**TBP 294 Spring Clean Blueprint Edited\_Transcription**

[Daniel Hill] (0:05 - 14:31)

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. Welcome to this next episode of the Blueprint Podcast, and today I've got a really great little challenge for you to set. So this is reasonably straightforward, and it's for those of you that want to have a fantastic spring and summer season, because in business, it's very easy to get caught up on the treadmill and you're just running and running and running all day every day.

What we want to do is rather than be out there burning ourselves out, is we want to go out and want to hunt like a lion. Now, you've probably heard me talk about this before, but what it is, is carving the year up into the four quarters, which is what we teach on Property Entrepreneur, and in this one specifically, it's making the most of each season based on the actual natural world. And what you realise now is the days are getting longer.

We've been pretty fortunate so far in the UK, depending when you listen to this, I'm having some great weather for the spring so far. And what we want to do is we want to make the most of the spring and the summer seasons when the days are long, energy is high, optimism is fantastic in the right communities, in the right spaces. Obviously, if you read the news, that's not a good place to be.

But if you understand how to use these blueprints, there are deals everywhere, there's good activity in the market, and you want to go out there and make things happen. So what we're going to do in this podcast is set you up for the spring clean blueprint. So this is something I'm doing myself.

This thing I've done for the last few years, and it's something that we teach our Property Entrepreneurs. And what it is, is just set in the 12 weeks of either spring or summer, depending when you're listening to this, and creating yourself basically a 12 week challenge to be on top performance and go out there and smash it for a 12 week period. Now, many of you might have worked really, really hard in the past for a long time and understand if you do that all day, every day, the novelty quickly wears off.

And it's actually a law of diminishing returns. When you don't have the sleep, the rest, the recuperation, it's actually sends you backward. And we're not talking here about beast mode and going out there and opening the taps and burn ourselves into oblivion.

What we're talking about is having a really high performance 12 week period. And all we need to do is have three things. So if you want to do this and have a challenge, the aim of the game is that you feel your best, you look your best, you perform your best, you go out there and step up, you raise your standards, you level up your game.

And it's just a great little bit of gamification that we use to take it to the next level. And it's something that I'm doing for myself as we speak. So this is the Sprinky Clean Blueprint.

And if you're driving, this is one you are going to want to come back to. If you're walking, running, sitting in your office, you want to grab a pen and paper, take notes on your phone if you're out and about. And these are the things that you need to do.

The first is to decide how long you want to do this for. And the aim of the game is to have a stretch, you think like hunt like a lion, go out there, triple A game, have a fantastic sprint, but then recharge, relax, come back to a more modest sort of tempo. The first thing you want to understand is how long you're going to do it for.

The second is the rules that you're going to set for this challenge. And then the third is what does success look like? What's the actual KPI of success in doing this?

So the first thing you want to think about is how long do you want to do this for? Now, you can do this for as long as 12 weeks, which would be a whole quarter. That's what we tend to do on Property Entrepreneur.

You can do it for 28 days and we normally call that a 28 day challenge where you set something you're going to do for 28 days or you can do it for a week or you can even do these things for a day where you might do a beast mode day, where it's clear the next day or an off the grid day or a finance day. It's all about gamification. It's about allocating time and it's about increasing focus and performance.

So let's say for this, we're going to call it the Spring Clean Blueprint. I would say for this, you're going to want to do it for at least 28 days, potentially even 28 days, which would be your one month or 12 weeks, which would be your three months. There are thereabouts 90 days and that could take you through the spring and the summer season.

So first off is decide, do you want to do this for 28 days or do you want to do this for 12 weeks? The second is what do you want to do? And the aim of the game really is to think what you're trying to achieve.

So if it's you just want to feel better and perform better, then some of your tasks might, some of your rules might be around diet, exercise, sleep, body battery, steps, cardio, water, anything that sort of goes in that in that sense. If it's more about working on the business rather than in it, you might then say, right, up until 10 a.m. every morning, I'm going to work on the business rather than in it. If it's about actually making more money and not just sitting where you are doing your day to day, it might be about going out and doing X amount of deals.

And on Property to Entrepreneur, one of the things we use is the six figure and the seven figure summer where you set a target for the 12 weeks to go out there and make £100,000 or a million pounds, whether that's revenue, profit, equity, deals, you know, whatever's important to you. So what you want to do is think about if this is going to be your spring clean, you know, you're going to do this this period. What are the rules that you're going to set?

You know, what are you going out there to actually achieve? Where do you need to level up your game? Are you not sleeping properly, which is something that I tend to struggle with?

Is it diet? You know, you've let yourself go. You've taken your off the ball and you just need to reset the bar.

Is it energy levels? You know, you're not hydrating properly. You're not getting enough exercise, cardio, steps, sleep.

What are the things that you need to adjust? So what you want to do is you want to think of between three and five rules that you're going to set for this period, this 28 days or this 12 weeks, whatever you're going to do. And this is your, you know, your spring clean.

You're going out there, levelling up, raising your standards, resetting the bar. Jumping in quickly with a huge opportunity for you. If you would like to hear me speak live and understand over the coming months of spring and summer 2025, how to capitalise in an uncertain market and do the best deals with the highest margins in one of the toughest climates we've seen, then join me when I'll be speaking at the Virtual Property Exhibition on Saturday the 24th of May.

