



**The Art of Passive Income Podcast
With Mark Podolsky, AKA The Land Geek**

Mark and Scott talk with: Erik Peterson - LandOpia.com, Aaron Williams – BearLandProperty.com, Mike Zaino – TheLandGuru.com and Tate Litchfield - FrontierPropertiesUSA.com on the Land Geek Round Table

Transcript

Mark: Hey, it's Mark Podolsky, the Land Geek, with your favorite nichey real estate website www.TheLandGeek.com and on this beautiful day in Phoenix, hot today about 70, we've got on the Roundtable, Tate - the Big Poppa - Litchfield. Tate, how are you?

Tate: I'm doing well, happy to be on the podcast yet again.

Mark: We've got - Bear Land - Aaron Williams in the middle of Indiana surviving like Ted Kaczynski.

Scott: Wow.

Mark: Let's star that one. You know what I did that was just too far. I'm sorry.

Aaron: Yeah. Let's go with bear guerillas or something. I don't know.

Mark: Surviving like bear guerrillas. I don't know why I thought of Ted Kaczynski but you know what? Zaino likes it. We've got the Zen Master breathe in the mailing, breathe out the marketing Zen Master - Mike Zaino

Mike: I feel there is going to be animosity still from the low blow we took a few weeks ago.

Mark: Low blow, yeah. There's some residual anger there coming his way.

Aaron: It's good. Let it out.

Mark: I feel better. Then last but not least you know him, you love him Scott Todd: ScottTodd.net, LandModo.com and most importantly if you are not automating your Facebook and your Craigslist's postings, PostingDomination.com/TheLandGeek. Scott, how are you?

Scott: Mark, I'm great how are you?

Mark: I'm great. For those who don't know Scott is flying like a...

Scott: Not right now.

Mark: Like an eagle.

Scott: Oooh, there we go.

Mark: Like an eagle.

Mike: Fly like an eagle.

Scott: Yeah go ahead, Mark. Go ahead and tell the story

Mark: I'm not going there. I'll tell you what if you want to know Scott's new nickname you've got to come to Bootcamp in April in Vegas. Learn more at TheLandGeek.com/Bootcamp. Also, today's podcast is sponsored by TLFolio.com which actually the TL stands for tax lean not Tate Litchfield just so everybody knows.

If you are new to the podcast this is the Roundtable podcast where we are going to talk all good things about land investing. We do this every week and then on... I believe it's Thursdays we actually interview an expert and try to extract out their success secrets.

So, let's just start about what it was like doing our very first deal. Tate Litchfield, let's rewind the tape. What was it like? What are the emotions? Let's do like a Barbara Walters, see the tears streaming, really get to the core of it. What was the fear of doing your first deal?

Tate: I would mess up or I think more than that was the fear that the person would give me money, go out and see the property, and then decide that they wanted their money back. That was what scared me about, the refund. I followed up with the person who bought my first property from me and they were so happy, they loved it. It was exactly what they wanted and after that experience, it kind of gave me a little boost in confidence and I thought, "You know what? People want what I'm selling." I guess that was my main fear. I just didn't want somebody to be unhappy with me. I don't know.

Mark: What about the process? Like was there any fear of you know talking to the buyer or even closing with the seller or going through any of that?

Tate: My biggest fear was like not necessarily talking with people either on the buy side or the sell side it was doing the paperwork correctly. I was worried about deed prep. I didn't want to mess up and put an incorrect legal description or mess up the APNs and I was so new to it that I thought that there was no work around for that and if you did make a mistake it was game over. It was a little bit later on that I realized, "Oh these things can be corrected and there is work around for it and it's okay."

I mean, mistakes are inevitable and I don't know it seems like with technology and with the software that we have now that's not even a fear of mine anymore. I mean, LG PASS has basically virtually 100 percent eliminated that for me and now it's just a click of a button and I know it's going to be good to go. So to me, that's one of the biggest benefits of it. Does that make sense? I guess I was worried about docs.

Mark: No, it totally makes sense. Bear Land Aaron, your very first deal, take us down to the emotional level of it.

