

## Group webinar 61 - Interview with Shray and Nikita

**Steve Eagle** 00:03

All right, everybody. Welcome along. Oh, Andrew has given me the finger in the air. I guess that means don't go yet. Keep going. Okay, keep going. We will all right. Welcome along to the end of month session for April. Andrew and Darrell, it's great to have you along. I know that, Andrew, you can't stay for the whole thing, so I'll say hi to you first. How's things? Man,

**Andrew Grant** 00:25

very good. All good. Everybody. Been a hectic week, doing all sorts of fun things, but busy. But looking forward to hearing the recording of this later. It goes as I go. And thank you very much, Shane Nikita, for turning being patient over our many attempts to get this particular workshop working, there's,

**Nikita Shetty** 00:44

oh no, our pleasure to be a part of Thank you.

**Andrew Grant** 00:48

We've been a bit anyway. We're here today and we're going to get it done. I don't care who what happens. We're finishing it. Thank you very much. And hi, Darryl,

**Daryl Grant** 01:02

yes, I'm well, thank you. Good. That's good. Good for a Friday.

**Andrew Grant** 01:06

So, as you guys know, or maybe you don't, today's a bit special in terms of, we're going to talk them to Shrey and Nikita and Steve's going to talk to talk them through, maybe telling their story and how what they've been up to in terms of sourcing products and how they their experience, and maybe they can give you some insider tips on what they've been doing and that you can take and apply in your area, as we've going through today. It's a little bit different than our normal Wednesday meetings, where you guys are here, you can all be seen. So keep your keep your cameras on. That actually helps people who Nikita Andrew when they're talking and so on. So they can, they can see the interactions. Know who's talking, also ask questions as we're going. And I'll kick over to Steve now to run the show from here, and we'll right to go. So everybody, cool.

**Daryl Grant** 01:56

Yeah. I'm just asking people to please mute your mic if you are not talking that way. We have a nice, clean sound. That

**Andrew Grant** 02:02

would be great. Okay, well, I'll leave you at it, and we all happy.

**Nikita Shetty** 02:06

We're all good.

**Andrew Grant** 02:06

Okay, cool.

**Steve Eagle** 02:08

All right. Well, thanks, Andrew and Darrell, lovely to have you with us. And as Andrew said, Shree and Nikita, it's a lovely have you along, guys. I'll be kind of like driving tonight, I guess. Daryl, I don't know that you've even met Trey and Nikita before, although Trey was one in one of our workshops. Yeah. So, so it's really on me. There are no slides for tonight. It's just a conversation with a couple of good friends of mine who we've done some deals together before on some school furniture products. But that's not the limit of what we'll cover tonight. Shreya and Nikita, in their own right, are successful entrepreneurs and building businesses and doing product they've moved around the world and based just outside of Brisbane without me sort of getting more into the detail. Maybe it's time to say hi, Shreya and Nikita, and maybe Shrey, you go first, and just tell us who you are, where you come from.

**Shrey Tawde** 03:08

Hey, look, we we guys are based in Brisbane, just outside Brisbane, in Australia, and we run couple of businesses here, and it's going good. And since we've met Steve, I think he's added multipliers to that couple of businesses. It's not couple of businesses anymore, because he's the man trust me on that, and I have this thing for him. I never asked him what you have on your shelf. I always say, Hey, this is what I'm after. And Steve is the guy who will always go saying, hey, no worries. Leave this with me. I'll come back to you, Matt. And the man does come back with some brilliant options. So where we are very honored to have him around us in his helped us mentors on so many things that and has opened up so many avenues, which is not even funny, you know, in all aspects, like a to z so very pleased. And Nikita would be able to say that too, because she works very closely with Steve as well. And she goes, they both go backwards and forwards on some new things. And we did school furniture. And there are few things which are lined up in the pipeline, which we are trying to organize. Steve's been brilliant on that and and we, when we say few things, it's absolutely different industries all together. And it's phenomenal. What the knowledge he's got, it's, it's the wealth of knowledge. Is God in all aspects? I believe you can have pull out any conversation, and Steve could take that further. I'm sure Nikita would agree to me on that. Hi, Nikita,

**Nikita Shetty** 04:55

absolutely, we've it's been great working with Steve. He's someone who. We see them. This is something I can never forget. You always do the boring stuff, and it will take you, you know, it's, it's, and he's someone you absolutely it's not something you would say, Oh, let me have a look. You know, I think he's always positive about it. So it's pretty much, get things done. Let's worry about things later. So we have absolutely enjoyed working with him. Yeah, it's great. And I think he's it's a game changer. Ever since we've do

**Shrey Tawde** 05:32

the game changer, no doubt.

**Steve Eagle** 05:34

I appreciate the pats on the backs guys. It's lovely to hear. And, yeah, not really, why I brought you here. I mean, it checks in the mail for the promo just goes, not really, why I brought you here, not to, not to say it's not a welcome, it's absolutely welcome. What I'm, what I'm kind of really interested in is a little bit of your backgrounds. You guys have been obviously doing things before we met. When I met you, you were, I guess, starting to grow your cleaning business. And from my recollection, we kind of sat down, had a chat about it, and the thing I remember you saying to me was, you're looking at ways to scale, and it was a service based business. And then I said, Well, okay, well, why don't you start thinking about product based stuff? That's how I kind of recall it. But before you met me, what were you guys doing? What did you been working on? And How was life

**Shrey Tawde** 06:37

look before we before we met you, or before, when we met Steve, we were doing we've got a franchising business here in Brisbane, and we've got around 40 franchisees with us in Brisbane and Canberra, and we were a service based business. And as Steve said, since he came in, he turned that service based business into a product based business. Now we have a list of products which we sell back to our clients, because we have a commercial clients. And there are number of things which we sell back. School furniture is one of them. And Nikita has got a whole list of the other things. What we Steve's helping us supply that. And we supply, you know, we sell that back to the to our clients. And trust me, if, in a year's time, we've been doing this for last seven years, and the franchising business we're doing for seven years, and this product based business will, you know, another 16 to 18 months, the turnover will be twice to what we're doing with our existing business. So that's how that's how it's all opened up in terms of from service to product base. That's a big shift, and a massive change of turnover

**Steve Eagle** 07:59

was that all you guys were doing, like before, before we met, was the cleaning franchise, the that's,

**Shrey Tawde** 08:07

that's all you know, as as a business, we are invested in real estate, but as a business, as a cash flow business, you know that that's all we did, the service side of

**Steve Eagle** 08:19

it. Do you have expertise in that? Or what's the origin story around the cleaning the cleaning business?

