



# THE LAND GEEK

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

**Mark and Scott talk with: Aaron Williams –  
BearLandProperty.com, Erik Peterson - LandOpia.com, Mike  
Zaino – LandGuru.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](http://www.TheLandGeek.com) and this week on today's Round Table we've got the "Big Papa" Tate Litchfield. Tate, how are you?

**Tate:** Good. Happy to be on again

**Mark:** We've got Erik - no nickname - Peterson. Erik, how are things going?

**Erik:** Doing good. Doing good. Mike's over there laughing at me.

**Mike:** He'll have a nickname by the end of this podcast.

**Mark:** I mean absolutely. The Zen Master, breathe in the mailing, breathe out the marketing, just a very Zen-like way of doing business, Mike the Zen Master Zaino. Mike how many people's lives did you save this week at the firehouse?

**Mike:** I don't know. We didn't actually have a good fire. I guess it's kind of a bad. Is that an oxymoron, good fire? I don't know.

**Mark:** Yeah. I mean it could be.

**Mike:** It's good because we'd like to do our job and help but it's bad for the people's whose house ... But we did save most of the house but anyway yeah. Nobody got hurt though. That was key. I did fall flat on my face in front of a few people. I tripped. That happens.

**Mark:** All right nice, nice. My God, I guess. Bear Land - Aaron, Bear Land - Aaron, how are you? Aaron Williams.

**Aaron:** Doing well. A big raaa to everybody.

**Mark:** Yeah it's nice to have you back on the podcast and of course you know him, you love him, Six Sigma Scott Todd from ScottTodd.net, LandModo.com, and if you're not automating your Craigslist and your Facebook postings PostingDomination.com/TheLandGeek. The compassionate Scott Todd, how are you?

**Scott:** Mark it's great. Can I go ahead and give my tip of the week now?

**Mark:** All right.

**Scott:** I have it. I'm ready to go. Let's go right now.

**Mark:** We're not going. You're going to go last now for sure because I'm going to think of it. Scott's stealing my tip of the week

**Scott:** I got it, man. I got it. I can't wait. Okay, my tip of the week is ... Okay, let's go ahead, Mark. I will let you go.

**Mark:** All right, all right. So this week's topic Bear Land Aaron was talking about an issue he was having. So Aaron, take the floor. Tell us what's going on. We are going to mastermind it

**Aaron:** Well, seems that sometimes the business is just a real grind and for other people, it seems to just be raw fluid and flow. The sales come in, the deals come in, everything, it works really smoothly and other folks it's just no matter what you do it seems like it's always just pushing uphill. I'm trying to figure out what maybe is the difference. Like why are some people

working smoothly other people are just grinding? What could that difference be?

**Mark:** Mike Zaino.

**Mike:** Hey, that's a great question.

**Mark:** Do you grind or are you fluid?

**Mike:** I prefer fluidity. I think that we're talking about kind of ... I think Bear Land - Aaron is talking more about effective versus efficient, right? I mean grinding is okay in the beginning, right? You're getting deals done. You're making things happen. I mean it's not bad to work hard and make things happen.

But when you talk about how to escape the grind I think it really comes down to are we looking at the efficiency? We're looking at the systems, the automation, the software. Sometimes focusing so much on one particular thing can remove you from the bigger picture of doing that one thing one time and then doing it again. But stepping back and seeing, "Well what am I really doing here? What's happening? Is this going to be a reoccurring problem and how can I create some sort of automation, some software, some delegation, put someone in place to handle it and that's going to remove that grind.

The grind is when we're doing the work ourselves. That's a grind. That sure certainly is. That's going to come up. I mean there will be times when a VA will stop working for you and you'll have to get another VA and the grind will come back. But you'll quickly get rid of that because you know how to put things back into perspective. So I think that, yeah I mean just the more we systemize that's not even the right word, systematize there it is, automate, delegate, use software like LG PASS, these are the things that are going to remove the grind. But it's not necessarily a bad thing if you're selling land Aaron and you're making deals you're effective, right? I mean at least you're effective, right? If you weren't effective I'd say, "Geez well we've got a problem here." But you're effective efficiency is going to come but it's going to come through these other mechanisms that I mentioned.

