**TBP 301 From Carpenter to Property Mogul Edited\_Transcription**

[Daniel Hill] (0:05 - 0:34)

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.

[Katie Harvey] (0:39 - 1:08)

Hello, and welcome to another episode of the Blueprint Podcast. My name is Katie Harvey, and I'm the host of the Property Entrepreneur Programme Virtual. In today's episode, we're welcoming David France to the Property Entrepreneur Hall of Fame.

David has now achieved financial fortress and is living off the steam, starting as a full-flown property entrepreneur living off the steam. So David, welcome to the podcast.

[Speaker 4] (1:09 - 1:10)

Hi, Katie. Thanks for having me.

[Katie Harvey] (1:10 - 1:11)

How are you today?

[Speaker 4] (1:11 - 1:13)

I'm very well. How are you?

[Katie Harvey] (1:13 - 1:24)

Yeah, very good. Thank you. So just to start with, it'd be great if you could give us a little introduction.

So what your name is, your company's name, what you do, and how long have you been on property entrepreneur?

[David France] (1:25 - 3:11)

Yeah. Okay. So I'm David France.

I'm based up in the Lake District. I've got quite a few property businesses, and the main one, we've got Fast Property Partners, which we help people become deal sources, and then we sell the deals to our investors, and that's one of the sort of main ones. So we've got a property auction as well, so we've got a town and country Northwest auction franchise, which complements the sourcing business really well.

We've also got a solo sourcing company, Fast Property Consultants, and as I mentioned, we've got Fast Property Partners, which is the sort of training and sourcing company with mentees, if you will, and partners. We show them how to do what we've done, basically, and also how to build a portfolio. We've also recently acquired a caravan park in the lakes as well.

So they're all quite property related, although the caravan park is more of a commercial asset and business, and quite exciting to add that to the business, and also what we're talking about today is the portfolio. We've actually got a portfolio that I've been able to build off the back of these businesses, which is your right, Katie. So as you can see, they do cover all my output costs if I needed to, so the businesses are pretty much standalone and not required to pay my day-to-day, so that's where we're up to.

And to also answer your further question, I've been on Property Entrepreneur, this is my third year now, I'm currently on Advanced.

[Katie Harvey] (3:11 - 3:18)

Amazing, thank you. So where were you when you started Property Entrepreneur, before you started Property Entrepreneur?

[David France] (3:19 - 4:00)

That's a really good question. I think, like a lot of business owners, you have to figure this out on your own. And I've come across Property Entrepreneur, came to the Blueprint events, like a lot of people do, and I really liked the Blueprints, and I mean, a lot of it was completely new to me, you know, talk about PDPs, SCS, get yourself a PA, all this kind of stuff.

I thought, you know, I was one of those people who was just doing everything myself, spinning loads of plates, and it couldn't have come at a better time, really, for me, because I wanted to grow the businesses, and I felt that I wasn't able to grow them on my own. So when I went on the Blueprint, I was like, this looks like exactly what I need.

[Katie Harvey] (4:00 - 4:06)

When you say that you didn't think that you could grow them on your own, what do you mean by that? Do you mean in terms of community, or?

[David France] (4:07 - 6:09)

I think there's only 24 hours in a day, and I think we did have some staff at the time as well, but my business model's always been, you know, with the team, they all operate remotely, and that comes with its sets of challenges. So I think growing them has always been a challenge for me, because of the infrastructure, and just some things, you know, you don't get given a playbook when you start your own business. It's very difficult figuring everything out for yourself, you know, you've got to do the sales and the marketing, keep the cash coming in, you've got to do your accounting, you've got to do, there's so many different aspects of the business, and joining Property Entrepreneur helps you take every month when you go through the Blueprints, helps you just build this business out.

I mean, even now, three years into like, on the Property Entrepreneur Advanced, you know, I'm still not where I need to be, I'm constantly tweaking it and adding these important Blueprints. And sometimes, some of the stuff will be next year, in the next cycle, I start implementing certain things, but it ultimately, every year, it just seems to get better and better, and growing. And it's not just about business either, I think the thing I like about it as well, it's the health, wealth, and life by design elements that I really like about it, because, again, growing your own business, it's hard to know when to switch off.