**Shrey Tawde** 08:26

Yeah, look, we, I've been doing, we've been doing this since New Zealand. So we started that in New Zealand almost 10 years back, and it was great. And we came to Australia. And then when we came to Australia, we're like, Hey, why go reinvent the wheel when you know what you're doing. And you know, the Australia has supported very well to what we're doing. It's only multiplied, and it's only added. And then after we met Steve and his team, it's completely massive shift over and a complete open mind on what products could do, you know? And, yeah, what products could do. And it's so easy, because all you got to do is sell it once, then you just replicate the process, and it's matter of you writing an email, and there you go. Job done. So,

**Steve Eagle** 09:22

go ahead,

**Nikita Shetty** 09:24

just to add to what Trey said, so initially we were just doing, you know, just to that's, that's what we were offering. Ever since we've met Steve, what we started offering just basic, you know, the consumables, you know, even like coffee machines, to the point we get inquiries for laptops and iPads and school furniture, everything, yeah, but this is what it is right for them, it's easier to just so it's one stop shop and stickiness way you know clients do everything with you. It's just phenomenal. So. Are, yeah, from service. Now we've moved on to the product base, which is absolutely brilliant, yeah,

**Steve Eagle** 10:07

and the first time that we ever did a deal together, if I recall it from my side, after we got talking and we spoke about the service based business. And for those listening year old, young or old, and I'm sure I've said this to as well, Nikita and Shree, service based businesses, in my mind, are fantastic, but they're one of the hardest businesses to scale, because if you, if you want, you know you're cleaning 40 you've got 40 cleaning franchises. If you want to open a new territory or get more market share. It literally means more people on the ground, more, you know, an office in that area. You know all the equipment that you have to supply and use for your cleaners to get out there, the transport that they need. Or, you know, however that works and and I remember saying, Well, why don't we? The first thing I would do if I want to scale a business like that is look at all of the things that my cleaning customers use in their businesses, and just start benchmarking. Just start benchmarking and just see what, just see what shows up as being potentially profitable. And before we arrived at the school furniture, I think we benchmark maybe sort of 10 or 15 other ideas around cleaning product itself, some of those now, now in market. How did the school furniture thing come about? How did you meet the school? Who did you talk to? How did you raise the idea of furniture, or did they come to you? How did that whole thing happen? Because, if I like, when I think about it, I kind of had the feeling that maybe that was already a deal that you had been asked about. I can't remember if you actually sourced that after we met each other or not.

**Shrey Tawde** 11:49

Yeah, no. Look what happened was because, you know, we were into cleaning business, and you normally would meet the principal and the facility manager on regular basis. And I believe listening is a great skill. And so when we were sitting doing a thing, you know, they, as clients, they would always talk about the stuff they were looking at ordering, and they had this massive conversation while I was in the office about furniture and and I could see all these numbers flying out, and I said, Hi, there's no why. I cannot tap into this, you know, while they're talking in front of me and that, you know, they're looking at getting 500 you know, desks and chairs, you know, that's in six figures. And he said, So, all happening in in front of me. He said, There's no way I can let this pass. And I said, Hey, I gotta find someone who could supply that. And before I left that office, I said, Hey, I've got someone who could do this. And I had noone, absolutely noone. And I said, Hey, I've look, I've got a contact, and he can, you know, supply me the desk and chairs, and he's been doing this. And there was no Steve Eagle. He didn't exist then in my world. And I then I started looking for the eagle flying up, hi. And so. And

fortunately, I found him and one of my friend, common friend now, Darren Stevens. He said, Hey, I know Steve could help you in this. So the first time I ever met Steve, I had a purchase order in my pocket. I when we met, I just pulled that out. I said, Hey, I'm Shrey, and that's the purchase order. And the The brilliant thing was, Steve looked at us, yeah, no worries. Not a problem. Grab a seat. We can get that organized. And what a great relief. And two or three months later, Steve, we went through the whole thing. We, you know, we had few difficulties getting there with that color change and whatnot, they, you know, we ordered a different color. But it was brilliant. Steve made sure we get, you know, the colors were changed on the last minute. It was a very last minute thing. It was a very rush, rush, you know, we, we got rushed in because of that, and then we had to supply all of that before Christmas, because then that's a lag school wanted the furniture, and Steve's team delivered all of that. Bang on, pretty bang on. And the very first invoice was in six figures. And hey, from there, when you see that as a businessman, there's no way turning around.

**Shrey Tawde** 14:17

and you know, there's absolutely no way, because my contract with them was maybe just under a mill for that school. And this is just one invoice, and they had plenty of things, what they were looking at ordering, and then Steve, you know, brainstorm is we sad? Did some brainstorming. He put some wise words in my ears. And now school is not the biggest client. You know, we've got everyone in our list. We've got around 600 commercial clients, and pretty much we even talking about a four papers, you know, you name it, you're saying, Hey, we could source that. We've got access to that. And there you go. And it's pretty much running, not. As equivalent to the existing business. But I see 16 to 18 months that's going to change

**Speaker 1** 15:07

with

**Steve Eagle** 15:08

your existing clients. So the school was one of them. Can you give the guys online some idea about what are the other types of businesses that you clean for? I mean, I know you. It's not you out there, it's your franchisees are out there doing the work. What do they sort of pick up? As Is it commercial work, domestic work? What sort of businesses?

**Shrey Tawde** 15:27

Everything is commercial. We do a lot of medical centers, schools and corporate offices. And so after one, once we did the first deal, we had this massive training session with my franchisees saying, Hey, you guys are out there in the field, and you're the ones who are watching and listening what's happening in on the side. She going, and now all of a sudden, you know, it's, it's been six months, it's time to, yeah, to to end. Now they come back and say, Hey, this client uses a lot of a for paper, and, you know, so all sorts of things. And so, so now it's, it's great that I don't have to be out there. And the franchisees are now coming back saying, hey, this client needs this. This client needs that. Can we source that? And yeah, so there's number of things like electronics and whatnot, pretty much so commercially. So that's been great,

**Nikita Shetty** 16:27

even even our meetings. It's funny, even our meetings with the franchises have changed, which previously it was more service based

**Steve Eagle** 16:35

based

**Nikita Shetty** 16:35

and the performances, now it's more the product based. So like Sherry mentioned, they've been going on the site, and they're thinking outside the box, and it's literally just a product. The amount of phone calls we get, what the client is using, what we can do is just phenomenal. I mean, the last few weeks, they've been constantly following up saying, you know, when is the next container going to come? This is we're going to provide the list. This is what we need. To it's just amazing. It has taken time, but, you know, again, it's mentoring them, so it has absolutely changed the mindset.

**Steve Eagle** 17:09

One of the things you mentioned there Shreya and I'd kind of forgotten about it, was the tech stuff that you that you did before you met me. Didn't you do a Starlink deal, or you're trying to get a Starlink deal done. I remember you doing, saying something, you went somewhere, bought a whole bunch of stuff, and then took it somewhere else and sold it. Yes, what was that experience like?

**Shrey Tawde** 17:33

Look, Bunnings was short of but, yeah, Bunnings were, Bunnings were after some styling dishes, and then we, we found out Bunnings short of some Starling dishes. So we, what we did was there was another distributor in Brisbane who was doing a good 30% discount on X number of products you could buy. So we bought X number of units, all of them, and then sold that on on sale. That forward to Bunnings, and so we made that 20% on top of that, because they were buying it at full price. And we got that 30% discount. We did that. We actually did that with JB, Hi Fi as well, with some electric bites year. And now this is before Steve we had half a container. We found our JB, Hi Fi Oxley was short of some electric scooters, so we managed to source that. And, you know, not, not a great, great, great bucks on that one. But hey, it's a product, you know, we've sold, and it only adds to your experience, you know. So

**Steve Eagle** 18:38

that's good. So how do you meet somebody in Bunnings or JV, Hi Fi, and go through the process of, hey, I've got, you know, a product that you want to buy. And obviously it's something that I'm quite familiar with. It's something that you guys have done quite well. But I think everybody online really likes to hear the mechanics of how that kind of works for you, to sort of demystify it and also help understand, like, just, where do you find the Bunnings guy that's gonna put his hand in his pocket and pay for something, you know?