**Mark:** I like that answer. Eric Peterson, what's your feeling about this?

**Erik:** Well, I think Mike touched on a lot of the issues that came to mind. One thing he didn't mention which kind of was at the top of my list was, I feel like once you get comfortable in an area and you kind of settle in and you begin to kind of own that area for lack of a better word, you know you're

constantly mailing there, you're constantly having property to sell, I think that will contribute to kind of taking away that grind feel. It becomes just kind of almost second nature just doing deals in that area. You become so familiar with it that you don't have to think about it as much. Then automation, bringing in the VAs, and just establishing good habits, spending time in the business, on the business on a regular basis. All of those things in my opinion can kind of take away from that feeling of a grind.

**Mark:** Wow. Tough to beat that Tate Litchfield, these two guys have just nailed it.

**Mike:** It's good to go first.

**Mark:** Do you have anything else you wanted to add?

**Tate:** Not really.

**Mark:** I might transcribe this and start writing a book *How To Avoid the Grind*.

**Tate:** That's what I was just thinking too. I mean that was poetic I guess we should turn it over to Spike see what Spike has to say about it.

**Scott:** Tate just took the easy way out.

**Mark:** Spike?

**Scott:** Spike, Spike back from high school. It's Spike. I'm back. I mean are you passing it off to me man? Are you passing it off to me?

**Tate:** I mean-

**Scott:** Tate's out. He fooled it. Did you see that?

**Tate:** I fooled it.

**Mark:** But Tate you must have felt like you're grinding at some point. Was it all fluid for you now?

**Tate:** No. There are certain parts of the business that are sometimes still a grind. I think that no matter where you are in this business whether you're selling property every single week or once a month or every other week there will always be parts of it that are a little bit of a grind and you just have to put your head down and do it sometimes. Sometimes it doesn't

matter how automated your business is or how many VAs you have. I mean certain things have to get done and sometimes it's you who has to do it. I don't think there's any substitute for just that hard work and more importantly that motivation. Because if you have that motivation, you have that drive, you're going to make it happen. It's just a matter of how long it takes you to get that off your plate.

So Bear Land family I wouldn't worry too, too much about it. I know what you guys are grinding on right now and personally, it's a grind for every single person on this call in certain... It's definitely a grind for everybody on this call. The marketing it's always changing and every single person on here is constantly trying to adapt and change and come up with new approaches to getting the same results.

**Mark:** Scott Todd?

**Scott:** Can I give my tip of the week now?

**Mark:** No, you can't give your tip of the week.

**Mike:** Just slip it in.

**Mark:** How do you avoid the grind or are you grinding or do you feel like things just go fluidly?

**Scott:** I mean I think there's always aspects of a business that's grinding, right? But I want to relate this to something that I'm learning right now which is learning how to fly and one of the things that they always talk about the beat into your brain is that the perfect landing starts with the perfect landing pattern if you will, the approach pattern, right? So like there are certain things you have to do in order to have a good landing. You have to be at a certain altitude. You have to be at a certain distance from the airport. You have to set the plane up to succeed. What I would say is that you really have to set the business up to succeed.

You know look if people are having success around you in a county well then there's no reason why you can't either. What you need to do is you really need to crack the code like you need to. .. I think Erik even said once you own an area and that's the key word there once you own an area well then all of a sudden the grind starts to go away. When you're buying in this one area and you know the numbers boom and then you're building your buyers list, you're building your customers, you're placing your ads in this area or for this area for customers in this area the minute that you crack the code on that and you start to dominate that space all of a sudden you become the

go-to guy for that area and the grind isn't really a grind anymore. But it's showing up, it's branding yourself in a way for like, 'I own this area. I'm the guy for this area.'