I've always felt guilty taking days and time off, and, you know, I've got a family and young children, and it helps you get that balance back, again, using the Blueprints, but using leverage. And then also, you know, some of the key things, I think, as well, were valuing my time. So when you put your hourly rate on your time, you kind of, all the other stuff that's lower value, finding other people to do those tasks for you was critical, and enabled me to grow the businesses, and get that sort of exponential growth that you need to really sort of take off.

[Katie Harvey] (6:10 - 6:26)

Yeah, definitely. And it just gives you that pathway, doesn't it, which is super helpful. And that leads us perfectly into, where are you now?

What has the Blueprint essentially done for you? What does your team look like now? What does your business look like now?

The size of the companies you've mentioned, you've got multiple businesses.

[David France] (6:26 - 8:30)

Yeah, well, it makes it a lot easier, a lot easier to manage, you know, having short, sharp meetings, Monday and Fridays at the SCS Blueprint. So set up on a Monday, check in with the team on a Wednesday, and then sign off on a Friday. Having those kind of frameworks in place that I never had before, because I didn't know about them, have really helped me get my arms around the business, and improve the efficiency, also improve people that work.

I mean, some of our people that work for us are far and wide. And we've got somebody in Eric, who's based in South Africa. And we've got people, mainly all over the UK.

And managing remotely, as I say, has had its challenges in the past. But implementing these Blueprints, I feel has really helped me take control. And, you know, there's things you can certainly put in place, even if they work remotely, to see if they're, you know, getting things done.

And giving the team the frameworks as well, it really does help. But to answer your question, where I'm at now, I'm still not, still got loads to go, loads of ways to go. But in terms of the businesses, they've been growing.

And I'm keen to just keep them growing. I mean, there's still challenges, you know. The economy, it obviously hasn't been great.

And that's caused certain parts of the businesses to dip a bit in profits. But, you know, we're trying to get in the trenches, and fix some of the things, and try and get them moving again. But, you know, ultimately, I've got that financial fortress base, which is really important.

Because when these businesses have, you know, had a bit of a wobble recently, it's made me think, well, if all these businesses turn to dust tomorrow, the good news is I've still got my portfolio there, which is going to keep a roof over my family's head. And me able to be free from having to go back to getting a job, and working for anyone, which is what, you know, I couldn't think anything worse, having to do that.

[Katie Harvey] (8:31 - 8:33)

And why is that so important to you?

[David France] (8:34 - 10:37)

I think because I've been doing this for so long now, and you're kind of used to being your own boss. It is challenging, obviously, being your own boss. And you do have days where it's not fun.

But I have a lot more positive and up days than the down days. So I think that's the important thing about, for me, being in business. And also the lifestyle I've created, you know, being able to take the kids to school, which I enjoy doing, and doing family things, and taking weekends off.

That was one thing as well that a property entrepreneur mentioned. Taking weekends off is a requirement, they say. Not, you know, not sort of a privilege.

And you shouldn't feel guilty taking it off. I actually feel it helps doing that because there were times, certainly before I joined a property entrepreneur, I could quite easily have done six, maybe even seven days a week. And I know that would have caused a lot of problems with my marriage and stuff like that.

So it's really important to get that balance back. And I feel that's exactly what, you know, property entrepreneurs help me do. And not just in a business sense as well, you know, making sure you're looking after yourself, your body, making sure you're eating the right foods, and giving yourself goals and targets.

And also being around people like yourself on property entrepreneur, very aspirational people. There's so many people on property entrepreneur from all walks of life. And I always find you get inspiration and it also helps hold you to account when you sometimes feel like you're slacking a little bit on certain areas.

It helps pull you back and think, yeah, this is why I'm doing it. Because these guys show up every month with them to property entrepreneur. And we're all on that same journey.