Aaron: Well, there was really a lot of emotions going on. I remember there was a lot of excitement you know because we'd just started the program and we'd gone through Bootcamp and it was probably shortly after that. So there was a lot kind of being stoked about the whole thing but then when it came down to it I guess, actually the docs like Tate was saying that's where the fear started settling in. I wasn't yet on LG PASS so I had I to create my own doc you know and it was a matter of if I say something wrong is this going come back on me? Is there any way I can get sued for this or if I'm like just

a little bit off on a phrasing on the deed is this all going to unwind on me and I'm going to have to give somebody's money back and what if I don't have the money at the time?

There was lot of things like that were going through my mind and like Tate said most of that is alleviated especially with LG PASS but also with coaching program. Because I had a coach to lean on and say, "Hey how do I need to do this or what should I do with that?" That really helped as well because I think we had started coaching just before our first sale.

So there was a lot of emotions but there was a lot of excitement too, a lot of good emotion. This isn't all bad emotion. There's a lot of really exciting things and looking toward the future and that sort of thing too.

Mark: That's very cool. I think that was a huge luxury you had, that you had that sure book kind of going in with you where a lot of people don't have that luxury and so they're not as excited. They're more on the other end of it like, "Oh, oh what if I mess up then what happens?" Zen Master - Mike your first deal what was that like for you?

Mike: I think the biggest part about it the difference if I would have contrast I feel like I was like... I really thought I was in a good with the property. I really felt like I was groveling with people to buy it like I'm like I'm just paying people to buy it like I would like almost any concession, "Okay, yeah, yeah." Like just so much in fear that I'm going to just end up with this piece of land and no one's going to buy it. I remember when you got a couple of somebody interested you feel like you would just concede everything. Like, "Okay you want \$500 off? Sure. You want me to pay this? Sure." You just want the deal done so you feel very kind of you don't feel really like solid on the ground. You don't feel confident. You don't have that.

So that's huge because to contrast that to where we all are today you know that every property does sell especially the way that we buy them. So the fear was baseless. I mean, there was no there was no basis for that because they all sell and we don't need to concede to people. We don't need to jump through hoops. We can be very firm with our negotiating and very secure in knowing that we have a solid piece of property that has value and we know what the value is. So I think that's really that just you know unsure of like not being able to sell the property.

Then, really not sure if you want to tell anybody what you're doing. Not that I'm big on kind of keeping myself to myself right but like my parents are like, "What are you doing? Oh, you're a land investor. What do you mean? You buy land the other side of the country." Try telling someone in your

family that doesn't understand our model they are all going to I think that you bought into some big Ponzi scam. Like, "You bought land on the other side of the country?" It's like "Yeah. But there are these guys and they do it really well." Till you prove it to yourself and now, of course, my family gets it how much it has changed our lives, all of us. It's so positive and they are behind me and very supportive and they are actually very proud of my successes so it's a complete turnaround.

So there's all that mixed in. It's like you're kind of like trending like you are dipping your toe in like, "I think I will be a land investor. Let me see. I will buy a piece of land and will somebody buy this?" Then it's like now put your whole foot in and then finally you just jump into the water and swim around like, "Hey it's not a big deal. There's no sharks in here right. It's not scary as I thought it was." So I think that's the big contrast how I think my first deal now that is just maybe talking to people but now once you realize it's just like talking to your friends. It's just you are having a conversation another human someone that you don't have to be very like, "So I am here to talk about that land parcel." No, it's just like hey we're talking and you have a nice conversation. It's very easy and you have an end in mind but it's the way you get there that's very fluid and relaxed and it's just so awesome now. I can talk to people and have that experience and confidence as opposed to when you are new and then it's like they ask questions, you're not sure if you have the right answer and you've just got to go ask somebody and it's just like very different, very contrasting.

So, I think the biggest difference is it's so enjoyable more now. The process is enjoyable. Like when I do quote Mark it's like... I'm sorry but it's like what we always say it's not a sprint it's a marathon. But the funny thing is you are going to be running faster miles at the end. It's like your miles at the end are going to be faster than your miles in the beginning. So it's kind of a weird contrast. It's not a sprint it is a marathon but you might be doing 15-minute miles in the beginning then you're going to be doing four minutes, five minutes, three minutes, and then you get down to where the automation you are like running like the Flash. That's how fast your miles are going. So it's a big difference.

Mark: I love that Barry Allen reference as well.

Mike: Yeah, you get some Barry Allen and I could see you being the Flash.

