



# THE LANDGEEK

## The Art of Passive Income Podcast With Mark Podolsky and Scott Todd

Today's Guest: [Travis Marziani](#)

### Transcript

**Mark:** Hey, it's Mark Podolsky, the Land Geek with your favorite nichey real estate website [www.TheLandGeek.com](http://www.TheLandGeek.com). And before we talk to today's young entrepreneurial guest whom is going to tell us how to launch and live the right way, I would be remiss if I didn't properly introduce my co-host. You know him, you love him, Six Sigma, Scott Todd from [ScottTodd.net](http://ScottTodd.net), [LandModo.com](http://LandModo.com). And most importantly, if you're not automating your Craigslist and your Facebook postings, [PostingDomination.com/TheLandGeek](http://PostingDomination.com/TheLandGeek). Scott Todd, how are you?

**Scott:** Mark, I'm great. I'm kind of scratching my head about this podcast but I'm looking forward to seeing where it goes because I think we were just both taken back with like what I'm going to call the ugly site. An ugly site but it converts.

**Mark:** It converts.

**Scott:** It converts so I want to hear more about this.

**Mark:** I'm excited to hear more about this. I do want to just let everybody know that today's podcast is sponsored by [PostingDomination.com/TheLandGeek](https://PostingDomination.com/TheLandGeek) because Scott Todd, we can always make more money, we can't get more time. Automate it and get out. I mean look, I get 124 ads out of the click of a button. Not bad.

**Scott:** Not bad, not bad.

**Mark:** Not bad. So, our guest is young and a young hustler, Travis Marziani. I got an email from Travis, cold email. "I think I have a story your audience would love and that we could have a lot of fun on the podcast." Four years ago, Travis quit his corporate job to start a successful online business and travel the world. Since then he started his own podcast, *How to do Your 20s* and *Build My Online Store* and *e-commerce YouTube Channel*. He is currently launching a Kickstarter for his new company *Performance Nut Butter* geared towards people who can eat Vegan. You know David Banales is Vegan, Paleo, Keto, or generally healthier On-the-go. That would be me because I want to be healthier. Scott Todd is living at Panera eating bread but not me, not me.

**Scott:** I haven't been to Panera Bread in weeks man, weeks.

**Mark:** Weeks. What about The Breakfast Place?

**Scott:** First Watch, I haven't been there. Maybe once in the last month.

**Mark:** All right, let's get Travis Marziani to speak. Travis, welcome to the podcast.

**Travis:** Thank you for having me on.

**Mark:** So, let's rewind the tape a bit. How does Travis Marziani escape corporate America and start his own successful online business and then travel the world?

**Travis:** So, I probably have a little bit more unique of a story than a lot of the listeners are able to do because I was young. I mean I'm still young. But when I quit my job, I didn't have a family; I didn't have anything like that. I

got a really good consulting job at a college making what was to me a lot of money considering the fact that I didn't have a family, I didn't have a house to pay for, I didn't have any land to pay for. So, I ended up just quitting cold turkey because I was... I mean, I hate to use the word depressed, but I was depressed. I hated this grind. I felt like... and I explained to my boss when I quit. I felt like I was a tiger trapped in a cage because I had all these ideas and all this stuff I wanted to do but I got paid a salary and it doesn't matter how hard I worked, I wouldn't make much more.

So, I quit my job cold turkey to start a dance clothing business which I'm not a dancer. It just ended up being... It was a very profitable niche and I knew that dance moms are willing to spend a lot of money on their little girl who they are spending thousands of dollars on dance lessons. They don't want to go to Walmart to buy a pair of shorts. So, I started that business. The other thing a reason why I started that was the repeat customers. I knew that you just don't buy dance pants once. You need to buy a new costume every few months. The cool thing about that was that it was very scalable.

At first, it was just me and my mom who knew how to sew dance clothing. If we got one order a week, she would make it. Then as we scaled up, we started getting ten orders a day. We hired somebody to do the cutting. Then we started getting 20 orders a day, we hired somebody to do cutting and shipping. And then before you know it, now it's still not a huge team, but it's a team of about 15 people. My mom doesn't do any of the cutting, any of the sewing. So from there, my love of e-commerce has grown.

**Mark:** You know, Scott Todd, being the father of a 12-year-old dancer, Travis is like... I'm like his ideal customer. My wife is like, "Go get Ella some dance clothes on your way to the store in Scottsville," and literally they could be like, "Here, it's \$1,000." And I'm like, "Oh, okay." I wouldn't even know. I'm not shopping and I'm not looking for it on Amazon. I'm like, "This is the dance store. Whatever my little girl wants, that's fine."