**Shrey Tawde** 19:06

Yeah, look, I think the biggest skill here is I'm listening, you know, we've got to listen to what what people are saying, or what businesses are saying, and then once you have that, I think you gotta be

shameless as a salesperson, and you gotta go and approach, hey. You gotta take those rejections straight up. You know, we, you know, 10,000 it's like what Michael Jordan says, hey, everyone talks, how many times, if you know, you know, put the ball in the basket. But nobody talks, how many times is missed out on that? So which is far greater than what is put in? So now I'm a big believer of that, and I like to listen what people are saying, and I'll approach it doesn't matter. I'll follow that chain. If I hear it from from Nikita, I'll go talk to Nikita. I said, Hey, I can supply that. Nikita would say, hey, look, I'm not, you know, Mike, I can't do that. Can you? You gotta talk to Andrew. And there you go.

**Speaker 1** 19:59

You.

**Shrey Tawde** 20:00

Know, that's all you want. And then you just follow that trail and and be that sales guy and go out there keep, keep looking for that next guy. And eventually, you know, they say when you're looking, you find God. So, you know, this is just a manager you're looking for who's who's saying, Hey, okay, yeah, okay, you can supply that, yeah. And there you go, you know. So you know, have a have a great belief in yourself and and follow

**Steve Eagle** 20:27

one of the things that I think most people afraid of, I list a spot poll who feels a little bit nervous around making an approach to somebody like a national buyer at Bunnings who may or may not want your product if you show it to them, let me know in the in the chat, if that makes you nervous or if you're okay with it, let us know as well. Say no, no, I'm totally okay with that. It's one of the things I really admire and respect about both you and the key to Australia is that you've just got an impeccable mindset when it comes to managing that journey, because it's not clear. As an entrepreneur, always what the future is going to look like. You know, you don't know that that's going to go well or not. But if you guys are prepared then, and you have a good mindset about it, I think that really changes how the outcomes work as well.

**Nikita Shetty** 21:18

I think Shea and I, we're a big believer of you don't ask, you don't get and then, like Trey mentioned, you got to make sure you're asking the right people. And you know, in even in franchising, we've got a sales team that we train, and this is what we train all our sales cadets, is you cannot be scared. You have to be confident. Just walk in and absolutely then follow up as well. That's exactly what we follow. So, yeah,

**Shrey Tawde** 21:45

the biggest thing first is that that initial approach, and then you follow, follow up, the shit out of it, and eventually that business is left with no choice but to go ahead with you.

**Speaker 1** 21:56

Yeah,

**Steve Eagle** 21:57



one thing I say with my team in Australia, we're working on some infrastructure projects at the moment which are not untechnical, you know, they have a lot of moving parts and, and big money, a lot of, a lot of, you know, stakeholders who have a lot invested and, and one of the things I'm always posting in that team chat is persistence overcomes resistance, 100% of the time, yes, just persist, You know. And if it's not moving, it just means you need to persist a bit more, give up or walk away. It just means do it a little bit differently, a little bit

**Shrey Tawde** 22:32

better, and

**Steve Eagle** 22:33

keep improving. Yes, one thing. And you know, we could go and talk about the the school furniture deal. I think we've covered that quite a bit throughout the program, guys, so I'm very happy let me know in the in the chat box if you'd like me to step you through it again, otherwise. And I'm happy to do so, by the way, I've got some images I can share, and I can talk about how that deal came about and how it was in delivery. One of the other things that I know that you guys did more recently, which just really impressed me, how you approached it, and just the thought that you had of, let's go do this trip and do it this way, was your trip to the US. And you know that I'm in nutrition, and you're doing some nutrition stuff. You showed me your dossier around that, would you mind just talking through how that trip came about, what your idea was, and then what you actually did with it, what happened?

**Shrey Tawde** 23:26

Yeah, sure. Look, we trying to do an end product of we the we do, and we trying to basically manufacture a product which is a fruit based product, and being fruit as a hero product of that. We trying to get some like drinking shots, not alcoholic, but medicinal. That's where we leaning pharmaceutical, nutraceutical, side, side of it. And so when we started doing that brainstorming, so we had we know what we doing in terms of what the end product is. But then, when we were doing this, doing a trade shows, I said, Hey, why can't we sell it, you know, while we are in a process of, you know, presenting it? So we did all the background, the blueprints of the product, and went out to New York and Miami, met some really cool, cool people in the States, and we managed to come back with with an investor with between three to five mil with, is what they're looking at investing while the product is not even ready yet. You know, it's

**Steve Eagle** 24:33

super good. Tell break this down a little bit for me, because you just flew through it. And there's so many cool aspects of this. What exactly did you do? You said that you kind of built the blueprint of the of the product. What is that? Is that a sample, physical sample? Is it a slideshow? What? What is that thing that you built?

**Shrey Tawde** 24:56

It's more of a slideshow. And. It's more of a slideshow. And what we did was one of that ingredient of that product we're using, we highlighted that product, and we said, hey, nobody else in the globe is going to supply that. And that's what like, for example. I'll give you an example. I won't tell you what the product is yet, because we you know, it's not,



**Steve Eagle** 25:20

it's confidential. I get it, but I if I maybe can articulate this way. It's a an extract from a it's an extract from a fruit. That fruit is, is a native fruit to Australia, and only grows in some specific areas in Australia. Is that right?

**Shrey Tawde** 25:40

That's absolutely right. So let's take it. It's like a twin, twin brother or twin sister, sister to kakaru Plum. So what we did was,

**Steve Eagle** 25:48

it's a good reference. So something, something kind of like that, and then, and then you, you pull out something special. The the essence of that thing

**Speaker 1** 25:58

is

**Shrey Tawde** 25:58

what she is trying to chase vitamin C, not on the synthetic side, but on the organic side of it, because we've got so what we went we saw what the gap was in the market. You could see there's, you know, everyone selling vitamin C, but it's synthetic based. It's not natural, it's not organic. So we said, hey, can we do this? And then naturally, Australia is so rich in terms of what we have here, and we forget what's in a backyard, and we carry on finding it overseas. And, you know, try and see that special product. We said, Hey, how about we just go backwards and see what what we growing here? And there's so many, so many products, so many fruits in Australia, which still are not commercially out there, and we, you know, and all of that info is available, very readily available. We went in, picked one of that thing

**Speaker 1** 26:51

you

**Steve Eagle** 26:51

find. That's a really good point, actually, because a lot of people think, oh, it's all this stuff is hidden. But as you said before, if you ask you, you'll find all your heads through to God are like, hey, put that what? What did you where did you start? Like, thinking, Okay, we want another product. And then where did you go to find the information?