Mark: Look, I love that show and then of course-

Mike: It is awesome.

Mark: ...of course the show runner gets in trouble and that's a whole mess. Anyways, but you know it's only because that what you said kind of remind me of that famous quote by the Stoic philosopher Seneca, "We suffer more in imagination than we do in reality." It's kind of like a lot of it is so much in our heads that fear and then once you kind of do it you're like, "Oh, that wasn't as bad as I thought it was going to be." I almost feel like that's everything in business and in life. It's never as bad as you thought it was going to be, right?

Mike: That's so true.

Mark: I mean. for the most part. I mean maybe you know the lines at Disneyland could be worse but typically it's not bad as you think.

Mike: The action it is always easier than the thought. You're right. My father used to tell me when I was younger, "You spend all day thinking about something than doing it." He's like just do it. But you can make things.... That's a huge water... God the size of that thing.

Tate: Hey Mark if you're Flash does that make Scott [Indiscernible][00:12:33].

Mark: Mike has water bottle envy.

Mike: I don't know I kind of picture Mark being one of the ... I forget his name, who's the other guy that comes in that is the evil guy right?

Tate: Zoom.

Mike: No, no, not Zoom the other guy that ends up being on their side. Well, the second one is on their side. He's from the other world. He's the scientist real smart.

Mark: Oh yeah, yeah.

Mike: But I think he had a three-foot water bottle, too.

Scott: I don't think that water bottle was three feet, just saying.

Mike: Of course you're not seeing what we are seeing. Mark just has a huge ... It's very good he's hydrated. I like that.

Mark: Yeah, I'm staying hydrated.

Mike: He's also doing curls. Those are huge.

Mark: I'm glad you guys are enjoying this. For those of you in your car you've got to watch the video of my water bottle.

Mike: Isn't illegal?

Mark: It's legal, baby.

Mike: One of us is going to huge too.

Scott: Mr. Podolsky [00:13:33] [indiscernible] a lot of water.

Tate: It's like a Snapchat filter that doesn't quite fit the picture or something. I don't know.

Mark: You can dock your jet ski into this thing, it's so big.

Mike: It's kind of a reservoir, a reservoir and a cup. What a [Indiscernible] [00:13:47]?

Scott: Too bad nobody in Arizona has a jet ski, Mark because there is nothing to go with jet skiing there on.

Mark: All right, now it's getting nasty. This is what I was waiting for. Scott Todd, how do did you feel doing you first deal?

Scott: I was scared because I had allocated a certain amount of money to land investing. I had allocated an amount and the very first property I was buying I was buying it from another land investor. It was 40 percent of my capital. It was a 40-acre property and it had this dirt road going down the middle of it and it was in a place that I could never even imagine like going. I had never heard of this place before. I'm like, "Where even is this place and what's around?" Nothing's even around there and if this is so great Mark, this deal is so great this land buying stuff why is this other guy selling it for what looks like a loss on paper?

So I had all of these questions and I was talking to him and again he was an investor he told me, "I sold this thing on terms for a while. I got my money back out of it. I'm just looking to kind of cash out now. I want to go do something else." I'm like, "Yeah right, you know whatever." I really had doubts about the whole process but I had committed like this is what I'm going to do and so it was almost like it's time to leap. So, I kind of like mustered up the courage to write the check.

I did not follow the formula at all which is you know like don't go write a check. I'm like, "This guy is a land investor it's all good." He sent me a contract, we signed it, I emailed him a check and the check cleared. I noticed that on Craigslist because that's where I found him, I found him on Craigslist, I noticed that he refreshed the ad and I dinged him I'm like, "Dude what's going on, man? I see you refresh the ad and I thought we had a deal what's going on?" He's like, "Okay calm down. I've been out of town. I haven't gone to my P.O. Box to check on it yet. I just refresh all my ads at the same time." I'm like, "Okay." So, sure enough, he sent me a deed saying, "Hey here's a copy of the deed. I'm going to get this recorded?" All good, all good.

I bought it and then I started I started buying anything. I just started buying more in that area. But overcoming and buying that very first property you've got to think through like what are the worst-case scenarios. I mean you know there's always three potential outcomes to any situation. There's the worst case scenario. There's you know scenario that's most likely to happen or the scenario that's like if it happened it would be fantastic. So that's the way like whenever you're dealing with fear of any kind whether it's doing your first deal or whatever that's kind of the mindset that I go through is what are the three likely outcomes. You know what's the worst case scenario?