And some of them have, you know, some really big struggles and things like that. So it's really good to get that network of people around us. And also the open stores, you know, doing business with people that are also on property entrepreneur, that's really good as well.

[Katie Harvey] (10:38 - 10:49)

Yeah, definitely. And in terms of personal side of things, have you had any step changes on the personal side? We talk about life by design and health quite a lot.

Have you had any major changes or improved?

[David France] (10:50 - 11:49)

Yeah, so my metabolic age, I can't remember exactly what it is. I should know my numbers, but that's dropped since I've been on property entrepreneur. I certainly try to stay as clean as I can in the week.

I do let myself go at weekends, but it is just being conscious, making certain decisions to try. Because the important thing as well, I didn't realize it's all linked as well, how you feel and how you operate and how when you show up in the morning, especially when you've got a team, you want to be full of steam and ready to go and energized. And you want to be focused.

And obviously, it's easy to go the other way if you're letting your health go. So I feel like step change wise, personally, I mean, again, I could make more improvements. But what I prioritize is spending time with the family and fitness goals as well.

And just trying to bring that balance back into everything, really.

[Katie Harvey] (11:50 - 12:10)

Yeah, definitely. I actually don't think you're giving yourself enough credit. You're definitely a classic entrepreneur, always got better stuff to achieve, always looking for bigger and better.

But you have achieved an incredible thing, which is living off the steam and living a healthy, active lifestyle. You get to spend time with your family, which is amazing. And not many people get to do that.

So congratulations.

[David France] (12:11 - 12:51)

Thank you very much. I appreciate it. It does take a lot of time to build that portfolio to replace your income, because even when you're using the methods like you buy refurbish, you refinance, extract your cash, you're still subject to six month rule.

And it just takes things a lot longer than you think when you're planning things out. And then obviously, your costs go up as well, because when you have a family, and you move house, and you've got all the trappings, and if you like, nice holidays and stuff. And it all adds to that.

And it just takes so much longer to do it. But yeah, I've got there. And you're right, it is a good place to be.

It does make me feel good.

[Katie Harvey] (12:52 - 13:04)

Definitely. So now we're going to go on to maybe some challenges or some problems that you've had through your journey over the last few years, while you've been on Property Entrepreneur. If you want to start with challenge number one.

[David France] (13:04 - 16:06)

God, there's that many. God, where do I start? So challenges, I suppose that was one of them, just growing the portfolio to a point where I can, if I wanted to just live off the portfolio, you always feel it's going to be done sooner, and you're not going to need as much money, but it always takes longer to need more money.

That's one of the biggest challenges and setbacks. It just took a lot longer to get there. And you get derailed, you have problems with financing, and sometimes you don't always get the valuations you want, and things like that.

So that was one of the challenges, I would say. Also more recently, I think with the Caravan Park acquisition, when you start going from what you know about, like the buy-to-let properties, and you used to buy them with bridging finance and recycling the cash, when you refinance them with a buy-to-let product, you've got something that works. And then when you start to look at other things, like commercial assets, and how they're purchased is completely different in some ways than different products.

And that was a bit of a learning process, even though I had some exposure to commercial, because we've got mixed-use buildings in the portfolio as well. We've got a bit of commercial exposure there, but buying a Caravan Park, it is very difficult, and it costs so much money to do, because not many lenders will lend on it, because it wasn't like I could use it as a going concern basis. It was an auction purchase, and that was a real challenge.

But I think certainly being part of property entrepreneur, I knew I could do it, because there was people buying big things on there, and a much bigger... Dan talks about every month, stands up on stage buying all these multi-million pound buildings. And it just helps you just think, well, I can do it, there's a way of doing it, and I'll find a way.

And I did find a way, and I had to put a lot of my own personal money in to be able to buy it. But again, I was able to do it. I was just determined.

I mean, I had to do it, because as soon as the hammer went down, I was committed legally to that purchase. And I knew that I had no choice, my back was against the wall, I had to get the money. So that was a really big challenge recently that I went through.