**Mark:** Yeah. I know for me personally because I've been doing it forever I don't feel the grind anymore in land investing. But there's other things that I'm currently doing that I do feel the grind. You know the book, right? That should be out and about eight weeks. So I'm saying it publicly now, right? But when you have to face a blank screen or a blank piece of paper and write I feel like there's been days where it's just been a grind. Working out for me has sometimes been a grind. Taking time out to meditate has been a grind. So all these little aspects of my life I feel like at times it's just not smooth and I avoid it.

So whenever I'm avoiding something like I'm working on a slide deck right now for Geek Pay and luckily have a deadline for myself to get it done but I can tell you right now without that deadline there's no way I would get this thing done because I'm not fully going into the process of it. I'm not fully engaged in it because my mind wants to be doing something else. So a lot of times I feel like if you have a piece of perfectionism in you, you've got to get that out and you've got to really focus on getting it done and then once you start you'll get into the flow of it and it won't feel like a grind.

I feel like whenever it's just a mental kind of thing where you don't feel like doing it until you do it and then it doesn't feel like a grind anymore. But in the very beginning as you're doing it and you're not fully engaged in it and the Craigslist ads aren't sticking or the phones aren't ringing off the hook you think you're doing something wrong and the next day you don't feel like doing it, right? Because you're not getting that instant gratification and it can feel like a grind. But I think what everyone said if we were going to make like a stew I would add all those ingredients, the habits, the efficiency, the mindset it's all there. Hopefully Bear Land - Aaron that helps.

**Aaron:** Yeah. I think there's a lot of good stuff in there that we can definitely take away. I think it will help us but I hope it helps people listening too because there's a lot of folks out there that we see that they get into it and then you don't hear from them. I hope they can get past that point because it really is a really cool business.

**Mark:** Yeah. I mean again it's hard when you're really good at something to embrace the suck and be a beginner again as well. So it is going to feel like a grind. You should almost expect it. It's like I remember last night I was kind of flipping channels and I landed on a League of Their Own and Tom Hanks the baseball players says, "It's just too hard." He's like, "That's why."

He's like, "That's what makes this game great. It is the hard that makes it great because if it were easy everyone would do it." That's what makes business great, is the hard.

So shifting gears Erik Peterson, Erik the geek of automation Peterson, was talking about interesting Zaps. If you don't what Zap please pause your podcast and go to the Z-A-P-I-E-R.com. I literally check that website every day. Z-A-P-I-E-R.com, Zapier and basically it creates automations. So what has been your most interesting Zap recently? Eric Peterson, why don't you start?

**Erik:** So you're going to start with me, huh? There's a couple I could talk about but I think I have one that kind of initiates a whole bunch of steps at the beginning of due diligence. So it creates a folder on my Google Drive for the property just an empty folder and it also creates a task list in Process Street. Once that happens I actually use Automator on my computer to watch for that folder to show up in Google Drive and then it copies a series of folders for the due diligence VAs into that main folder.

So if you can imagine like you've got a property folder and maybe you have a marketing folder and a deeds folder and maybe templates for different things or photographs folder etc. so when Automator sees that folder it copies all those in there. So the VA doesn't have to copy a set of folders into there and deal with that. It's just all set up for them to start working in. So that one saves me a lot of headaches because it was always troublesome for VAs to be able to do that and not overwrite the files and cause all kinds of issues. So I like that one.