**Scott:** You go where your wife tells you to go, too.

**Mark:** Well, yeah. Well, actually I went where the dance company told me to go.

**Scott:** There you go.

**Mark:** Yeah.

**Scott:** I've got a ton of questions, right? So, like today you actually manufacture everything or is it manufactured by another company and then you're just selling it?

**Travis:** It's currently all manufactured by us. That is something we are looking at doing but there is a lot of issues with having someone else manufacture it. Mostly which they want to charge you way more than it would cost us to make it ourselves. So, we have employees, that cut, sew, do the threads, shipping, every little detail is handled in-house.

**Scott:** I think that one of the waves that I see a lot today... because you're an expert in e-commerce basically, right? One of the things I see a lot today and I see it floating around Facebook and I see it everywhere is, "Oh man, you want to be in e-commerce, just go and find a niche, find products on AliExpress, just throw it on your website." To me it seems like everybody is hustling the same—I'm going to be harsh here—the same junk. In your site, I see something that's different. I just jumped on AliExpress and I can't find products that are like your quality or anything on there. So, if I'm starting on e-commerce, how do I get going?

**Travis:** That's a great question. I think that's a mistake a lot of people want to make is they want to do the drop shipping or they want to do something very simple to get into it. The simpler it is to get into, the simpler it is to reproduce. So, to answer that question, actually I think a good way of explaining it is this first business our family would say, "Oh, aren't you afraid that one of the employees is going to go steal the idea and copy it?" I'm like, "No. Because the amount of work it takes to manufacture and the amount of work it takes to do the online marketing, it takes a quality team. Like me and my mom are very lucky to do it."

The same thing with this new business that I'm launching, the Performance Nut Butter business. It's not impossible for someone to copy but the amount of time it's taken to get the product to taste good and find the manufacturer

and do all these kinds of stuff. It's not by any means impossible for someone to come in and copy exactly my product and redo it, but it's going to take some work. I think anybody that is, what's the right word? Not intelligent enough to come up with their own idea and try to copy my idea, I think I would be able to beat them out of the market. So, someone does Performance Nut Butter Version 2.0 and it's their own company. I'm like, "Great. They are not a competition to me."

So, it comes down to a lot of things. I think if you are looking for an idea for an e-commerce company, one obviously and this is the stereotypical thing is what are you interested in? That's Performance Nut Butter for me. It's like I was interested in health, nutrition. I'm interested in athletics. Now the other way of looking at it and this might be even more interesting to your audience is find somebody else that has a passion and maybe you know how to market. Like, I know how to do marketing. I know how to build websites. I know how to do all the stuff. I don't care about dance clothing. I really don't. But my mom did. So I'm like, "Okay, this is a perfect team because when we hit some kind of a hurdle either I can tackle it usually or she can tackle it." If it's a design question, I have no idea. That's 100% hers." I don't know if that answers your question a little bit.

**Scott:** It does. It sounds like really what you need to do is really think through what you want that store to be or what that e-commerce base is going to be and then like maybe even source your own product as opposed to just jumping on the AliExpress bandwagon.

**Travis:** Another thing—it's just a quick side note—I would say niche down as hard as you can. That's a huge mistake I see so many companies wanting to do is they want to be like Amazon. You can't. You don't have the money to be like Amazon. Don't sell anything. You were talking about B Dancewear looking really ugly and it does but for a dance mom, it's her. It's for her. It's 100% for her.

Performance Nut Butter, it doesn't have the site yet, but if you look at the optics, you look at the logo, you look at all that kind of stuff, it's a 100% for the CrossFit person, the Paleo person. It almost looks like a supplement even though it's natural food. I'm not trying to target that towards the mom

and her kids. I'm very binary. That's another mistake people make is they want to be for everybody. It's like, "No, no, be as binary as possible."

**Scott:** Yeah.

**Mark:** That is really good advice. I would want to know that why let's say when you're launching an e-commerce site, let's just take Performance Nut Butter, why Kickstarter, why not go to a squeeze page, drive traffic to it through Facebook ads and start pre-selling that way? Why Kickstarter? Why Indiegogo? Why do it that way?

**Travis:** I'm not saying this is the only way to do it by any means, but I did a lot of research on the different ways to do it. Kickstarter, one of the benefits and a very small one is they have a built-in marketplace and it doesn't seem like a scam. I think another thing is when people are buying something online, they are very hesitant. I'm an unknown brand at this point.