And I was so pleased when... I mean, I was excited when the hammer fell, because I knew I'd bought it. And then I started to panic, thinking, hang on, I've got to pay for this now.

So anyway, I was getting all these valuations. And the stuff you go through as an entrepreneur, I mean, most people, let's face it, would not do it. They'd just take the easy route and just get a job.

But I know you can relate to this as well, Katie, but there's just something in us, I think, that we just wouldn't be comfortable doing that. And we owe it to ourselves just to go through the pain. And once we'd acquired it and got the money and we completed just in that timeframe, we had to get an extension with the auction.

I perched off to be able to complete in time. And the owners, because we got on well with them, they allowed us a bit of an extension, which helped me get the remaining funds together. But it was a big challenge getting the money from...

I was really resourceful getting my hands on it.

[Katie Harvey] (16:07 - 16:15)

Wow. Yeah. It sounds like it was quite the challenge.

And the way that you dealt with it, it sounds like quite a lot of communication. Would that be right in saying?

[David France] (16:16 - 16:48)

A lot, yeah, a lot of thinking, a lot of thinking where can I get my hands on this chunk of money and that chunk of money and combining it all together and getting resourceful with the companies. We did a lot of company to company loans to enable me to be able to purchase because some of the companies were actually doing really well at the time. So I was able to lend the company that acquired the caravan park some money from another company and structuring it all that way.

And it was, yeah, we got there in the end. So that was a big challenge.

[Katie Harvey] (16:49 - 16:52)

Well done. It's over the line now. You can start to enjoy it, maybe.

[David France] (16:53 - 17:30)

Well, you think that, but another challenge presents itself. It's now trying to make sure it's profitable and then obviously just getting introduced to some people in that world is an eye opener as well. Some of the big players in that sector have had some meetings with them because I thought it might be quite nice to get into that sector because it is very, very profitable if you get it right.

So again, that's going to open another challenge. And we have actually been looking at some other parks to buy as well. But yeah, we'll just have to see.

But yeah, once one challenge is done, another one seems to present itself.

[Daniel Hill] (17:33 - 18:36)

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[Katie Harvey] (18:36 - 18:46)

Have you got any other problems that you came across in your journey? And how did you face them or overcome them?

[David France] (18:46 - 20:13)

I think some of the other challenges probably that spring to mind would be managing staff and having to get rid of people because I like to think myself, you know, I'm a good boss and I like to look after people. But then when somebody's, somebody changes, like a staff member and they stop performing and you notice that and you pull them up on it and you do build a bit of a friendship with some of these people because you speak to them every day and you obviously want them to go on this journey with you. But when that journey stops for them, it's just taking a step back and thinking, hang on, I'm a business owner.

I've actually got to like a business. So very uncomfortable decisions. And I know Adam talks at the Property Entrepreneur about uncomfortable, sorry, no, challenging conversations.

Having those conversations, they are really difficult. But then when you've done them, you feel so much better because you know that they can't stay. Because if they stay, they're going to do damage to the business.

And I know Josh, he calls them, I think they call them terrorists. They sabotage the business and they end up doing untold damage. So you've actually got to get rid of them to save the business in the long run.

And it's uncomfortable. And I found that really uncomfortable. I've had to let go.

Not loads of people, our staff retention's pretty good. But we've had to let go some people that were with us from a long time ago, from pretty much the start on some of the business. But they just couldn't keep up and unfortunately had to go.

[Katie Harvey] (20:14 - 20:33)

Yeah, it's definitely hard work having those conversations. But once you have them, I think that everyone is scared of having these conversations, right? But actually 99% of the time when you have them, it's not as bad as you have it in your head.

Have you had any that have presented themselves quite difficult or have they all actually gone fairly well?

[David France] (20:33 - 22:13)

Good question. I think some of them knew they were coming. But it's also, again, learning some of the blueprints.