List them out. What's the worst case scenario? Okay, I lost \$4000. Okay, that's the way it is. But like you always said it's a piece of land right. It's not like a cryptocurrency, Tate, that's just going to vanish. It's something that's an asset you know like it's there I can go touch it. I could live on. I could hold it forever. It's not going to disappear so that's like the, what's the worst-case scenario? I'm going to lose some money. Well you know if you've ever done anything I mean no one loves losing money but you know if that's your fear maybe go lose a couple of dollars just like give it to you leave \$5 somewhere. That will change your mindset about losing money. Likely the outcome was that like I was going to make some money on it. The phenomenal outcome would have been like I would have been able to retire if this one property. So, lean into it and just do it.

Mark: I remember when I first started my biggest fear was kind of like what Tate said like refunds or doing the paperwork incorrectly and then just having to explain to my wife where the money went that we had earmarked for car repairs. Now, I told her what I was going to do and she kind of gave me the green light. But we did talk about it She's like, "What happens if you can't sell it?" I'm like, "Well you know just like what Scott said we've got an asset. The taxes are only nine bucks a year. It wouldn't hurt us. You know I

could always bargain with it with it. Like maybe we could get free dentistry for a year or something like that."

But that for me it was my biggest fear in the process. But I first started with a tax deed auction so I didn't really go through the typical fear of closing with a seller right. I was dealing with the county but it was kind of crazy. Is there any current fears you guys have right now that kind of keep you up at night about land investing?

Scott: Mark, I would say I would say that you know the thing is that like for me I'm a full time now so essentially this is my income and so it's essentially like, man I think about what will happen when the economy turns because it's not if it's when. I mean, we're all in a high right now. Life is great but essentially we know. You've been around long enough it won't continue forever and there will be a downturn and so I kind of think about those things.

Again, I go through the three scenarios. What's the scenario? Well, I need to make sure I'm building cash for a rainy day so, what am I doing about that profit first. I follow the profit first model which we talk about in flight school. We talked about it and accounting for land investing and we talked about it all over all over the place but we talk about that piece. I think like the likely scenario is that I'll lose some of my portfolio but I still own the land. So, it's not like I've lost the land and best case scenario is that this thing just continues to go on forever.

Mark: Right. Erik Peterson just jumped on. Erik - no nickname - Peterson we're talking about like the very first deal that you did what was your biggest fear. So for Tate, it was like doing the paperwork correctly and maybe having someone mad at them. For me, it was the paperwork and a refund and then trying to explain to my wife about just the money. For Scott and Mike and Bear Land - Aaron it was a little bit different. For you what was your biggest fear?

Erik: For me, it was probably just more about like the interaction with the customer. When I got into this that was something I always worried about was kind of the sales aspect and having to talk to people on the phone or in person what have you. So that was probably one of the bigger things. The first deal that I did, if we didn't close that through title that could have been a concern as well, just the paperwork side of it but fortunately that buyer wanted to close through title so that kind of took that headache away. But, I mean that was probably the biggest thing it was just kind of that the communication side of it, really.

Mark: Right. So moving on to our next topic I think we talked about this the last Roundtable where Phillip Ma was like, "You guys are overwhelming us with tips of the week. Every week we're getting six tips of the week or seven tips of the week. We can't keep up with them all. Go back to the basics. Give us your favorite tips or old tips maybe one new tip of the week per month." So let's just let's just workshop it. Tate, what should we do with tips of the week?

Tate: I understand where Philip's coming from. I think that, I mean ultimately we'll let our listeners decide what they like and they're telling us right now that six tips of the week every week is too much. So maybe what we ought to do is just focus on one tip per week. Somebody on the Roundtable we all rotate, maybe we go Mike ... Maybe we go Mike, Erik, Mike, Erik, Mike, Erik, Mike, Erik back and forth and we give the people what they want. They just want one solid tip and I say we leave it up to them. We give it a little inspiration and a solid tip from Erik, a little inspiration from Mike. You know back and forth. It makes the most sense.

Mark: I really, really like that actually.