**Mark:** I like it. I like it. Mike Zaino, what's your favorite zap?

**Mike:** What a great question? You know, this isn't through Zapier but I think my favorite and the one I love the most is the fact when I mail out to people because we've been mailing a lot lately thousands of letters probably about 4000 over the last few months. I just love that my Twilio they call this number and it goes right to my e-mail and my VA is able to click on the recording, the number is there you know how that all is tied into a Zap well that's why I have a systems guy. I don't think it through Zapier but I love the idea that I have this phone number created and so many things happening from that point because ... I mean that's just we have so many coming in right now it's ridiculous which is really awesome, right? I mean that's what we want. This is potential money coming our way. But the idea that I have that right there and then from that point it can go into different actions to me is just ... So I wouldn't say it's the most interesting but it's the

one that stands out recently as the most useful and the one I love the most because I see it pretty much every day when I look at that e-mail.

**Mark:** Awesome. Bear Land - Aaron, how about you?

**Aaron:** I don't use a lot of zaps. I really like what Erik said though because I mean that's a headache for me too. I'm constantly dealing with adding in these folders into Google Drive and my VA working in them and stuff and I love that. I'm going to steal that and that's a great one, Erik. Other than we have a couple that have to do with marketing and I don't want to go too far into it because it's something you'd learn using Posting Domination. But there's some nice apps in there that will help with discovering ad content and keeping an eye on things that you like as far as Craigslist goes and that sort of thing. That's what we've got.

**Mark:** Very cool, very cool. Tate, the Big Papa?

**Tate:** So my favorite Zap has to do with Fancy Hands. We get a lot of people that call in, they leave voicemails. I don't like spending time on the phone, sorry Archibald. It's just not fun to me. I don't want to be talking to people. So what this does is it basically grabs that voicemail or that recording and it automatically e-mails it over to Fancy Hands and Fancy Hands can go in call in and basically ask them questions about the property that they're selling. Fancy Hands then reports it back to us and we are able to basically look at it and determine if the property is right for us, if we should continue using it. So Zapier definitely makes my life a lot easier. It's one less thing to do, one less e-mail to send.

**Mark:** I love it. I love it. Scott Mr. Automation himself.

**Scott:** Mark mine is a combination. My favorite is a combination of a few but they all kind of do the same thing right. So it took a little bit of time to set up but look because my team is remote I have to think of good ways of like getting stuff to them because sometimes I will get my deeds or things back locally not through my electronic mailbox. So whenever I get things like deeds whatnot, original deeds they actually go into my nice scanner here and I scan everything into a specific folder on Dropbox and then I've got ... So I've got like a deed received file folder on Dropbox and then I have Zap watch that and when it sees it boom it knows what to do with the next task, Right. So it's kind of like workflow built in it. It will take that deed the electronic version, send it to my intake manager who will file it with a Simplifile. That's one example of it, right?



I've got stuff that's just anything that comes in in terms of paper goes into my scanner, gets scanned into a specific folder and Dropbox and then if other steps are needed boom it just goes without me having to send any e-mails. I got all kinds of e-mails that get sent that I don't even do. You've got to be careful though because I accidentally scanned in a deed twice and it was a little too efficient where it recorded twice and I paid double recording fees. Little bit of a mess but it's okay.

**Mark:** That's really cool. That's really cool. You know my favorite zap is. ...I've so many of them. But one of my favorites are just when we get any kind of support e-mail. I don't like having to manually forward an e-mail, right? It might go to me and if it has a certain keyword in it like support or Geek Pay or whatever it is it automatically gets forwarded to the right person based on that keyword. So that kind of keeps me out of the inbox a bit. I like that. There's so many of them. I love Zapier. It's just one of those things you just got to go into like every day play around, create a zap, break a zap. Like I'm always like "Wait that didn't work." Then you go to edit it like "Wait that didn't work." Then you go to edit and then, "Oh my gosh. It works. I just got this two-minute task off my plate for the rest of my life which is amazing." So anything else we you want to talk about with automation Erik?

**Erik:** No I think I think that's kind of a great segment to have. For me at least just hearing people talk about different ways they use the tool I mean it inspires other ideas of different things I can do in my business and I can imagine for the listeners it does the same. So I would tend to think it's is a pretty helpful section.