Performance Nut Butter—nobody knows about. If I send you from Facebook to some squeeze page saying, "Hey, support us now and in a month or two, I'm going to send you a product." I would never pull that trigger. But once it's on Kickstarter and I spend, it's not an insane amount, but I spend \$3400 on a video, and I'm trying to make all this stuff look as professional as possible and by having it on Kickstarter as well, it's like one more tick and this person isn't trying just to steal my credit card.

**Mark:** I like it. Scott Todd, what are your thoughts?

**Scott:** I think that Kickstarter is kind of like this scary place, right? I think it's a great place to go launch a product. Like you're saying you've invested money and time into building this campaign. I think that there is a lot of potential that Kickstarter could be used for that I don't think people are necessarily thinking about especially to bring new products to market. I think it's a phenomenal place to bring in new product to market because you're getting the crowd to help you in the development and to get some of those costs under wraps.

**Mark:** Yeah. One of my favorite books is *Tiny Bets* and this is a tiny bet, right? Because if what he will find definitively, he will know definitively through this Kickstarter campaign whether or not he has a market or not.

**Scott:** Right.

**Travis:** One thing actually I want to add, too, the reason I did Kickstarter versus a squeeze page is there is an end date. Like if I did a squeeze page, it's like, "Hey guys, it will be over in 30 days," but it's a little squishy. When I say, "Okay, I've got a Kickstarter; it's 30 days," and I reach out to a blogger and say, "Hey, do you want to do a piece on Performance Nut Butter?" They are either going to say yes or no, but they are more likely to say yes because of the 30 days incentive.

Whereas if I send out the same article about B Dancewear, "Hey, do you want to do an article about us?" It's like, "Yeah, sure, maybe in the next month or two." It's like, "No, no, there is a deadline," and some people won't like that. Some people don't like the deadline but because it's not an "artificial deadline" set by me, it's a deadline that is mandatory by Kickstarter. That's another reason why I did it.

There is a book called... I think it's called *Launch* that's all about how to launch a product and the whole email sequence. People need that incentive of, "It's going to be over in 30 days." That's why you always see those countdown timers of, "Sale ends in one hour or two days." So, that was another reason why I did it.

**Mark:** Yeah, I know. It totally makes a lot of sense. This is Jeff Walker, right? *Launch*?

**Travis:** Yep.

**Mark:** So, what lessons have you learned about launching a Kickstarter campaign, creating a product, analyzing a market, and starting an e-commerce company?

**Travis:** Since I've been talking about a lot of positives I've done, I will talk about a mistake I made and it's a little too late to fix this. You talked about

tiny bets and I am a huge fan of that. Even the idea of this was to do a small bet but it's probably bigger than I probably should have done. I probably should have started selling small little jars to my gym and really getting feedback. Instead, I kind of took a leap of faith. I did do a lot of testing and I got a lot of people that said, "I really like this product." But you know what? Not too many people gave me money. I got a little bit of money here and there from some people but I should have probably done it earlier on selling the jars until I made some money. I was antsy. I was kind of sick of selling dance clothing and I wanted to do something else in the e-commerce space. So, that's a big mistake I made.

A big positive though is... I will talk about the whole or a big part of the funnel was on Instagram I was basically getting email capture. So, I would promote on my Instagram and say, "Hey, if you want to win a free early bird jar, like a beta testing jar, sign up here." Now, most people stop there. They get the email and they are like that's cool. What I did is set up an automatic thing to send them an email that seemed pretty personalized. I really did mean it from a personalized point of view where I asked them, "What do you do for fun?" I asked them a question and a good percentage, let's say 20-25% probably of those people responded and said, "Hey, Travis, I really like your product. I do CrossFit for fun." Or, "I'm a mom and I do cycling for fun."

On top of that, the next step I did was I started a Facebook launch group, a pre-launch group and in there... It's not a huge group at this point; it's almost 500 people. But those 500 people are really excited for my product. So, it's not just like I have a bunch of emails. I have a group of people that I can see their face; they can see my face and I give them updates constantly. I'm saying, "All right. Well, this week I sent out a bunch of jars influencers. This week I went and visited my manufacturer and I ask them questions." I say, "Hey, do you guys like this logo or this logo better?" And they feel invested. Every day I'm getting multiple people in the group saying, "Oh, I can't wait. It's only four days away." That just doesn't happen with a pure email list. So, the Facebook group has been huge for me.