Tate: I thought you would. I thought you would.

Mark: I don't know if there's going to be a better answer to that. Let's just weigh in Bear Land - Aaron is that what we should be doing?

Aaron: I think that is exactly what we should be doing and then it would be helpful if Mark, myself, and Scott, where then to like maybe critique the tip a little bit. You know just to-

Mike: I love giving quotes. I will do them every week. I'm cool. I love quotes. I will quote every week. I will keep quoting. I'm good. Let's do it.

Mark: Scott, what do you think we should do with tips of the week?

Scott: I think we should just overwhelm everybody and just give everybody more and more tips, if they need giant tips. I mean like, how do we not know it's valuable?

Mike: It is a buffet. 10X them?

Scott: Maybe we need 60 tips a week Mark. You don't have to go do them all. Frankly, we know that mine is always good. Tate's pretty good, Erik is good. I'm not making comments about the rest of them.

Mike: I got a lot of support at Bootcamp about my tips.

Scott: Oh yeah, of course, you would.

Mark: A lot of support.

Scott: Listen, listen, of course, because they are going to come up to you and they are going to...

Mike: [00:24:22] [indiscernible] I was just asking them.

Scott: Yeah, of course, and then you hand them a couple of bucks and told them "Scott this guy said another one positive thing."

Mike: I must have said that at least 10 times.

Mark: Yeah. It's funny because I remember someone coming up to me at the break of Bootcamp and just saying, "Mark, it would be really great if you were the only one giving the tips of the week because based just on [Airtable.com](https://airtable.com). You are the only one who seems to like really, really care."

Scott: Mark!

Erik: That's Funny.

Scott: That's like the guy who was great in high school who was always living off that one pass.

Mark: At least I have that one pass to live off of.

Scott: I've got many one passes. I don't know.

Mike: This is where you I will pick up the water bottle. Look at that, Erik. You see that?

Mark: Don't make me get the water bottle out.

Scott: Well, I got a bat over here man.

Mark: Mike Zaino, what about you? What should we do with the tips of the week? Should we give them the full buffet?

Mike: Yeah, because you know what? Everybody is going to be at a certain place and something is going to hit them. You never know if it's going to be

a quote or it's going to be a technical tip or whatever it may be. I think everybody's in a certain spot and wherever you are it's going to hit you so you don't know where they are at. If we give them one, we might help out one person if give them six we're going to help out like 50 people, 100, people. I think I like it and I think we just keep rolling them all out.

Erik: Aren't these tips in the show notes?

Mark: They are in the show notes. Yeah, they definitely are in the show notes.

Erik: So if you're driving, if you can't get them to them now you can always go back forever and look and see what they were.

Mark: Yeah and Danielle is really cool about massaging my very fragile ego and she will Vox me, "Mark, best tip of the week this week. Way better than the rest."

Mike: She does the same thing to me.

Tate: For me too.

Mike: Wait a minute.

Tate: You get an email.

Mike: We can have a little e-book where we put out the tips of the week. After a year of this, they should be plenty.

Mark: Yeah, speaking of books by the way *Dirt Rich* is coming out. Still waiting on Erik Peterson but it will be out in the next 60 to 90 days. I'm very excited about it. You know what? That's going to be my tip of the week for the next 12 weeks is pre-order *Dirt Rich* and then we're going to stack the value with that. So, if you order it on Amazon we'll give you like a download link which will take you to like a special course if you want and kind of thing like that. So, it's not just the book. We're going to stack the value and give you some options to go along with the book as well. Maybe even a mastermind weekend with just the Round Table people talking about tips the week. That would be really valuable. Erik Peterson, what should we do about the tips of the week?

Erik: Oh boy.

Mark: I think Tate's idea was good though, Mike then Erik then Mike then Erik but...

Erik: Yeah. That seems completely fair. It's a lot of work to come up with the tips of the week. I think most of us would agree with that. But I think that if people get value out of them it's worth the effort. So I'm okay with whatever the community kind of decides. I mean, I'd love to hear more feedback. We know where Phillip Meyers stands but what about everybody else.

Mark: You know what? I think that is the definitive answer is we will let everyone vote in the Mastermind community on Facebook as well. Should we also open up the official Land Geek Motivation Wealth Creation Group?