I don't realise I do this sometimes, I'm not very subtle. So I'll just tell someone and it can cause a big problem. So now, again, learning from some of the blueprints is rather than ambush somebody, just let them know it's going to happen.

So just say gently to them, I need to have a chat with you. You can probably tell things aren't quite right at the moment within the business. And I think we need to sit down and have an honest conversation.

And that way you set them up for it. They know what's coming. In advance.

In fact, I had to let go of someone a few weeks ago, actually, a sales guy just stopped performing. Really nice guy. But I said to him, and I think he felt relieved because he knew he wasn't hitting his KPI targets.

And I just said, look, we've reached a point now. And it was on a Friday evening. I hated doing it, but he knew it was coming all week and he'd been ducking my calls.

And I just said, look, and I had someone else replace him on the Monday. And I had to make that kind of decision because, again, business doesn't wait for anybody. My overheads have still got to be paid.

I had to make a decision to get rid of him. So I said, look, I need to speak to you before Monday, please. And I managed to get him on the phone.

And I just said, look, I'm sorry, but things just aren't working out. You can probably tell. And I said, I wish you all the best in the future.

And he knew it was coming and he went his separate way. So, but some of them have gone a little bit, some people are a bit confused. They're like, oh, well, I can't believe I've been with you for so long.

And then, you know, can you reconsider? And they keep in touch. I always keep the door open, but I have to be firm with them and say, look, right now, I've got to make sure the business survives and keeps on track.

So, and then again, keep the door open.

[Katie Harvey] (22:14 - 22:26)

Yeah, definitely. And have you got any final words for problems that you've been through? Maybe one more challenge that you've come over, but maybe potentially in your personal or life by design aspect?

[David France] (22:26 - 23:25)

I think, well, one of my biggest problems, I'd say probably is especially with stress is probably alcohol. I've got probably quite a bad relationship with alcohol. I do take, you know, if I'm being quite honest, a bit of comfort in having a glass of wine on a night or two, just to settle me down and relieve the stress a little bit.

So that was probably something, you know, I want to probably work on at some point. So that's been a bit of a problem, I guess. And that does naturally have a knock-on effect with the businesses, especially you don't feel great in the morning.

You know, it doesn't have a great effect for you and your efficiency. So I think cutting back, I think, and I've done that a bit, but I think that is certainly a personal challenge and something that I probably do want to work on a bit more. I wouldn't say I'm going to go teetotal or anything like that.

And, you know, I do quite like a drink. I don't think there's anything wrong with that. But yeah, I'm just going to sort of cut back a little bit, I think.

[Katie Harvey] (23:26 - 23:34)

Yeah, amazing. Did you, have you already cut back a bit compared to when you started Property Entrepreneur? Is it like a slow progression that you're working through?

[David France] (23:34 - 24:30)

Probably more of a cycle, really. It depends what's happening with the businesses and family life and how stressed they are. But I think when things are operating well, I think, again, attending these, the Blueprint events every month, or the advanced sessions every month, really help you just, I call it stepping off the, you know, the treadmill of the day to day and you're just working on the business and you're just tweaking things in the business.

And these little things, every time I come away from the events, I'm like, oh, I've got to tell the team about this. I've got to tell my marketing manager about this. I've got to tell the sales guys about this.

And we've got to research it. And I just, I'm absolutely super pumped up with it. So I think by doing that, helps me stay a bit more focused and keeping the drinking under control a bit.

But I think when the businesses don't do very well, it's easy to kind of go the other way, I've found sometimes.

[Katie Harvey] (24:31 - 25:20)

Yeah, definitely. It's quite a habit throughout different entrepreneurs. I think it's definitely not just you that does that.

It's something that people use in the evenings to calm down or wind down or sleep better, even though it doesn't actually help you sleep, but it might knock you out a little bit. But the actual cycle of- Definitely, yeah. Yeah, maybe.