**Mark:** Yeah. Scott, you are shaking your head. You are on mute, Scott. Hold on. There you go.



**Scott:** There we go. I'm sorry. I think that the thing that a lot of companies are now doing is they are building their brand on their personal page and then they are subsidizing that with a Facebook group. Because there are benefits of being in that group and you can get more interaction. I just saw that on Facebook Live. You can do a Facebook Live and share from your business page to like your business group so you have constant branding. So, you're bringing new people in who like your company into your company brand. At the same time, you're able to send that message out to that group that more loyal following and it's amazing what you can do with just... What's the number? They say if you have 1,000 loyal customers, 1,000 raving fans, that's all you need. You're halfway there.

**Travis:** Kevin Kelly, *1,000 True Fans*, 100%. The idea right being if they each are willing to give you \$50 a year, just \$50 a year, that's \$50,000 or if they each are willing to give you \$100 a year, \$100,000. I'm a huge fan of that. I think one other actual tip I've gotten from this is ... And this could be for your listeners, obviously, you guys have already done it but starting a podcast for me has been huge. So, "How to do your 20s" I started three years ago and the reason I started that was just because I knew no matter what my interests were, I would always be able to relate it to your 20s up until I turn 30. But it was general enough that I could interview anybody. I could bring anybody on the podcast.

It's been crucial for the launch of Performance Nut Butter because I've interviewed about 40 to 50 influential people in the health at fitness space. At the end of the interview, I get to tell them about my product and I get to say, "Hey, do you mind if I send you a free jar?" If I reach out to somebody cold email and say, "Can I send you a free jar?" They are going to be like, "Hell no. I don't know who you are. You're going to be sending me a jar of weird stuff." But if I just had an hour long conversation all about them and then I ask, it's a lot harder to say no and it's a lot more easy for them to wrap their mind around getting a jar of food from someone. So, having that platform for me has been huge, not just developing an audience, but 100% for connecting with interesting people and that's a big reason why I started it.

**Mark:** So, tell us a little bit about your travels and how do you do your 20s?

**Travis:** The point of the podcast is not that I have the answer; it's that I'm asking the question constantly. There is a lot of answers you get over and over again. One of the big ones... Most answers I get are true I think at any age. It's stuff like, "Listen to yourself more than you listen to society." A thing that I think my generation is becoming a little better at is saying, "Wait a minute. I don't know if I trust you guys. I don't know if I trust that the corporate world is the best answer for me; I'm going to take a step back." So, I think it's just being really honest with yourself.

One lesson that's personally helped me a lot is taking a few hours each week away from everybody just to kind of reflect on the week. I take a day or two every few months and reflect on the last few months and then a few days every year and say, "Okay, how was last year? What did I like about it, what did I not?" Most people, my assumption is, including me up until recently, don't ever do this. They just live second to second, moment by moment and don't say, "Wait a minute. Am I actually going where I want to go?" So, I think it's being brutally honest with yourself and saying, "Wait, is this what I want to do or is this what my...?" For someone in their 20s, "Is this what my parents want me to do?" Or could be, "Is this what my girlfriend, wife or whoever wants me to do?" I think that's one of the big lessons I've learned.

**Mark:** Scott, when you were in your 20s, did you have any idea what you wanted to do?

**Scott:** When I was in my 20s, I knew I wanted freedom. I knew I wanted what I have now and I didn't know how to get there. Mark, you and I, when you tell your stories of your desire to be free of your corporate job and everything, man, I can so relate to that. In fact, you went out and you made it happen while I stayed in a corporate job and worked up until as you know like last year. I think that you kind of have this vision of what you want but I think that it takes a lot of nerve to go get it.

Because in your 20s, especially as you get to your later 20s, man, you're starting to talk about getting married. You probably have been dating someone for a while; you're starting to talk about getting married. Kids are on the horizon and it's reckless, right? That's what your wife said to you. "You can't quit your job. We have a newborn." So, it's reckless behavior to go do that. I think that's kind of like... I call it the Mr. Holland Opus

syndrome. Here is a guy—he had this vision of being a musician but then life got in the way and he spends his entire career as a music teacher but really what he wanted to do is he wanted to be on his own. He wanted to do his own deal.

