



# 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, Mike Zaino – TheLandGuru.com, Erik  
Peterson – LandOpia.com, Tate Litchfield -  
FrontierPropertiesUSA.com and Kyle Knab 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 on today's Round Table podcasts, I'm really excited because always we have a podcast—typically the favorite ones are when we interview someone who just completed the Toolkit or Flight School or coaching—they kind of talk about their journey. So, today's Round Table is going to be dedicated to just such a person. Kyle Knab. Kyle, how are you?

**Kyle:** I'm doing great, Mark. How are you?

**Mark:** I'm great, I'm great. So, before we start talking you, Kyle, I want to just introduce everyone on the Round Table. Bear Land - Aaron. Bear Land, how are you?

**Aaron:** Doing well. Hi, Kyle.

**Mark:** We've got the no nickname, Erik - No Nickname - Peterson. Erik, how are you?

**Erik:** I'm doing good.

**Mark:** Good, good. And then of course—breath in the mailing, breath out the marketing—the Zen master, Mike Zaino. Mike, are you excited?

**Mike:** I'm very excited. This is going to be a great podcast.

**Mark:** You know we can also talk about the Lady's Man Night Show on the mastermind group. That was pretty cool.

**Mike:** Nite Cap.

**Mark:** Nite Cap.

**Mike:** We actually had a great first show and this is going to be continuing every week. So, this week will be Wednesday night but we'll talk about that one.

**Mark:** All right, great. And then of course, we've got the Big Poppa - Tate Litchfield. Tate, how are you feeling?

**Tate:** I'm good, yep. Everything is going well. I can't complain.

**Mark:** And of course, you know, you love him Scott Todd: [ScottTodd.net](http://ScottTodd.net), [LandModo.com](http://LandModo.com). And of course, if you're not automating your Craigslist and Facebook postings, [PostingDomination.com/TheLandGeek](http://PostingDomination.com/TheLandGeek). Scott Todd, how are you?

**Scott:** Hey, Mark. How is it going?

**Mark:** Good. So, let's properly introduce Kyle Knab. Kyle started with the Toolkit, right? And then, Kyle, did you go into Flight School or straight to coaching?

**Kyle:** I went straight into the quick launch coaching program.

**Mark:** Quick launch coaching. You invested on the toolkit on April 26, 2017. You had already owned a property since October 10, 2016, so it had been about six months. You bought it for 3900 New York state and then you sold the property a month later after getting the Toolkit. The Toolkit opened your eyes to seller financing and it allowed you to sell that property for 14,100 in

terms and then you bought another property. You bought for only \$600, 30 days later you sold it for 10,000 in terms. All thanks to the Toolkit. I see that's written there. Mike, should I keep going on this? Or should we start, Kyle? I feel like I'm stealing Kyle's thunder.

**Mike:** Well, yeah.

**Tate:** You're stealing it a little bit. I mean let him drive for a little bit.

**Mike:** Yeah, Kyle, that's a good intro. What happened then? What happened next?

**Mark:** Kyle, what happened then? Let's just talk about how did you find me, why did you get the Toolkit and then what happened once you started executing? So, take us through the highs and the lows. So, I will let you take it from there and you guys can jump in and ask questions.

**Kyle:** All right. I guess I first found you on one of your earlier podcasts actually. I love listening to podcasts. I think it was way back when you and Jeran Fraser were doing your Land Geek podcasts and I listened to like every episode of that. I guess I got into land investing through just what I heard from that podcast. So, I guess it was enough to buy a property.

So, that first property that actually sold, I actually sold it on vacation in Punta Cana. So, that was pretty cool. We were just emailing back and forth to a guy and they're buying it on terms. I never knew you could a sell property on terms. That was pretty cool. I was always advertising the cash price, the cash price and six months went by, I was getting scared. I found you besides I needed some extra help and I was talking to Mike Zaino and he said the Toolkit could be a really nice idea to get into and he helped me out big time there and got into that. Ever since then, I've just spent blowing up with all the deals and everything. It's been amazing.