**Mark:** Yeah. You know would be great? If somebody created like an automated way of getting paid every month via ACH, it did the math, it did notifications. That would be amazing. I wish ... Wait a second. Someone did create that. So if you want to see even more of that go to [GeekPay.io](https://geekpay.io), the only set it and forget it automated way of getting paid every single month via ACH. ACH fails, we are going to charge your credit card on file. Scott Todd is loving that segue.

**Scott:** Well, it's tied right to my tip of the week which I'm ready to give right now, Mark

**Mark:** Fine. Go ahead give your tip of the week.

**Scott:** I get to go first. I'm so excited. Mark, you got to check out ... I can't even do it. Okay, Mark, you got to check out this website. All right you ready?

**Mark:** Yeah.

**Scott:** It will go out to the websites and it will automatically get your statements and everything for you. It's called FileThis.com and it's so cool man.

**Mark:** You did not take my tip. I can't believe you're taking FileThis.com with a straight face.

**Scott:** What? What? You forgot about it. You forgot about it.

**Mark:** I love that site.

**Scott:** I didn't have a straight face. I was laughing the whole time. It goes out, it gets your bills, it records it automatically into like Dropbox. It's the coolest thing. I love it.

**Mark:** Have you been using it? It is cool.

**Scott:** I love it.

**Mark:** It's great, right? It does all types of stuff. File This is amazing.

**Scott:** It's File This. It's like a dream come true.

**Mark:** It's a must-have isn't it? How much does it cost? Oh, that's right, it's free.

**Scott:** Well, I'm paying. I'm paying. I'm paying \$20 a year. It's okay though because I have the premium.

**Mark:** Well yeah. Yeah. I don't have the premium. I only have like five accounts there or something. I forget.

**Scott:** Yeah. I feel good.

**Mark:** Tate Litchfield, what's your tip of the week after Scott stole my tip.

**Tate:** All right. So when I'm at home I typically have my computer mounted and well I share a screencast to a couple of different screens because I like to work on multiple screens all at the same time. But when I'm traveling or just not in my office I don't have that same option. So I was kind of thinking about because I'll be doing and traveling for the holidays I was thinking

about how I can be efficient you know and having multiple screens all going on at the same time without getting too distracted and actually I was just stumbling across in the iTunes App Store and I came across one couple of days ago called Magnet. It's 99 cents and what it does is it allows you to basically break up your computer screen into several different workflows or work areas. So it's really cool.

If you're looking at due diligence and you want to look at Google Earth and you want to look at Google Maps at the same time you can use this app to see kind of all the information on one screen at one time. So I've been using it. I love it. I think it's fantastic. It's a great alternative if you're on the road traveling and you don't have your office with you. The beauty of our business is we can take it anywhere with us. This basically prevents me from jumping back and forth between different screens and saves me a little bit of time. I just kind of like it. It's cool. Magnet on the App Store. Yeah, it's really good, great reviews.

**Mark:** I have it. I love it.

**Tate:** Oh you do?

**Mark:** Yeah.

**Scott:** Tate, welcome to 2017, brother

**Tate:** What? I mean I never had a need for it.

**Mark:** That is so harsh.

**Tate:** I never had a need for it.

**Mark:** I mean I think Scott is like "2014 I gave that as a tip of the week."

**Scott:** No, I think I gave it in 2015 but it's okay.

**Mark:** 2015.

**Mike:** Oh no.

**Tate:** Oh geez. I think we should let Mike go.

**Scott:** It's okay Tate. Just go back to the old shows and just rehash them. It's all right.

**Mark:** Old man, look at my life.

**Scott:** We know Mark's probably going back to the old podcasts and looking for his tip so ....

**Mike:** That was pretty good

**Mark:** Pretty good and you like Daniel Young.

**Mike:** Geez, just don't give me the guitar, guitar.

**Mark:** You know speaking of if you want to hear more singing you got to go to [TheLandGeek.com/Bootcamp](http://TheLandGeek.com/Bootcamp). We've still got a few spots for San Antonio.