Well, yeah, that's definitely something that you can keep working on, but it sounds like you're aware of it and got it under control. So that's always great. So back when you first started Property Entrepreneur, if somebody had come up to you and said, if I want to get to where you're going in the next three years, these are the three things I would recommend you focus on, X, Y, and Z.

What would these three top tips be for you?

[David France] (25:21 - 26:38)

Understand it's that saying, understand that it's a marathon, not a sprint. Because again, I want everything done tomorrow. I'm not very patient.

And I think people just need to learn to be patient and enjoy the journey because when you get over one problem, as I've said, like you buy one acquisition, you're not really going to stop there unless you're that kind of person. I mean, most of us aren't. We want to keep going and going and growing.

So I think it's just patience is extremely important and just making sure you're- But moving forward, implementing things from the blueprint, networking with people. There's so many people. I mean, there's still people on the property of the entrepreneur I've not actually spoken to that much, but most of the people I have and the people and the experience in the rooms and the opportunities, and it's just brilliant.

And friendships, some really good people. I know when I did get up and give back last year, went up Snowdon with a load of them and it was brilliant, got on really well and made some good friends from it. So I would just say, just be patient and enjoy it.

Enjoy the different aspects to certainly being a property entrepreneur because it's not just about business and making money. There's so many more things than that.

[Katie Harvey] (26:39 - 27:00)

Yeah, you've mentioned community quite a few times throughout today. And I agree, it's such a big part. You get so close with these people and actually you're friends outside of business.

You can't necessarily talk about the stuff that is challenging or even the successes because they don't quite understand it. So having those people to celebrate with is so important.

[David France] (27:00 - 27:41)

That's a really good point actually. I know Adam was saying on stage, I think a couple of sessions ago, saying that if you made a lot of money in your business, you wouldn't wanna start telling your friends because, but in the rooms that we're in, in property entrepreneur, it's actually celebrated. But unfortunately, you can't tell a lot of people that you know outside of this because some people take it the wrong way and all that kind of stuff.

So it's a bit of a safe space to share successes and also challenges as well. It isn't plain sailing business at all in any shape or form. Anyone who says it is, has not been truthful.

It's difficult. Some days are really tricky.

[Katie Harvey] (27:42 - 27:47)

Yeah, it definitely is nice having the right people around. Top tip number two.

[David France] (27:48 - 29:05)

Make sure you don't neglect your health and also your family on your journeys as well. I think it's important to have this balance because everybody wants to change the world overnight, but it's not gonna happen. Again, patience, but also not neglecting your health and your family.

They're extremely important to keep that balance there. And Pete, if you think that the wheels are gonna fall off if you're not working and you're not working weekends and you're feeling guilty, it's, I can understand why people feel like that, but it doesn't happen. It actually helps you.

You actually probably make more money, I would say, and your business grow more because you're taking the time out. And when you take the time out with your family and your friends or doing hobbies as well, because some of my hobbies as well, I've not really touched on any of these. I like to do clay pigeon shooting and stuff like that.

You can invite business friends and it just all helps, but you can incorporate that into your work day as well, which, and things like this are all part of networking and growing and being around people. But yeah, that's my tip really. I would just say, don't neglect your health and your families.

Make sure you get that balance, keep the balance there because it's easy to lose track of that when you're growing.

[Katie Harvey] (29:06 - 29:19)

Yeah, definitely. And I mean, that's what we're all doing it for, right? The ultimate goal in our businesses is to be able to spend time with family or friends or to do what we want.

So if we lose that, then we've lost our sort of reason why.

[David France] (29:21 - 30:03)

You're dead right. That's, it can be really challenging to put a lot of strain on the family, my businesses and the stress it causes and constantly talking about work all the time. And just realising now it's, I know like, again, the blueprint that we're helping with this, but communicating more with my wife and just making sure we're working in sync together and we're not sort of disconnected and it's just me and her, we're on separate paths.

You've got to make sure you're on the same journey together because that support of your wife, you know, that's extremely important as well. You've got to have somebody who's in the trenches, especially when the times are going bad. You know, you've got to have that person there helping you.