I think it's great what Travis is teaching. Before we could jump on this podcast, I was looking at the motivation group, Mark, and there is someone in there talking about this big deal they had; they are going to be traveling across the country beginning in June. Like there is somebody who is able to go do that before they have the kids and before they have the... I think they are married but they don't have the kids yet. And so they are able to go do this and they are able to enjoy that life and look at that experience that you and I—we kind of look at it and we are like, "Man, we didn't get that experience."

**Mark:** Yeah. I think a lot of it is generational. Travis, a lot of your friends, the millennial generation is very experience based over stuff or keeping up with the Joneses. Scott, you and I, when we were coming out, we were competitive.

**Scott:** You've got to buy the house.

**Mark:** For the sake of being competitive. Yeah.

**Scott:** Yeah. We bought houses, right? We went out and we had to buy the house. It was keeping up with the Joneses. And today like you said, Mark, the millennials—they are about the experience. It's almost like Tim Ferris. In a way, Tim Ferris ruined the generation if you will because he basically said, "Hey, you don't need all this money. In fact, you can go live in Mexico or somewhere else where it's the cheaper cost of living." It's like living arbitrage if you will. I think a whole generation listened to this and said, "We don't need to make X amount of money as long as I can have my basic necessities met and I can live, I would rather be free than chained up to a corporate job."

**Mark:** So, Travis, your mom I'm sure has an opinion about all this.

**Travis:** Yeah. She loves it. I mean what opinion about what specifically are you talking about?

**Mark:** About you and your life and your startups and your e-commerce, there must have been some point where mom is like, "Travis, don't quit your job."

**Travis:** My mom and my dad, when I was first going to quit my job at the time, I was making as much money as my dad was and he was obviously 30 years older than I am. Once again, I had a good corporate job. They both thought I was crazy. Since then, since they've seen this, they are both like, "Yeah, you made the right decision" For them, it's a little bit... This is their little kid; they are nervous that, "Oh my god, what's going to happen?" I think something that people forget—this is especially true for me and millennials in my generation is we have a huge safety net.

In fact, I would say most people in America... Obviously, things change once you have a kid. I want to say I understand that, but I do not by any means, but even then, there is such a huge safety net. What's the worst case scenario that happens to me? I have to go and live on mom and dad's couch. Or let's say for some reason I don't have a good relationship with my family, there are so many programs put in place that you look at on the streets. I have never met a homeless person that I go up to and they are like, "Yeah, I tried to start a company and it failed. It's like, "Oh, I have a drug, alcohol, problem or I'm crazy of some kind." My parents were scared, of course, but since then, my dad is like, "Man, I wish I would have done what you did." My mom says the same thing.

**Scott:** In a way and, Mark, Grant Cardone said this to you. I heard it in an audible book. But look, if you're going to fail because of business, it's not necessarily going to hurt you. Because guess what? You've chapter 11, chapter seven. It's a restart. You can just close up your business and say, "It didn't work." In fact, major companies have done it and they still get to run the company. I think we put too much emphasis on being scared of failure or, "What if I have to file bankruptcy?" Yeah, you're going to file business bankruptcy.

**Mark:** Yeah. It's never as bad as what you think it's going to be ever. Even Kevin Kelly whom talks about this. He's like, "Well..." He always thought, "Well, I had a great time in Asia," when he was a kid. I would move in Asia, I could live on pennies a day," and he had a child. He's like, "My kid doesn't need much. He likes playing with pots and pans and a box. They don't need many toys. It would be an adventure. They could live on rice and beans and they would be happy." He remembers thinking, "I was super happy doing that." So, he could just take these big risks. Mindset is so critical to success. It's crazy. I don't know. Travis, do you think mindset is more important than a good business idea?

**Travis:** I think so, yeah. Somebody with the right mindset, you can continue to kind of iterate. So, you have a bad business idea and you have a good mindset, well, eventually you will figure out a better business idea and a better business idea. That's something I've thought about in kind of relating back to what we were also just talking about is I figure worst case scenario, I start a company. Actually, my gut or not my gut, my thought was if Dancewear fails, what's the big deal? It's a lesson. People always used to tell me four to five businesses fail. I'm like, "Cool. I will start five." The fifth one, statics it should succeed.

But also it's how much is an MBA? An MBA, I don't know, 200 grand. I don't know the exact numbers. I've learned way more starting a company in the last four years, probably even in the last first two years than I would in an MBA. Obviously, I don't have an MBA so I can't say that for sure, but when you're in it day in and day out and the food on your table is dependent on whether or not you succeed, you learn a lot. So, mindset is very important because I think if you get stuck on the negatives constantly, you're going to fail because that's all you ever see. If you are stuck on the positives and can kind of constantly change directions, I think that's extremely important.