**Shrey Tawde** 27:08

Okay, look, I'm a big believer of sticking to my day job, right? And, and I believe, do you know you gotta have good network, and you gotta have good people around you, right? So I said, I've got this cool idea. Is what I thought was a cool idea. I said, Hey, let's go, you know, try and extract the environment. C, and then we found someone who was doing this few years back again that came through network, and he's a food scientist. And luckily, yeah, luckily, he was within our network, and I approached him. I said, Hey, Mike, you know this what we're doing. And I'm good at, you know, making a business. I'm

good at selling stuff. Can you go out and find me that hero product? This is what my idea is. I want to extract vitamin C and natural on the natural side, not on the synthetic side. And he said, Look, I can help you. And I said, the idea is, it has to be unique. It has to be only me supplying globally, because I want, if I'm going out in the market, I want to be in sensation. So man, he's come up very well. He's helped me bring all of that together in terms of food supplies, where we going to source it. We have a little farm here, just outside Brisbane. So our idea is to make a concept out of that, while we're making that as an end product. And the future idea is that UV, I mean, the idea is that we could become that consultant of saying, you know, we can help you replicate this. You don't have to have the same ingredient or same idea, but we can help you build unique businesses. And so going to replicate that on a farm. And of course, we have to supply all of that from we got to outsource the fruit, because you can't grow everything if the global demand is there, you know, naturally, 100 acres is not going to do that, you know, so, but yeah, that's how that, that's what I believe in, bring right people in and work closely. Otherwise there's no business. Business is managing people and working with people and having a great meeting

**Steve Eagle** 29:22

like I say that down. Andrew often say, you know, business is easy. It's the people that are the hard part.

**Shrey Tawde** 29:29

People is done and

**Steve Eagle** 29:30

but, um, okay, so you had this idea. You've identified that there's some unique Australian ingredient that you can support your idea. Okay, let's go and untangle that. And then you networked, and in your network, you found a food scientist who helped you then get your ideas down properly, organize them in the way the product structure needs to be and everything. How. How much did he charge you for that?

**Shrey Tawde** 29:58

He just charged me and. Arm and a leg,

**Steve Eagle** 30:01

has he?

**Shrey Tawde** 30:02

But I do not doubt him. You know, when the when the fruits go into fruit, I think it's going to be very sweet.

**Steve Eagle** 30:11

Okay, so I was wondering if he did it as a mate, or if he actually had to pay him for it. And then you got the information that he gave to you, which I saw once upon a time. And it was kind of like a something, also dissimilar to this one. Whatever this is, is a Thai Andrew treat thing, but it was basically a

something like that, right? And then you took that, you took dropping things everywhere, then you took that with you, and you jumped on an airplane to the USA,

**Shrey Tawde** 30:44  
absolutely.

**Steve Eagle** 30:45  
What was your idea? What were you going to go do in the USA? What did you do that? You hop off the plane? And then

**Shrey Tawde** 30:51  
what first, what we did was, you know, we said we can't go approach people randomly, saying, I've got this cool product. You got to have some, you know, some research, some R and D behind it. So what we did was, before meeting all these investors, we said, hey, how about we go, go tackle some trade shows, right? So we went unique trade shows where they do this cool stuff. We got gathered a lot of idea from there, and then tweaked what we had print out, we reprinted what we had. And, you know, did the little tweaks on that, and then went and started approaching all these people. Because when you go to trade shows, all these people already there, and you just gotta tap the right people and and as I said, you know, when we approached all these people, we must have got at least 3035, rejections. Some people didn't even have the time to look at us, but hey, found two guys who said, Hey, this is cool. Can you come see us in New York and Miami? So we had some free days. We didn't know we would go to Miami or New York. We said, Hey, we're going to go there and do this. And if someone says, come see me here, we just going to sit in that flight and do that thing. And then, yeah.

**Steve Eagle** 32:05  
So, when you, so, when you went to, where did you land? You went to LA first, is that?

**Shrey Tawde** 32:10  
Right? That's all,

**Steve Eagle** 32:12  
yeah. So, okay, so you fly to LA and you go to an expo. The expo was, what, like some health expo or something, I guess, because you're in a health product, right? Can we call the product like, let's call it. What health shots? Can we call it something? To give it a name,

**Shrey Tawde** 32:27  
yeah,

**Steve Eagle** 32:28  
okay, call it. Call it health shots. Not that that's what the whole product is, but we just need something. We call it, okay? And then you go over there, but you're walking into a trade show with a printout of your idea that a food science has helped you formulate, and most people go

**Shrey Tawde** 32:45

with me. Sorry, I took the guy with me too.

**Steve Eagle** 32:49

Oh, you took him with you as well. Okay, cool. So got him with you, and then you're walking into a trade show. Most people go into trade shows to buy things, but you're going in there to try and sell your

**Shrey Tawde** 33:00

idea,

**Steve Eagle** 33:01

sell your product concept. Is that right?

**Shrey Tawde** 33:03

That's right, absolutely.

**Steve Eagle** 33:06

How did you actually do that? Are you like walking around to the booths going, Hey, my name is Shreya. I've got this idea about a product and showing them the bit of paper. Or what you doing?

**Speaker 2** 33:15

Look, we went in. First thing, what we did was

**Nikita Shetty** 33:18

registered as a distributor.

**Shrey Tawde** 33:21

That's what I was about to say,

**Nikita Shetty** 33:24

randomly,

**Speaker 3** 33:28

you know, I went in and we registered ourselves as manufacturers, and which is the idea we manufacture about this. So we said, hey, we formed the company. Everything's, you know, we pretty set here. And so we said, hey, let's go in as manufacturers. And we could see all these people who are trying to buy existing products out there. And the best thing, I think, we did was we, the first day, we just chilled up, looked away, the market's going, what it's doing, and which products is people showing more interest. And pretty much we had a standing booth right outside every, you know, basically going standing and saying, Hey, this is what I've got. And we started presenting what we had. And I took the food scientist with me for a reason, because just in case, I'm good at selling, well, I might not be as good in the technical side of it. So I said, Hey, you know, I don't want to get cornered on that aspect. If someone gets me on the technical side, I said, I better keep the guy who knows his day job. I said, I'll keep him right next to me. And so when, when the question started getting hard, I said, mate, you know, it's your Do you it's your turn to go start answering.

**Speaker 4** 34:39

And when the contracting or the agreement side comes in, I'll jump in. Meanwhile, you tell what cool product we have, and a lot of people show interest. We've at least written maybe 3637 emails after the trade show people who had shown slight interest. And I think you only need one buyer. You. Hmm. And,

**Steve Eagle** 35:00

well, that's it. I mean, if you're selling in volume, absolutely right, like, that's that's a beautiful thing about selling in bulk is that one buyer, like, like, with the school furniture, I mean, one buyer totally picked up over over 500 odd sets of stuff and then that leads into more and more. So, you know, yeah, I completely agree. I just love the idea that you had the product in a paper format is, there's a couple of questions here. Maybe we should pause and grab them. The one that I saw that I think is really relevant is Nestor is asking so the product concept at the time when you went to the trade show, there wasn't actually a finished product yet. Is that correct? You just had a paper description of what it was.

**Speaker 5** 35:46

No, we have a finished product on paper so we exactly know what we're going to do, and

**Steve Eagle** 35:52

you haven't actually done it yet. You haven't manufactured anything.

**Shrey Tawde** 35:55

No, not yet. Because, again, I'll go back and on this question, I'll take everyone back to the networking side of it, like I have massive trust on Steve, because I said, Hey, I know if she's going going to go wrong. Steve's already, you know, producing, manufacturing food supplements. And if I'm going to get stuck, I know which way to head, which way to turn my neck around pretty much,

**Steve Eagle** 36:20

which is hilarious, because we because we hadn't spoken about it. So I would have received a phone call out of the blue. Trade would have gone, Hey, Steve. I just saw this thing help

**Shrey Tawde** 36:30

pretty much, hi, and that's why it was I think everything starts falling in line when your intent is there. And fortunately, I met Steve before the trade show. You know when I believe, when you work hard towards something that's going to happen? And you know, I met Steve just before the trade show. I was was like, hey, that's brilliant, I told myself. And I got that we I got that book. I said, Hey, Steve, this is what I'm trying to do. And naturally came in and said, Hey, look, I can look into the supply chain side of it, and I can, which I was very confident he was going to say that. And then he said, Hey, look, you know, I can help you manufacture some of that stuff. Because naturally, I'm into the, you know, that side of the food, the food of foods, food supplements, out of the world. I can help you. I can point you to the right direction. So again, it all goes to the networking of the business.