Mike: Yeah.

Mark: That's a mouthful.

Tate: Yeah, absolutely.

Mark: Alright, so, we are to put a poll up and then we'll let the people decide. So the three options will be... everyone does a tip of the week, only Mike and Erik do tips the week and then only-

Mike: We rotate.

Mark: Yeah, or we rotate one tip of the week.

[00:28:58] [indiscernible]

Erik: And who gives the best tips of the week? Because it's obviously me.

Mark: No way.

Tate: The reason we're allowing you to do more tips of the week is because the people said Erik needs some more practice. That's what they said.

Mark: Can you see somebody going like "Look what I just got on my phone, JotNot Pro from Erik Peterson."

Aaron: Hey Erik the reason you are no nickname is because they can't select just one. They're all so good.

Erik: Yeah. It would be too long. It can take a day.

Scott: Look at Bear Land like easing everybody today instead of lashing out like the bear two weeks ago.

Erik: He's groveling again.

Scott: Yeah, I mean he's like sucking out.

Tate: Aaron the groveler.

Scott: Yeah, Aaron the groveler, that's it. Everybody gets a nickname. Everybody gets a nickname.

Mike: The Groveler.

Mark: Don't poke the bear the guy.

Erik: I got to tell you though Mark I've got two reasons for being late today. One is I just took the deposit on a sale from a buyer's list email that went out this morning.

Mark: Using Geek Pay, I hope.

Erik: Oh yeah.

Mark: Awesome.

Erik: Number two, I was actually working on your book cover concept this morning.

Mark: Oh nice.

Erik: How about that?

Mark: You can be late every week, absolutely. That is awesome.

Scott: Now Mark feels really awesome.

Mike: He was letting the hair gel in. Come on don't lie, Erik, you will get paid.

Mark: You know Mike can take a beautiful moment and ruin it.

Mike: I'm not ready. I'm not ready.

Mark: That's like making a joke at the end of like Old Yeller. This is just this beautiful poignant moment and it's like, "I don't like dogs anyway."

Scott: Wow.

Mark: All right. I want to thank the listeners for putting up with us this week and remind them the only way that we will continue doing the Roundtable and providing tips or no tips is if you do us three little 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. We are going to send you for free the *Passive Income Launch Kit* which is worth \$97. So please do that. Also, today's podcast again is sponsored by TLFolio.com. Go on the site buy a note as an investor, sell a note, and get unlimited cash for more deals. We are solving every pain point in this business. Tate are we good?

Tate: Yeah, that was perfect.

Mark: Bear Land - Aaron, are we good?

Aaron: Yeah, we are good.

Mark: Erik, are we good?

Erik: We are good.

Mark: Mike do you have a quote for us this week?

Mike: Yeah. Yes, I have a quote. Well, it's more of a thought and I thought it would kind of relate... like wait. Hold on, unless I block Scott out. Hold on a second. There we go.

Mark: Is the thought stay hydrated?

Mike: No. I've got my envelope over Scott so now I can do this.

Scott: My God, Mike.

Mike: He gives me these funny looks. He gets me all nervous.

Scott: I'm still giving you funny looks even if I'm covered.

Erik: Can you feel it. Can you feel those funny looks?

Mike: Look at this thought, right? This is true.

Erik: Should we change the order of the screens so he can't cover Scott.

Mike: You know you ever hear people kind of complain about other people ... Oh, thank you, Scott. He went dark. Complain about other people Mark in traffic whatever, right. But the reality is life is a communal event. Erik is even gone dark. Without other people out in this world, we basically have nothing. Everything you wear everything you have is from the efforts of others.

So, I think this thought of life being a communal event is really important because it relates back to the land business and our community. You are not in this by yourself. This is something that you really need to embrace the community. We have by far one of the best communities I think in anything, in any kind of business models. Because when you go to these Bootcamps the people you meet, the intelligence, the room does get more intelligent than any individual in it, it's phenomenal.

So utilize the resources. Don't be shy in the Facebook groups. Don't be shy to reach out if you have a question. You know I'm always available. We will talk about if you want to get involved in this or Scott [00:33:36] [indiscernible]. Don't be afraid. It doesn't cost you to call and ask question. We are here to help and we love talking about the business. So, I think the fact that it's a communal event, that there is so much to be gained from working with others and especially those who have already done what you are looking to do. So just don't forget that. I was thinking about that today. It's really awesome the community we have and the people involved in it and the resources available to everyone. So many people have so many different specialties that anything you need answered you can find in this community, truly.