**Mark:** So, Travis, we are at the point now in the podcast where we are going to put you on the spot and ask you for your tip of the week—a website, a resource, a book—something actionable where the Art of Passive Income listeners can go right now. Improve their business, improve their lives. What have you got?

**Travis:** So, for tip of the week, I would say take that small baby step. I'm sure this is not the first time you've heard it, but if you have an idea for a website, buy the domain name. Type in 99 cents GoDaddy Domains and get a domain for 99 cents. If you already have the domain name, go put up a website even if it's a crappy website. We were talking about before the podcast the banner on [BDancewear.com](http://BDancewear.com), I put it up and I made it in like 30 minutes and it was just something crappy. We have done well over a million dollar revenue with that. So, whatever that little, tiny step is, just do that. Forget about all the details because nothing is ever going to be perfect.

**Mark:** I love it. Scott Todd, what's your tip of the week?

**Scott:** Mark, you're going to love me for this tip.

**Mark:** I already love you, Scott. How much more can I love you?

**Scott:** You're going to love it.

**Mark:** All right.

**Scott:** Okay. So, one of my biggest pet peeves in the world is these robocalls where they call, they are like... You answer the phone and it's like, "Hi, this is Karen calling you about your student's loan." I'm on the "Do Not Call List". It's like these people don't care about the "Do Not Call List". If you want to get off the "Do Not Call List" you have to press like one and then you get a person on the line. You're like, "Hey, listen. I'm on the 'Do Not Call List.'" "Well, just hang up." "Well, no, don't call me. It's annoying." So, I came across this app and I'm going to drop it to you here right here, and it's called Hiya, H-I-Y-A. Do you use this thing?

**Mark:** I have heard of it, H-I-Y-A.

**Scott:** Okay. So, basically what happens is all of the users come together and when they get one of these robocalls, they are like, "Boom." They report it's a robocall and as the community... the community starts policing these people and then you can set it on your phone through this app it says, "Hey, if it's a known scam or fraud or telemarketer or robocall that the community has judged, don't even send it to my phone; just send it to voicemail." I was

getting like, I don't know, five of these calls a day. I'm down to maybe one a day.

**Mark:** Oh, wow. All right. I just signed up.

**Scott:** Yeah, yeah, I love it.

**Mark:** SMS sent.

**Scott:** Yeah.

**Mark:** Very, very cool. Well, my tip of the week is, learn more about Travis and get some nut butter if you're a CrossFit, Paleo, Keto, super healthy Vegan, one of those people like that's annoying. You go to the ice cream store and they are like, "I will just have a salad."

**Travis:** Great salad at the ice-cream store.

**Mark:** "I'm good. You go have that sugar. I will have some green tea. Thank you." Is it [PerformanceNutButter.com](https://PerformanceNutButter.com)?

**Travis:** [PerformanceNutButter.com](https://PerformanceNutButter.com) and it's macadamia, coconut, cashew, blend—that's all that's in there. Actually a little bit of Himalayan sea salt as well. It's super tasty. It almost tastes like a dessert but it's not. It's healthy for you.

**Mark:** I'm hazing it but I'm your customer for that actually. So, I'm excited to get, I don't know, Scott, what do you think is a fair exchange for having Travis on the podcast? Like a palate of it?

**Scott:** A palate. I think a palate, yeah.

**Mark:** Travis is like, "I'm sorry. I'm a trifle deaf in my left ear."

**Scott:** "Yeah. You guys are breaking up."

**Mark:** Yeah. I'm really excited about the Kickstarter campaign. Travis, what you're doing is so inspirational. I think our mentorship to this podcast has

been phenomenal so I just want to thank you. And, just to remind the listeners, the only way we are going to get the quality of guests like a Travis Marziani is if you do us three simple favors. You've got to subscribe, you've got to rate and you've got to review the podcast. Send us a screenshot of that review to [Support@TheLandGeek.com](mailto:Support@TheLandGeek.com). We are going to send you for free the \$97, *Passive Income Launch Kit*. Travis, are we good?

**Travis:** We are good.

**Mark:** Scott, are we good?

**Scott:** We are good, Mark.

**Mark:** All right, we are doing this?

**Scott:** Let's do it.

**Mark:** I will go on your beat.

**Scott:** One, two, three...

**Mark and Scott:** Let freedom ring!

*[End of Transcript]*