**Mark:** Wow. What's your been favorite deal so far and why?

**Kyle:** Definitely the one that I only bought for \$600; the Toolkit really caught up—taught me that you can get these properties for a couple of hundred bucks. Like I always thought, "Oh, you had to pay thousands and thousands of dollars for property." Because I live in New York State and you guys know property isn't very cheap here. So, once I bought that property, it was pretty crazy, like a crazy experience buying something for \$600 that I knew could probably sell for 10,000. So, I mean I put it on the market for that high price. I was like, "There's no way I'm going to sell this thing." And what do you know, 30 days later, I get a guy that wants to offer me... I think

I got like almost \$500 down. So, the property was paid for on the down payment then he has been paying ever since. I think I have made about \$4000 or \$3000 so far on that property. So, it's pretty crazy.

**Mark:** That's insane and then how did you sell it? Did you go through Craigslist or Facebook or the neighbors?

**Kyle:** So, that was purely Craigslist on that one but it actually blew up and I got a lot of hits on it, but before the Toolkit, I was posting on Craigslist with one Craigslist account—it was my personal one. I was getting flagged all over the place to reposting, I was renewing ads—all the things that Scott tells us not to do and Posting Domination. That was actually a huge step too is getting Posting Domination. But yeah, I mean I made that sale on Craigslist and I've actually had some a lot of success lately on Facebook. So, I can sell property anywhere.

**Mark:** Wow. All right. I'm going to let Mike ask you a question. I feel like I'm talking too much. Mike, what's your question for Kyle?

**Mike:** Kyle, I would like to know... I mean we're hearing the success. What has been the most difficult thing so far and most rewarding that you have overcome? Everybody has got their own personal challenges; you know we all have certain attributes about us that make certain parts of business easier than others. I'm curious as to what was the most challenging for you and maybe the most rewarding or overcoming or anything along that line?

**Kyle:** So, probably the most challenging thing in the beginning was just convincing myself that I could invest all this money into property and make it back somehow. I guess in the beginning I tied up a lot of money into property acquisitions because maybe I didn't buy it the right way. Well, I know I didn't. I paid a little bit too much. I started with more higher-end properties but ever since that \$600 lot, it's been going good. I've been trying to invest in smaller properties to build up my capital but I think the biggest thing that I struggle with even now is choosing the area. I mean the Toolkit helps a ton with picking a County because Mark gives us a list of all the counties that work. Before that, I mean there's hundreds and thousands of counties in the United States and it was so hard to just pick one. So, once I had that list, I kind of just dove into one. And many of you get results, people have gotten results in those counties and I also found results. I still struggle even today picking specific subdivisions in those counties but that's just me trying to be a perfectionist and finding the perfect area.

**Mark:** Right.

**Mike:** You know what, I think there's a great back story too, Mark, is that even though I don't remember if it was Kyle, but we were at Boot Camp. I don't know if it was Vegas. Remember when you and I were talking on the phone, Kyle, I was at one of the Boot Camps and I'm like, I'm going to give a smoking deal on the Toolkit and I went and I found Mark. I said, "Mark, I've got this guy and I want to give a great... I really believe in him." And you're like, "Yeah, do it, do it." And then the very next boot camp, I was talking to you on the phone and then that's when you had made the deal in between. So, I found it really personally rewarding because I was working with you and went and kind of rallied for you and got you the smoking deal and you took it and you ran with it and got a big touch down. And it has been really I think exciting on that end especially for me just being involved in that small aspect of it.

