productivity and output and low stress.

Plan it on a Sunday. Have sanity for the rest of the week, and I guarantee you'll get huge, huge value from it. So give it a go.

Book it in your calendar. Set and forget. You know, 2pm on a Sunday, or maybe it's a Sunday morning.

Maybe it's a Saturday or a Friday. As long as it's before you go to bed on a Sunday night, it doesn't really matter. Sunday sanity, an absolute non-negotiable, an absolute basic, one of the biggest game changing blueprints that I've ever used, and I highly recommend it.

Success and failure with this stuff are very predictable. Put it into place, raise your standards, level up your week, and I wish you the very best of luck. 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 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 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.