[Katie Harvey] (30:04 - 30:08)

Yeah, definitely. Completely agree. Amazing point.

And top tip number three.

[David France] (30:09 - 30:58)

I suppose one tip I would say is don't be afraid to ask for help. I think in this business, you know, some people like to think that, you know, they're showing to everyone they're doing well, they can't show any weaknesses or kinks in their armour. I think for me, I've always been able to reach out when things aren't going well, reaching out to the right people.

I mean, you don't start shouting to everybody, oh, my business ain't doing very well. You find the right people to confide in, but don't be afraid to ask for help because some of the people I've turned to in my darkest times, because I've had some really, real bad problems in the businesses and such like, and some of the people you turn to give you the advice and also the confidence to sort of move forward. So, you know, I think being able to ask for help is actually a really good thing and not everybody feels they can do that.

[Katie Harvey] (31:00 - 31:18)

Yeah, definitely. And again, that comes back down to community, doesn't it? Having those right people around you.

And I mean, I've had to do it before. We've all in this network have had to ask for help at some point and you don't realise what not asking for help can do to you or to someone else. So, yeah, definitely.

[David France] (31:19 - 31:19)

Yeah, I agree.

[Katie Harvey] (31:20 - 31:25)

Have you got any final comments that you want to share with the audience today?

[David France] (31:26 - 33:12)

I probably just want to say, you know, thank you to everybody, yourself included, anyone who's sort of associated with Property Entrepreneur. I can't believe I'm in my third year. I just think it's just gone in a blink of an eye.

And every year that goes by, you're obviously setting your year up with the year of and there's some of the things I really like as well because you get to plan your year out. You get to sort of get that canvas all of how you want your life to be. You actually get to map it all out a year in advance and I just thought that's just brilliant.

And it doesn't all go to plan, obviously, but then you kind of think about it in advance. But when you're just a busy entrepreneur before the Property Entrepreneur came along or I was on it, you're figuring out on your own and you're trying to, you know, it just takes all the guesswork out of it. All these people have been there and done that.

Dan Hill been there and done that. He's developed all these blueprints which just make things so much easier. And when you just put them in place.

So each year that goes by, the businesses are just implementing these blueprints, but it's not going to happen all at once. And I've realized that some years, I just think, you know what, that's not a now thing. It's a later thing, but I'll put it in place at some point.

Because I know some people do all kinds of stuff, certainly like health wise. Some of them do like cuts and they get like shredded and stuff. And, you know, it's just not the right time for me to do that.

I've got young kids and I might be making excuses, but they've got other priorities, I think. But at some point, I might do that in the future. But yeah, I think just top tip really, I think is just thanking everybody.

Well, just one final closing there. I just want to say thank you to yourself and everyone at Property Entrepreneur. It's a brilliant community to be part of.

[Katie Harvey] (33:13 - 33:18)

And equally, thank you for being part of it because you definitely offer some great advice to everyone else as well.

[David France] (33:19 - 33:20)

Thank you. Appreciate it.

[Katie Harvey] (33:21 - 33:27)

So if people wanted to follow you, get in touch with you, learn more about your journey, how can they do that?

[David France] (33:27 - 34:05)

So I'm on the usual social media stuff, Instagram, David France Official. And you can find me on Facebook just under David France. And yeah, like I said, I've got multiple companies, which I mentioned at the start.

I've got Town and Country Property Auctions Northwest. I don't have a day-to-day involvement. I'm a shareholder, but I have regular meetings.

And that ties nicely with Fast Property Consultants, a sourcing company, and then Fast Property Partners, the property training and mentorship company as well. So there's a few ways people can reach out if they want to get in touch.

[Katie Harvey] (34:06 - 34:15)

Amazing. Thank you, David. Congratulations on hitting your financial fortress and officially living off the steam.

And thank you for joining us today on the podcast.

[David France] (34:15 - 34:17)

Thank you, Casey. Thank you for having me.

[Daniel Hill] (34:20 - 35:03)

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