**Scott:** Mike let you down who's singing? Who's singing?

**Mike:** What's that singing? Everybody is going to [00:26:47][Indiscernible].

**Mark:** Well last Bootcamp Mrs. Dennison was amazing.

**Tate:** We had a solo. That was awesome.

**Mark:** Yeah she was incredible. All right Mike what's your tip of the week?

**Mike:** Well this is something I've been talking about a lot lately and Erik kind of hit upon it and then Scott talked about it when they were talking about settle in and own an area. So you know me I'm the king of odd references so just follow this for a second and don't jump too quickly down on me, Scott.

So I don't know if you guys are all like Jiu Jitsu fans or ever MMA. They have this thing that's called position before submission. Anybody know what that means? It means that they're not going to just dive in and try to grab the guy in a neck lock or an arm lock because it wouldn't work, right? They have to get a superior position first and then when they get the superior position they go into submission. From that point, they can go into a lock or choke whatever it may be but the whole idea is, gain a superior position.

So I think in our business there's a couple of areas you can look and see how this relates. One of them is position before submission. You may not just want to go into an area you're brand new and just mail the whole county, right? You might want to look for the hot spots and once you find them you take them over.

I use this a lot though when I talk about sales right because a lot of times people are getting people on the phone and right away the like, "Okay so you want to buy the property? You've 500 dollars?" You know they go right for the kill and they haven't done the proper amount of positioning for this. Where I think in the sales it's the questions, right? Asking them what they're going to use the property for and you have the answers to these questions clearly because that's what we do and you lead them into a position where then you can submit which is make the sale. So I think to me this whole idea of position before submission relates in all different areas. So yeah. Is it clear enough? I don't know if that came off right.

**Mark:** I think it's a great tip. No, it's fantastic.

**Mike:** Scott didn't say anything so it must be good

**Mark:** Seriously. I mean he's given a thumbs up or maybe he just wasn't listening.

**Scott:** I like it. I like it. I was listening. I like it.

**Mark:** Bear Land - Aaron, what's your tip of the week?

Aaron: Well I just started using this new password program. We have so many passwords in this business and this isn't something new to the world and I know Scott would say, "Welcome to 2017. "

**Mike:** I thought it was coming. I thought it was coming.

**Aaron:** We've all used these before but I kind of like this one because of the name and it's called RememBear.

**Mark:** Ooh.

**Aaron:** They also they also have a VPN which you know if you're working remotely and you're on public Wi-Fi it's called Tunnel Bear so just a little bit to help the branding.

**Mark:** Get started. It's free. This is very cool.

**Aaron:** It is free and it's in it's in beta. It has its iPhone app. I think they have Android for that one person using Android and then they have iOS. I mean the Mac OS version as well as Chrome, Firefox extensions and Safari extension coming soon.

**Mark:** My only fear is that it's in beta and that it's a Canadian company and maybe they're just you know being funded by the North Koreans to get everyone's passwords. Like LastPass and One Password they're like established companies and for the most part you kind of know they know what they're doing. RememBear you're the first person that has ever mentioned this Bear Land - Aaron. I'm just concerned.

**Scott:** Well every new business has to start somewhere, come on. .

**Aaron:** Yeah. You know if they don't last we'll say, "We didn't know about it and we're sorry because they're Canadian. "

**Mark:** Aaaaaah.

**Mike:** You say Android like it's a swear word. I don't get it.

**Aaron:** You're the one guy. You're the one guy.

**Mike:** I have a Moto Z. It's like the coolest phone ever.

**Mark:** I mean Mike is basically just saying, "Here take my passwords and here is my bank account information. I'm an Android user." I mean I don't know how you sleep at night, Mike.