**Steve Eagle** 37:28

So then, so then you're off in LA. Is that your first time to LA? But you've traveled over there before?

**Shrey Tawde** 37:33

We went to LA before with Nikita to go to Disneyland.

**Steve Eagle** 37:37

Oh, cool. Your first time trying to get a deal done over there?

**Shrey Tawde** 37:42

Yeah, we went second time again. It's a Disneyland where it's called a trade show. Hi,

**Steve Eagle** 37:46

yeah, perfect. All right, so then you're over in LA scooting around the trade show, where it's all other product in your niche. You've got your description of your product, and you're talking to people, and then some people start showing interest. What what happened? Tell me about the people who said, Oh, yeah, okay, come and have a chat. What happened around that?

**Speaker 6** 38:08

Yeah, look, we got fair few rejections. Of people had no time on what we're doing. And as I said, you only need one or two buyers. So the people who showed interest, we said, hey, we can tee up a time on a coffee or something. And we managed to get six or seven businesses whom we got to meet and and then me, having the right person by me also helped, you know, it's just not, you know, showing up with a piece of paper in my hand, because then that's not, that's not, you know, you won't be able to sell like that. So that's why I took the guy with me, so that I get that support when I'm trying to manufacture that product. And then we had this six, seven businesses who show interest. And then one, one of the guy invited us to to New York. And he even took us to the Broadway for that. What show was it? Nikita, Mom, I went to,

**Nikita Shetty** 39:05

remember, but it was one of the shows,

**Speaker 7** 39:10

yeah, so we went. So he basically took us in a corporate box. Before we talk any business. Let's go, because you are. He's the one. Then said, The offer is saying, you know, I'm happy to invest between three to five mil. Because we said, you know, investment is this x, x, and he came up saying, I'm happy to invest between three to five mil. He had his conditions on what basis he would, he would invest, and he's asking far too much for what was trying to invest, which is fair enough, because when you're asking seeding financially, they'll ask you, but would I take that money, most probably not for what is asking? You know, but what it what it did to me was it told me that I can. Do this

**Steve Eagle** 40:01

and give you immediate valuation of your idea, right? If he's saying, Well, I would be prepared to spend three to 5 million US on it if these terms are met. Okay, great. That's not exactly a bad indicator, is it?

**Shrey Tawde** 40:16

Yeah, I think it puts you on track. And then you know now, you know there's value to what, what, what you're saying. It's not, it's not a piece of paper anymore, because after that, it was a Bible. Hey, that was the SOP when you know it the aim of what we were doing. And it gave us more confidence to, you know, get going and, you know, start finishing that product on what we promised. And the idea is, now I know that I have to just produce and get that product on table, and it's going to

**Steve Eagle** 41:02

Yeah, and so that's a great example, in my mind, of sort of selling it before you built it right. Like you're out there and you've you've gone out and done your early work, done your due diligence, formulate what you think the product should be, take the concept to market. Got six, six businesses interested and one willing to go at a three to \$5 million investment, even even though I know that you're questioning that and you've got your own ideas around where you want the business to go. Let us know in the chat, guys, if that sounds like a reasonable outcome for taking a flight to the US. How long were you in in the US for?

**Shrey Tawde** 41:39

For three weeks, three weeks,

**Steve Eagle** 41:41

three weeks in the US. So you got to cruise around. You

**Nikita Shetty** 41:43

got a free,

**Steve Eagle** 41:45

some different time zones. How much, how much time had you spent on this idea before taking the flight to the US?

**Nikita Shetty** 41:57

Six months,

**Speaker 8** 41:59

yeah, just 6 months

**Speaker 1** 42:01

yeah,

**Shrey Tawde** 42:01

and

**Steve Eagle** 42:02



doing other stuff. Yeah, other business is going, you know, life is going on. But you know, you also got kids. You've got kids in school. Is that right?

**Shrey Tawde** 42:10

That's right.

**Steve Eagle** 42:11

It's not like you're sitting on the sofa waiting for opportunity, right? You've got a busy life already.

**Shrey Tawde** 42:16

Yeah, we've got a decent business that's going, when I say decent business at least, is paying the bills. So, very happy with that. And so, yeah, so, and this is just one of the addition we were trying to do and into our business. And, yeah, so that was great. And Steve's helped me, really, I can't, you know, I'm not talking this, just for the heck he has helped me. Like, you know, I'm into real estate, you know, very likely invested in real estate as well. And Steve's helped me open that up on a different level. So I want to build, build houses and supply all of that myself, and I'm trying to own the entire circle. Is how I look at

**Steve Eagle** 43:00

it. It's kind of like one once you learn the skill set, it's like you can't not use it. It feels like it feels like doing the work, doing the work and not leveraging the work just feels like a waste if you're doing the process right. Because, because the upfront, the upfront of it, is relatively easy for the scale of opportunity that comes out the other side. You know, that's

**Nikita Shetty** 43:21

absolutely and just what race said. I think it's power networking as well. I think we met you at the right time, and, yeah, and I think that's when it's all exploded, that this is what we can do. We can do lots.

**Speaker 9** 43:33

You just ring and see this is what we want to do. And you would say, yes,

**Steve Eagle** 43:39

yes. That's a very good point, because a lot of people I need as well. They, you know, they're one of the very first questions I get from most people is, how do you do so many things? And I say, Well, I don't. I do one thing. I do one thing, and I apply that one thing into many businesses.

**Steve Eagle** 43:56

It's just literally rinse and repeat exactly that same thing, just in a different area, absolutely.

**Daryl Grant** 44:03

Very good try and Nikita, you're getting some wonderful comments. This is Daryl. You're getting some wonderful comments in the chat. Lots and lots of thanks and congratulations.

**Nikita Shetty** 44:13

Thank you. You just made a Friday

**Daryl Grant** 44:17

one of the things that I'd really love to pick up on and hear a little bit more about how you got to this place is oftentimes, what we tend to see is that people find lots of reasons not to go ahead. They look for problems, and those problems tend to stop them from implementing what I'm hearing from you guys is that you've absolutely flipped that around. And so you go, absolutely, I can do that. And then as the problems come up, you go, Oh, how am I going to fix that, Steve? Or you find a way around it. What I'd love to know is, is tell us a little bit more about your background. I mean, that that's probably an unusual type of behavior. Have you guys done a lot of minds? At work, are there particular mentors that you follow, or is it something that you both just do naturally?

**Shrey Tawde** 45:05

I think it's an entrepreneur's curse. Hey, you're, you know, you You're, you're not spared from that your mind. You can't sit down. I can't sit down and do nothing. So And so basically, it's a good curse to have, keeps you busy, keeps you out of trouble, and and then you just replicate the process. And it while I'm while we trying to, you know, we trying to, we run maybe six or seven different businesses all together on a come absolutely different ends of businesses. But that doesn't mean I've got no time for my kids. You know, I pick up my one of my daily rituals is to pick and drop my kids to school. I absolutely love that, and it only comes when you do this in a certain manner. And so I'm not restricted on time. Nikita is not dressy. Why? Why are we doing this? Nikita is in India with my with my family

**Nikita Shetty** 46:05

issue. But you know, you don't look for problem. You only look for solutions.