Mark: It is really true. Our community is second to none. Bear Land - Aaron you've seen it grow and evolve. What's it like for you?

Aaron: I don't know. I mean it was. I'm trying to think of how many people they were in the community when I started like not a lot like 100 maybe less than 100? Now, how many are there Mark? Do you know?

Mark: I'm not the analytics guy but probably in the Mastermind Group probably over 200 now.

Aaron: Yeah, so, it's at least doubled.

Mike: About 300 and that's international too. We have international people that are working with us.

Aaron: Right. I see new people every day and we watch the Facebook and interact a little bit when people ask some questions or sometimes I ask questions myself but the response is so much bigger. There is so many more ideas out there. Sometimes I will read a question somebody had not necessarily comment on it but then there is a whole list of comments below it. There might be a coach or two in there but just tons of people have all this idea on how to handle the situation and none of them are necessarily wrong and it's really great to see that and the growth of the community has really been just being a blessing for everybody involved.

Mark: Yeah, absolutely.

Mike: Do you ever get caught in traffic and see how many people are on the highway then you think 300 people across the world doing this, do you know how minimal that is? Just in your city when you see traffic you are looking at 1000 people when you go on the highway in these major cities and you think about the United States it's like our niche is so small still. 300 people across the whole right and you look at your traffic in your city and you just think there is going to be so many land deals sold this year, are you going to be one of the ones selling them? Are you going to get in on it? This land is selling either way. Someone is going to buy it. Someone is going to sell it. It's like do you want to be part of it. This is a real deal and I think it's just super exciting that we are the tip that's so big and it's like 300 of us across the whole world.

Mark: It's crazy. It really is. So, are we good?

Mike: Is that a good quote? Yeah.

Scott: Very good.

Mark: Erik, you will be ready for your tip of the week next week?

Erik: We will wait and see what the community says, right?

Mike: They are going to go for the buffet, I know that.

Erik: Next week we are going to be in limbo still because we won't have an answer yet.

Mark: Yeah. What do you predict is going to happen, Tate? Buffet or less is more?

Tate: I think people are going to go with the buffet. I mean I think people want as much info as they can get and every week the quote applies to somebody. It doesn't matter where you are in the business it's going to apply to someone somewhere. I don't know. I think they are going to go with more. They want more.

Mark: Okay. Well, I would say that my tip of the week is pre-order *Dirt Rich*. Just email Support@TheLandGeek.com and please do that.

Scott: Mark, I have a quote though.

Mark: Yeah.

Scott: Okay are you guys ready? "There are three things that cannot be long hidden, the sun, the moon and the truth." The truth will come out on the tips of the week.

Erik: That's nice.

Mark: I like that.

Mike: You know what they like though? More than the tips they like us bashing each other with our tips. So they are going to want it. That's how we know they are going to want the tips because they want to hear us drill into Erik, drill into-

Scott: I'm not so sure that a tip is a quote but we will let the community decide.

Mark: That's a separate poll.

Tate: That can be the poll that they are going to vote on, right?

Scott: Is a tip a quote or is a quote a tip?

Mike: I would be devastated if they said it wasn't. Don't do that, Mark. Don't put that.

Scott: The truth has to come out, the truth. It cannot hide long.

Mike: Hide that truth from me, Mark. I don't want to know.

Mark: No, no, no. I mean you can see like Scott's compassion goes in waves. We just got him on a dip there. It's okay it's going to come back. It's going to come back.

Scott: I'm compassionate. I love Mike's quotes but they may not be tips. I'm just saying.

Aaron: But the quotes are what makes him the Zen Master.

Mark: It's true.

Scott: Okay Aaron, we are not asking you.

Aaron: I don't get no respect.

Mark: Oh my Gosh. Aaron Rodney Danger-field Williams. No respect. All right guys I want to thank you guys as well for jumping and spending time and creating all this value as well on the Round Table podcast. So are we going to do it?

Scott: Let's do it, Mark.

Mark: One, two, three ...

All: Let freedom ring!

[End of Transcript]