**Mike:** Like this.

**Mark:** When you're so affluent, you don't care about your own personal security like, "Laura, guess what? I'm getting an Android phone. I don't know if they vet their apps or not but it's really cool."

**Mike:** That's not a good accent. That is not good.

**Mark:** "All these guys have the iPhone."

**Mark:** It's not good at all?

**Scott:** Mark, Mark, Mark ...

**Mike:** Do the Southern one.

**Scott:** That Samsung Note is looking pretty good.

**Mark:** You know I can't really go to the dark side. Speaking of the dark side has anyone seen Star Wars yet?

**Scott:** No.

**Mike:** Tonight. Don't spoil it.

**Mark:** I haven't seen it. I'm not spoiling it, I haven't seen it.

**Mike:** We are going tonight. I have a prediction. I feel like Yoda is going to come back but I'm just saying. I don't know.

**Scott:** I got to see it in like two years.

**Mike:** No hints. No hints. I see Bear Land making one.

**Aaron:** I don't know. The kids have seen it. I haven't yet.

**Mark:** All right. Well, we've been really nice Erik Peterson this Roundtable podcast and I think ... No, the fangs need to come back out but whatever.

**Scott:** [00:32:00] Indiscernible].

**Mark:** No, yet #TeamErik. My tip of the week is there's a great quote from Tony Robbins and he says, "Successful people ask better questions and as a result, they get better answers." One of the great questions that I like to talk about is if everything is going to change what's not going to change because I think about this all the time in the land business like what's not going to change. I don't think what's going to change is people are always still going to want a real asset and people are always going to want a good deal, right? I think those two ingredients would really help our business.

But I just bought this new book by Warren Berger called *A More Beautiful Question* and it's a whole book about how to think about asking yourself better questions in every aspect of your life. It's not just like what's the meaning of life like sort of you know rhetorical questions, it's more along lines of if everything is going to change what's not going to change. It's sort of how to think about how to ask these better questions like I asked Tate the other day I'm like, "How does Land Geek get disrupted or how does Frontier Properties get disrupted?" He really had think about it like, "Well you know this could happen, what if we go offline? Like what we could do you know back the radio. What if we can ..." So it really makes you kind of think about these things and ask yourself sort of these better questions.

It turns out the science is after four years old we don't get rewarded anymore for asking really good questions. If you've got children like we all

do, right? I mean except Tate's Daisy is not talking yet but she is going to start asking question after question. "Why is the sky blue? Why are you doing this? Why are you doing that?" After a while, you kind of tamp down the questions. Scott Todd in a Fortune 300 boardroom probably not getting rewarded for asking questions like, "Why are we doing it this way?" But in reality, you really want to create a culture of asking these better questions to get better answers and having sort of that confidence in yourself that you don't know everything and we should be asking these better questions. So my question to you guys is why we are continuing to do this podcast?

**Erik:** I like hanging out with you guys. Does that count?

**Mark:** It's a great answer, right? It's fun and we learn something new every week. It's great. But the question should be asked, right? Is there a better way to do the podcast? Is there a better format for the podcasts and the Roundtable, right? Should we be thinking about it differently? Should we have somebody on let's say a hot seat segment, right? Where we get a coaching student and we put him on the hot seat so Erik Peterson feels a little bit more comfortable coming on every week instead of getting hazed by all of us, right? But these are the things that we can ask and talk about which I think leads to better answers. So that is my tip of the week. I'm still reading it. Bear Land - Aaron always appreciates my book recommendations. I think he's the only one in the community who does but it's not bad.

All right, so I want to thank everybody. I want to thank the listeners. I want to remind everybody, look the only way Bear Land - Aaron and Erik Peterson are going to continue coming on this podcast is if you can subscribe, rate, and review the podcasts. Send us a screenshot of the review to [Support@TheLandGeek.com](mailto:Support@TheLandGeek.com) we are going to send you for free the \$97 dollar *Passive Income Launch Kit*. Again start automating your notes payments. Go to [GeekPay.io](https://GeekPay.io). Get started with your first note for free and you guys ready? One, two, three...