**Shrey Tawde** 46:09

Yeah, we are a very solution based people, and focus on problems. We focus on the solution side of it. So if as soon as find out there's a problem, you go, Hey, uray, there's a problem. You know, I can sell this. And all I gotta do find a solution so we don't get stuck on the problem. We like to get stuck on the solution is, it's, it's a mindset thing. And then when I think, when you start thinking like that, right? People come by you, you know, good people. Then start, you know, Crossing Paths weekly. And then, you know, you all align. And you tend to find, you know, feathers of same bird flock together. So naturally those people align. And you know, there's some cool ideas, you know, if you ever sit with Steve or Darren or Jackie, they all have this cool thing. You know, always solution based people. You take a problem, they all go, Hey, that's cool. There's some money to be made here.

**Andrew Grant** 47:09

Yeah.

**Shrey Tawde** 47:09

And, you know, that

**Nikita Shetty** 47:11

becomes successful. I think you need to have problems. I think it's just a shift.

**Shrey Tawde** 47:17

Does the shift and that that's right, so,

**Daryl Grant** 47:21

and having the right people around you as well, obviously hasn't happened by accident. So for those in the program, you know that we interviewed Darren Stevens is one of the people who we believe is a fantastic networker. You know, once you start to meet those sorts of people, it just blossoms, doesn't it? Darren does so many amazing people. And you know, one of the reasons you guys are here, I'm I'm sure, is Darren being, being the catalyst? Absolutely,

**Shrey Tawde** 47:50

yes. Look, one of my mentors, not just on business side of it, on personal level as well. He always tells good things about life and who you are about ethics and business ethics, personal ethics. So naturally, good people come by when, when you have the right intention. And the thing is, let's go get it done, rather than, hey, I'm going to do that tomorrow. Or can I do this? Can this be done? I think we gotta get up and get doing, and things start falling, falling in place. And once you figure it out, replicate, make an SOP out of that, and then apply that on to different, absolutely different products. So and I think Steve is master in that with with that concept, genuinely he is and and you just replicate. And then it's then, like he says, All you got to do is send an email. So with that, with that hero product, we say we're going to do that fruit based business, all we're doing right now is sending emails.

**Shrey Tawde** 48:58

You know, it's not that me going out, digging holes and trying to plant those fruit trees, you know, I'm just flicking emails within and growing, you know. So, yeah, that's the beauty of it. So, yeah,

**Steve Eagle** 49:16

that's actually a great, a great point. What is a day in the life of like, like, what's your usual daily routine? Is it? You know, up at 5am and hitting the emails and, you know, Lights Off late at night after printing off invoices. Or what's life look like?

**Steve Eagle** 49:34

Okay, look, I do get up at five. I enjoy getting out there. Yeah,

**Nikita Shetty** 49:39

we do.

**Shrey Tawde** 49:44

When I say I'm up at five, I don't like to do anything for the first three four hours. Just chill. I go for walks, do my thing, carry on dogs and whatnot, come back, drop kids to school, and by the time I've got my me time and. So the me time is over. Drop the as soon as you drop the kids to school, we come back. Because I don't want my kids to say, hey, you know, I had this dream. I was, you know, I'm swimming in this deep water. Dad was on a phone call. I don't want much. I don't want my child to have that dream. I want my child to say my dad was available for me. So and so we don't do anything till the

kids are back to school. And once the kids are back to school, my day finishes around 1130 I'll get all my emails, phone calls, sorted by 1130 12 o'clock after lunch and doing anything, bugger that. I

**Nikita Shetty** 50:39

I think we believe that, you know, being a successful entrepreneur, you really need to have that freedom of time and be able to spend with your family and children. So we've got young kids, and just what Trey said, you know, there's a balance to it. We are, we are into so many things, but our kids would never see a stress start or anything. So there is that balance. I would still say that late night and everything, but we get a lot of time for our kids as well. So yeah,

**Shrey Tawde** 51:08

invest your time with your mentors. I think that's another thing you gotta do, because you learn a lot from them. They've already

**Speaker 1** 51:14

done the time,

**Shrey Tawde** 51:16

and learn from them, and then try and apply that what you learn from from your mentors and people whom you look up. Could they and your main goal should be to free that time up and money is a byproduct.

**Nikita Shetty** 51:32

Yeah.

**Shrey Tawde** 51:32

So

**Steve Eagle** 51:33

what, uh, what do you think your next steps are? I know that you've still you're cleaning business. How's your cleaning business going? By the way, I mean you when I met you. Met you, I think you had 15 odd franchises, and you're growing, and now you're up to around the 40 odd number. We're

**Nikita Shetty** 51:51

4545 Brisbane, and we've got five in Canberra,

**Shrey Tawde** 51:57

about five in Canada, and I've recruited another one, only this this afternoon. And yeah, so we just got someone signed in this afternoon. And so by saying that, you know how I was saying, I stopped after 1130 12 o'clock. But when that, when I found out that they want to sign in, I went there and saw them at 330 so don't take that literally.

**Steve Eagle** 52:24

No, I get it. I mean, when opportunity happens, but, but there's a beautiful thing about having time as an entrepreneur, because you can make that choice to do that right if you really didn't want to, you could say sorry, not today, tomorrow or whatever, but, but you know that worked for you today. So, so well done. And then that business is going, what's the what's the future like? What are you What are you planning for the next six to 12 months?

**Speaker 10** 52:47

Look six to our main focus is that the fruit based the nutraceutical, pharmaceutical side, that's our main gig. What we are focusing on, because the franchising business is well on track, and we do have sales, and we have an entire team who runs that business, Nikita overlooks that business. Pretty much. Nikita is running that and so I am working very hard on the the nutraceutical side of that business. And parallel, we are trying to build clubhouses, and I'm going to hassle Mr. Eagle, very hard for him to supply me certain things. Yeah,

**Steve Eagle** 53:27

we're talking about housing materials, won't we, so looking at all the things which in Australia are going for some, some pretty, pretty coin at the moment, you know, not cheap to get your house built. So, yeah, definitely happy to help with that. All right, Darryl, is there anything else that you'd like to ask, or guys as well like, feel free to pop your questions in the in the chat box. We've got train Nikita while they're here. You know, I asked Australia and Nikita to come along and give us about an hour, and we're about that time now. So if there's any questions, let us know. Otherwise, Darryl, if you've got anything else you'd like to else you'd like to chat or add to then please go ahead.

**Daryl Grant** 54:06

Sure. Super inspiring guys. What I love is how you've pretty much taken a system and duplicated it. So you know, you haven't had to reinvent the wheel. You haven't gone in a million different directions. You've got what we like to call a life by design. And congratulations to you. I think that's absolutely amazing. You know, being able to do what you're doing to the level that you're doing, and have the lifestyle that you have, and the time with your kids and so on. I think it's phenomenal. So I think as as role models, I'm sure everyone here is excited to to hear your story and to know that this is actually possible. So in terms of learning systems and so on, are you normally developing systems yourselves? You said that you have a whole bunch of different mentors. Is that how you would normally tap into systems is go where someone's already got. Something successful.