It runs from 9.15 until 5.30 p.m. It is completely free of charge. Go to www.virtualpropertyexhibition.co.uk now and on that event, I'll be giving you the most up to date, live detail and insight on what is happening with property prices, interest rates, inflation, GDP, where to find the deals, how to make them stack and how to make more money in a challenging market than you ever have previously. Go to www.virtualpropertyexhibition.co.uk now to secure your place on Saturday the 24th of May from 9.15 a.m. till 5.30 p.m. It is online, it is free and this is one event you do not want to miss. Link is in the show notes. Now back to the podcast. And once you've got those three rules, which really is sort of getting rid of the bad habits and introducing the good ones or getting away the easy, trivial day to day stuff that's easy just to turn up and do and replacing it with actually, you know what?

Every day I'm going to view a property. Every day I'm going to do 10,000 steps. Every day I'm going to put an offering on a site.

I'm going to call an investor. I'm going to do a social media post, whatever it is. What are those one to three rules that you're going to set?

And when we think about spring clean specifically, which is about getting ready for the summer, it tends to be about resetting the bar. You know, the days are longer, it's easy to exercise, steps, water, diet, whatever those rules need to be for you to get maximum productivity. And then finally, the most important thing is to understand that you're climbing the mountain and when you're climbing the mountain, you want to get to the top.

And if you don't know what the top of the mountain is, you're going to be focused on a million different objectives. You're going to be taking all sorts of different paths and trails, whereas actually all you want to do is achieve one thing. And over the next 28 days or 30 days, just have a think now, what is that one thing that you want to achieve in the next 28 days?

Maybe she needs to get a deal over the line. Maybe it's you need to get your weight back under control. Maybe she needs to get control of your sleep.

Maybe you need to increase your productivity. Maybe you need to be doing more deals. Maybe you need to be leveling up.

Maybe you need to be taking more action. Maybe you need to stop being lazy. If you think of that one thing, so in 28 days time, you can have one thing.

What is that one thing? And for me, when I do it, I do things like weight cuts. So I normally do one of my rules would be, say, a 500 calorie deficit a day and 12,500 steps, and my KPI would be half a kilo a week.

Now that would be an example of my rule. And if it was a weight cut, the KPI would be the weight. If for example, it is, you need to go out there and actually do deals and you haven't done the deal for three months, you're twiddling your thumbs, you're getting lazy, you need to actually up your game, it's like, right, well, for the next 28 days or 12 weeks, I'm going to aim to secure one deal.

And how am I going to do that? Every day, I'm going to go on right move. I'm going to appraise deals every week.

These might be the rules. Every day you look at deals, every week you view a minimum of five and every week you put an offering on a minimum of three. And the one KPI would be at the end of this 28 day period, you want to have a deal secured or the end of the 90 day period, you've got a deal secured.

Anything like that to gamify what you want to do, what it does, it just gives us that opportunity to set that allocated time, create the rules, and then have one KPI as to what we're going to achieve. For those of you that are going to go and do this, I highly recommend it. It gives you focus, allows you to lock in for a short period.

It drastically increases your results overnight on a daily and weekly basis. It obviously compounds up. And once you get through that, that first fire up of the flywheel, things that and there's probably two final things that I can give you to enable you to have this.

The first, as I alluded a second ago, is the fire up the flywheel podcast episode. If you've not already listened to it, go and listen to it. And there's three gears to firing up the flywheel when you want to get going, because we all know getting going is the hard bit.

Once you go in, you've got momentum and you've got motivation. It's easy. But that first bit of having the mindset to get started is the hardest.

And if you search through the blueprint podcast, one of the earlier episodes is called firing up the flywheel. And in there, I talk about how to go out and do that. And then the second is you want to make it visible.

So if it's visible, it is valuable. And we teach this again on Property Entrepreneur. When you want to have when you want to get traction with targets, you have to make them visible.

It could be whiteboards in the office. It could be scorecards that are published on email every week. It could be a post every Friday and a WhatsApp or a Slack group.

You want to make it visible. And for yourself, I would recommend getting yourself a little whiteboard on Property Entrepreneur. We give people our 28 day whiteboards.

I've been using mine for probably the best part of a decade. And using that whiteboard, I have bought companies. I've sold companies.

I've done weight bulks at the gym. I've done weight cuts. I've done fitness challenges.

I've run half marathons. I've done all. I've done National Three Peaks, all using that one whiteboard.

And if you're not on Property Entrepreneur, you don't have one of those. You can easily just go on Amazon and just you can buy a whiteboard that you literally stick on your fridge door. It's A4.

It costs you about two quid. And you literally just stick it on your fridge. Here's the next 12 weeks.

Here's the next 28 days. Here's the rules that I'm going to set on the left hand side. The five things I'm going to do this month, this this season.

Here's the days that I'm going to do it. And every day you tick it off. You know, you you mark the weight that you're at.

You tick off the viewings that you've done. You tick off the offers that you've put in and you just create the gamification. So this is a spring clean blueprint.

If you've never tried it before, I would highly recommend it. If you have tried it and you've had success, you know this is the best way to get the most out of the spring and summer season. So go back to it now.

Think about I can do 30 days or 12 weeks. Are you going to do three rules, four rules, five rules and what they're going to be? And ultimately, what's the one KPI at the end of this month or the end of this quarter?

What's the biggest thing you want? If you could have nothing else, but you end the quarter with dropping two belt or dress sizes, land in your next big six or seven figure deal, securing your next million pound investor, whatever is important to you. What's that one thing you want to achieve?

Carve it in stone, stick it on the wall, stick it on the fridge, stick it on the whiteboard, make it visible, make it valuable. And I guarantee it will level you up as we go into the spring and summer season. I wish you the very best of luck.

Go and put this into practice. That is the Spring Clean Blueprint, and I will 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.