**All:** Let freedom ring.

**Mark:** Oh my gosh. All right, well, by the time everybody hears this podcast it will be Christmas time so wishing everyone a Merry, Merry Christmas. I'd like everybody next year to give themselves the gift of additional passive income even an extra \$200 month will move the needle in your life, right? That's one deal. So, Merry Christmas everybody. Are we good? Anything else?

**Scott:** We're good.



**Mark:** All right. Thanks, everybody. All right so what's going on for... It's afternoon for you Bear Land - Aaron, what do you got going on the rest of day?

**Aaron:** I'm doing some office cleaning and then I am putting ads out. I am marketing. I've got several things that need to go on LandModo.com and some other places so that's today.

**Mark:** See it's great. I'm so happy you're not letting technology get in the way. Because so many times people are like they struggle with the technology and they don't get anything done except they feel like they're grinding. So that's good.

**Aaron:** You know I went from a world of like mechanical systems and it's a big learning curve so I've got to take it one step at a time.

**Mark:** Nice. Nice. Erik, you've got anything good going on today? Playing guitar or?

**Mike:** Guitar, guitar

**Erik:** No, I just got some day job activities to wrap up here today.

**Mike:** Nice. Mike do you ever call your dad in the morning and say, "Dad I want this for breakfast or lunch?" Or he just makes you whatever he feels like making you.

**Mark:** It's the same staple thing. One of the most favorite that we love is the peanut butter and jelly like his grandmother used to make. You need to put the butter in there so that jelly doesn't soak the bread that gets wrapped up in some nice wax paper. People love that.

**Scott:** Wow. Wow.

**Mark:** Yeah that and a \$5 bill.

**Mike:** That's it with my name on it.

**Mark:** The Italian name on it.

**Scott:** Does it say Mikey on it or just Mike?

**Mike:** Mike, Mike, just says, Mike. There is no Mikey.

**Scott:** "Mikey, I will kill you if you call me Mikey."

**Mark:** Tate it's lunch time for you. What are you doing for lunch?

**Tate:** I kind of want to eat something spicy so I'm kind of feeling like I don't know.

**Mike:** Sushi Burrito. If I was out there I would go to Sushi Burrito.

**Tate:** That sounds pretty good actually. Yeah, maybe I'll do that. That sounds really good actually.

**Mike:** No, Sushi Burrito out here.

**Mark:** Scott you're going to get some Cuban food tonight the family?

**Scott:** No. But you know what Mark? On Saturday man I flew on Saturday and then I got done and my flight instructor was there and he had finished up with another student and his next student canceled with him so I'm like, "Well let's go get some food." We went over to The Columbia for lunch. It's so good man.

**Mark:** So good. You know what I'm going to go right now? I'm going to go eat some Indian food for lunch.

**Scott:** That's cool.

**Mark:** Because you know?

**Scott:** You'll probably be hurting later, I don't know.

**Mark:** It's a good hurt. It's a good pain.

**Scott:** I don't know.

**Mark:** No pain in naan bread.

**Mark:** No.

**Scott:** Listen, the best pain could come from Bobby Flay's Burger, Bobby's Burgers.

**Mark:** Oh my gosh Bobby Burgers. I can't wait for Vegas Bootcamp. We're going back there.

**Scott:** That's a long way from the hotel, man.

**Mark:** It's worth it. Take a Lyft.

**Scott:** I don't know. Could be, could be.

**Mark:** Well you know what we could do is have it delivered although I don't know.

**Scott:** We could yeah. There is a lot of good food at the JW.

**Mark:** Costco's is delivering now, Instacart. Check it out. That should be my tip of the week next week.

**Scott:** I got it. Yeah.

**Mark:** No more Costco. All right, thanks, guys.

*[End of Transcript]*