**Speaker 11** 55:01

Yes, that's right. So I'm a big believer of building systems, because once you build a system, then it's like a pipeline you fill up, and then once that pipeline fills up, it only flows to the direction you wanted to make it flow. So building a system is very important and and then replicating that system. As soon as it's a successful system, you gotta replicate and only apply different products or different avenues to that. And it's like streams, you know, one stream, once you figure out, you just gotta constantly keep adding. And it's like seeding. So seed something for today, and, you know, have that fruit in couple years time. So and constantly go out, keep the seeding. You know, to keep doing that seeding bit once you figure out the system.

**Daryl Grant 55:52**

Nice. And one other question, maybe a little bit off, off track. Are you using AI at all in what it is that you're doing?

**Speaker 12 56:00**

We I am, Nikita uses a full AI. I am pretty old school. I'm still doing door knocks off on my sales. So I'm a very human interaction person. I'll go talk and I'll sell it. I believe business is about selling and come along. So Nikita uses a lot of AI, and again, Steve's helping us on that aspect as well, to grow the business in terms of leads and stuff, what we generate. Because, as I said, I do a lot of door to door knocks, and I've trained my team to do the same thing commercially. But since we've met Steve, Steve's adding that aspect. Nikita and Steve are working very closely on that aspect, where we can find out who's looking for commercial cleaning contracts and that stuff. So AI is very important. We cannot blind eye on that. It's what it's it's the

**Shrey Tawde 56:59**

And, yeah, and I think some another thing, I believe, is innovation doesn't have to be brand new. No. Innovation could be anything. You know. Innovation could be doing the same thing a bit better, and that could be innovation. So it doesn't have to be a brand new product. Completely.

**Steve Eagle 57:18**

Completely agree with that one. I think, I think if you're doing something completely brand new, like a the world has not seen this before, in my mind, is one of the most risky ways to kind of do it. You want to know that there's a market. You want to know that people will pay money for it. You want to know that people have a desire and a need for it. And typically that takes product that's been in market a little while. And the nice thing about doing it that way as well is then you get to see where those other products have failed, and it's easy to understand how to improve it, right, and what changes to make absolutely

**Shrey Tawde 57:59**

even when I went to the trade show Steve guys, the first question I asked to people who I thought are doing something similar to what I'm trying to produce, is, what made it what was the toughest thing you had to do? That was the main question I always asked all my when, when we were out there, saying, What was the toughest thing you did? Because I want to learn from their mistakes, and I don't want to go out replicate the same mistake. So that's the very I think it's a very important question, is to go out and ask, what was that that stopped you, or if you would do the same thing? Now, if it took you five years, what is what you would do that it won't take you five years, and you would have delivered this in two years time. So you know. So yeah, we definitely ask those questions.

**Steve Eagle 58:48**

Yeah, and Alicia has got a great question here as well, which is, do you find that more of the wins are based in problem solving, products drawn from listening to people or listening as you, as you said you like to do, or do you find that they're more from your own creative ideas and testing? If there's a market for what you might think is a good idea, rather than listening is

**Shrey Tawde** 59:11

a great skill, don't try and sell what you want to sell. I think sell what what people what businesses want to buy. So one is go Listen, what are they lacking, and then once you know what they're lacking, then you present them that problem, saying, Hey, I know this is what you have. A short fall off. I can help you with this,

**Nikita Shetty** 59:39

asking questions and listening to what their requirements are,

**Shrey Tawde** 59:43

yeah, and sell them what they want. And it's easy, easy to tell,

**Steve Eagle** 59:48

yeah, all right. And then Nestor has got another follow up question here. What are your non negotiables in terms of the product or production quantities for Australia made? Sorry, I'm. Not. I'm not sure if I'm getting the question there, but let's maybe just take it as first principles. What would be a non negotiable for you in terms of how you do your product businesses?

**Speaker 13** 1:00:10

I think it's the value. Business is non negotiable. So if you hold on,

**Speaker 14** 1:00:17

You'll come across cheap.

**Shrey Tawde** 1:00:19

Yes,

**Nikita Shetty** 1:00:21

it's quality and the value.

**Shrey Tawde** 1:00:23

Yeah, the value is very important here. You got to hold on. You got to believe in what you're doing till it's sellable. That's non negotiable. So, yeah,

**Steve Eagle** 1:00:34

five stars from Steve, because that's exactly what I say in our negotiation training, is it's all about value. It doesn't matter about price or anything else is about value. If your customer wants it, that's what you're doing. You're doing that thing. So that's how we roll. Fantastic guys. I'm just aware of the time, and I deeply appreciate you coming on and Nikita, especially you from from India as well.

**Nikita Shetty** 1:00:59

I know. I didn't want to miss this session. I missed the last one because I was literally flying out in two hours. So was pretty gutted. And so I said to Shrey, everything is going to be on hold. I want to attend this meeting. So it was a great meeting, I think, yeah, great session,



**Steve Eagle** 1:01:16

alright. And if people are interested, we do have people doing cleaning products and doing all sorts of stuff in our program. If people are interested to come, interested to contact you or find out more about your businesses, maybe even buy some stuff from you. Where can people find out about what you do?

**Speaker 15** 1:01:33

Nikita Is the person to deal with. They will make me busier, though.

**Nikita Shetty** 1:01:34

You see why he finishes at 11. He loves delegation. No,

**Steve Eagle** 1:01:40

just Yeah.

**Nikita Shetty** 1:01:43

Email, chat, easy phone call away.

**Steve Eagle** 1:01:47

All right, if you want to reach out, if you're happy to be watching this and you're interested to talk to Sharon Nikita, just give me a bell and I'll put you in touch. Alright, guys, thanks very much. Dara, anything else you want to add?

**Daryl Grant** 1:01:58

Oh, just thanks again. So much for putting the time aside, guys, really inspiring some fantastic lessons on the way through for everyone to take on board. Thank you.

**Shrey Tawde** 1:02:07

Thanks a lot, and thanks for having us.

**Nikita Shetty** 1:02:09

Thank you, and have a great weekend.

**Shrey Tawde** 1:02:12

Thank you.

**Steve Eagle** 1:02:14

what we'll do, guys, you're welcome to hang around, or if you want to bail, you can bail. What we'll do is open the floor up if anybody would like to ask any questions or go ahead and talk about something you might be encountering in the program, then let's pivot towards that at the moment, while you're having a think, if you've got any questions or anything you want to talk to about your last month or so, I'll give you an update on what We're doing. So I don't know if you guys are familiar with it, but I've been running a critical minerals business in Australia called mendora project management, and we've been lobbying now for removal of the Australian nuclear power ban. So there's a law that's been enacted in

Australia for the last 40 years that prohibits Australian from doing nuclear energy right, which it kind of makes no sense to us, because we have Lucas heights, which is a nuclear power plant that's now decommissioned. We've got nuclear energy in all of our major hospitals. That's what your MRI machine is, and your X ray machines do. So while there's this ban on it, it's, in my mind, a bit of a fallacy. And so we've been working with businesses and industry and politics all over Australia for the last probably four years now, trying to move the needle on that. And on Thursday, the Repeal Act for the nuclear prohibitions bill was passed in the upper house. So that means that for the first time in 40 years, Australia has a real opportunity at actually doing what every other country on the planet does and use nuclear energy and beyond that, expand the mining operations in Australia to do it properly, right by global standards. And Andorra project management was instrumental in that. I could not be happier. It's an amazing thing and a massive gift to I think Australia that we're challenging the way that energy is done with real the real target of making energy democratized in the same way you can think that Bitcoin democratizes money if you're a crypto person, we're trying to do the same thing in energy. We're trying to democratize energy production and availability, and this is a huge step in that direction. So that's my win for the month of April that leaked into me. That's my win. So, yeah, that's a that's a big one for us All right, who's next?

**Daryl Grant** 1:04:59

That's a hard act to Follow Steve,

**Steve Eagle** 1:05:01

not to, not to put it out there. But hey, I wasn't gonna let tonight finish without me sharing on that one.

**Daryl Grant** 1:05:08

Absolutely

**Steve Eagle** 1:05:11

everybody else seems to be be pretty comfortable with where they are. Alicia's asking me, How am I celebrating that win? We're celebrating that win by pushing for it to go through the lower house so it's not a look. It's one of these things that we're not there was no champagne corks popped. I think the moment for that will be when we actually see a local community in Australia like one of the ones that have just taken a massive blow by the Labor government canceling the Inland Railway project, which I just think is an absolutely absurd thing to do, but good on yarn, you did it. All those kind of communities that are on the fringe of the grid in Australia, either they are too remote to get good mobile coverage, or they're too remote to get good power. So now they're being, you know, literally having their land devastated by windmills and solar farms over perfectly good agricultural land. It's about supporting those types of, those types of communities and actually giving them a power station that is smaller than a basketball court that will actually run their entire town. So when that's delivered, then we will, then we will be popping corks. I'm pretty sure Ken's asking the question here, how difficult while labor gov is still in power, well, we got it done, didn't we? So is how difficult is it not to do it? Is the is the contrarian thinking there? And I think the difficulty that would face without it is far greater than the difficulty of working at it and pushing it through. So yeah, we've

**Daryl Grant** 1:06:47

got a question there from Maria about mindset around manifestation. We've actually done quite a number of these end of month meetings around that topic. So if you go and have a look in the end of month meetings, we've done some very practical here are the sorts of tools that we use around eliminating subconscious blocks to success. We've given you a bunch of very practical step by step things. So go have a look at those, and certainly happy to do some more of those. It's one of our favorite things to talk about. I guess our belief is that, and I think every successful person we talk to, if you're measuring success in terms of financial success or lifestyle success, people achieving goals, they all say the same thing. You know, 90% of it is your mindset. The rest of it is about finding the right opportunity and actually implementing but the majority of it, as you might said, and that's why we have such a big focus in in this program on that,

**Steve Eagle** 1:07:49

yeah, absolutely. And there is a, I'm just looking for it now, and if I find it, I'll, I'll point it out to you. But there is a an end of month group session, which I think I called the 1% changes that will change your life, or something like that,

**Daryl Grant** 1:08:07

was one of the early ones. I think Steve remember.

**Steve Eagle** 1:08:09

I think so, if I find it, but there is, there

**Daryl Grant** 1:08:13

is a

**Steve Eagle** 1:08:15

no, that's okay. But there is one guys, if you jump into the members area on on the website and have a look through the monthly sessions. There is one of them there that I go off on a little bit of a journey through my more esoteric thinking around why creation matters, what we are as people, how we can use our broader abilities that are not really taught in school to tap into our intuition and other aspects of what it is to be human that can propel you forward. I just can't see it immediately, but I'll find it there. Otherwise, jump into the jump into the monthly webinars in the members area and have a browse through there and see if you can spot

**Daryl Grant** 1:08:58

it. If you can't find it, just pop a note in the Facebook group, and we'll pick it up and give you the link in there. And

**Steve Eagle** 1:09:05

you'll notice in there as well, there's a whole bunch of other mindset stuff, like using the Sedona Method to reprogram your subconscious. And you know, it is a super important topic. And as Darryl said, that the more you evolve as an entrepreneur, actually sure I can see you still online, you tell me if this is right or wrong in your read or what is your read of it. The more I've evolved as an entrepreneur, the more acutely aware I become of my mindset. It becomes like every step I take to the next level, the

mindset becomes even more important than I thought it was before. And it's, it's not the other way around, right? It just gets more and more important the further you go. How do you how do you go with that buddy? I know one of the things I just love about you, Shrey, is you just always what you saw tonight, guys, is straight. I've never seen you upset, never seen you stressed out. You're always just pragmatic and at it. You love it. And Nikita, you're the same. You're just like, I think, I think. Can probably manage that. I've never seen you really freak out about it.

**Shrey Tawde** 1:10:04

Yeah. Look, I think subconscious is everything you got to have the right mindset and the more as what Steve said, I agree to him, 100% is the every level you go up, you've understand how important mindset and subconscious training your subconscious mind so important you cannot reach there if your subconscious mind is not ready for it, you will only receive it when your subconscious is ready. So we have to train our subconscious phenomenally and get it prepped up and the next level only happens quickly. You have to accept that subconsciously, and you'll see how things fall into place. So, yeah, it's very important. As a businessman, subconscious is everything. I believe mindset is everything. Once you get there, then the whole universe works for you and it, you know, it brings your dream towards you closer and closer every day, every time.

**Daryl Grant** 1:11:10

Yeah, and I think the important thing is, it's, it's not a negotiable. You know, you, your mindset is working either for you or it's working against you. It's not neutral, so absolutely critical. And thanks, Shreya, you know 100% not just 90% it's everything.

**Steve Eagle** 1:11:30

And I found that monthly webinar, it was access different subconscious states for problem solving. And it's from the members area there. I just popped a title in. I don't know if that will work as a link, but anyway, there's the title so you can jump in the members area there and find out. And find out more. And again, as Darryl said, I am very happy to talk more on that topic. I typically don't, because I sort of it's one of these things, and unless people really are into it or ready to receive it, a lot of people dismiss it, all right, or don't give it the credence that I think it deserves. And, yeah, I guess I kind of reserve it for people who actually want it. And ask for it, then ask and you shall find all right.

**Daryl Grant** 1:12:15

All right. Any more questions or comments, everyone?

**Steve Eagle** 1:12:19

All right, not only to me, guys, welcome to Ask anybody anything. Open open mic. Otherwise we might leave it as a shorter one for this week, I'm still getting over my food poisoning or whatever the thing was that knocked me out for last week. Everybody seems like they're doing pretty well. All right. Well, Darrell, I think that might be it short and sweet for April. Well done, everybody. On a successful April. Let's make may even better. We'll see you next week, Wednesday for our regular weekly webinars, and at the end of the month, I think now you've maybe even missed the cut off. Darryl, have we missed the cut off for people to join the intensive at the end

**Daryl Grant** 1:13:04

of the month, we still have one spot left, so get one

**Steve Eagle** 1:13:07

spot lucky last

**Daryl Grant** 1:13:08

if you haven't got the link, then please check with Kim. She did send you out a couple of emails about it, but yeah, do not miss out, guys. The intensive is one of the most powerful things that we do in the program, start to finish, concept cash in the space of three days. Don't miss it.

**Steve Eagle** 1:13:26

All right. Big hand for Shane Nikita, thank you so much, guys. Lovely to catch up kicking goals, left, right and center. Can't wait to share another Brianna with you all and enjoy the emotion that is briani, we'll leave it there. Daryl, thank you so much for CO hosting while Andrew has been off on his adventure. And thank you everybody for joining. We'll catch you in the Facebook group. See you next week.

**Daryl Grant** 1:13:56

Awesome. See ya. Bye.