**Kyle:** Yeah, that was awesome. I mean I can't thank you enough, Mike, you've been so helpful along the way.

**Mike:** Sounds like Team Mike.

**Kyle:** Yeah.

**Mark:** I think Tate is going to have something to say about that.

**Mike:** You know I'm just...

**Tate:** Team Mike and team Tate.

**Mike:** I facilitated introduction to the master; that's what I did.

**Tate:** Listen, I've had the pleasure of working very closely with Kyle for the last few months now and it's been amazing to see the transformation that he went through it. First, he came into this land investing business knowing that it worked, but he hadn't fully committed himself to it, right? He had in the back of his mind that, "Yes, I can buy land for 20 to 30 cents on the dollar and flip it and make some good money." But I don't know, maybe it was like four months ago that it just kind of clicked for him and he had that aha moment where he went, "I can do this for the rest of my life".

It was really inspiring because Kyle and I we're about the same age and it's kind of cool to know that Kyle is going to be able to do what he wants, when he wants for the rest of his life. All he has to do is keep doing the basics of this business and it's going to be really interesting to watch him grow and see what he does with it, where he ends up. So, I am excited; I can definitely say that I'm a little bit proud and very proud for him. But, Kyle, I

have a question for you. You know, we talked about some of the hardest things about it for you; we've heard about some of your good wins. What was the first thing that you automated?

**Kyle:** The first thing that I automated I believe... I think it was due diligence. I'm weird; it should probably should have been list scrubbing but for some reason or another, I kind of enjoy doing that. But it was due diligence and yeah, because I was still buying the county list at the time [00:11:24] [indiscernible] counties. I think that was the first thing but right along the way, probably at the same time, I also automated getting the list. So, those were my two major things.

**Tate:** So, when you automated the due diligence, I mean was it liberating? I mean did it allow you to focus on other aspects of the business, were you able to devote that time to marketing, what happened?

**Kyle:** Yeah, it was great. I actually... my first due diligence was automated with The Land Geek VA's; it was a quick plug from Mark but I mean they're great. I literally just send them a parcel number and a day later I'd buy all this information that I'm able to use for marketing and to see if I want to buy the property or not. That's pretty insane that I don't have to do any work and it's very affordable.

**Mike:** That's great.

**Tate:** Yeah, that's awesome. I mean it's inspiring to hear that you took the action, you got it off your plate immediately and freed up that time. So, Mark would be proud.

**Mark:** I am proud. I'm looking at some of his numbers like he got into coaching and then seven days later, he makes a cash sale for an \$11,000 profit. What deal was that? Where was that, Kyle?

**Tate:** That was such a sweet deal. That was so sweet.

**Kyle:** Let's see if I can remember right. I think that was... It might have been something that I bought earlier.

**Tate:** No, that was the one you got from that mailing, remember?

**Kyle:** Oh yeah, yeah, yeah. You're right. That was actually a unique property. I bought two 160-acre properties in Utah for 3500 bucks. I think it was somewhere along those lines and I sold them for cash and it was crazy. I mean these properties were in the Salt Lake Desert, flooded swampland. I

was like, "Oh my god, I can't believe like I've got these people contacting me after I bought it saying, 'Oh you know your property is in the Salt Lake Desert in some swampland.'" I was like, "Oh, is it?" Then I disposed it as an investment property and what do you know, a land investor not like us but someone that wanted to own a lot of property. He's like, "Oh, 320 acres for only that amount of money?" And he bought it right away for cash. I mean that was right after I bought coaching and I was so worried when I got into coaching that I wouldn't be able to afford it but a couple of days later, I paid it back in lump sum.

**Aaron:** So, Kyle, kind of going on from there, you said you were a little bit afraid. What kind has been your biggest fear going into this? Considering you kind of already had bought property before and how did you overcome it? Like how did you get past that?

**Kyle:** The fear of getting into coaching?

**Aaron:** Okay.

**Kyle:** Is that what you were asking?

**Aaron:** No, just in the whole process like what's been your biggest fear with this business and how have you overcome that?

**Kyle:** I guess my biggest fears have been buying property and not being able to sell it because I mean the Toolkit and coaching; Tate and everyone has been telling me up, "You've got to keep buying, you've got to keep buying, you've got to build up your inventory, you'll always be able to sell it." And I guess that was the scariest part because I didn't know if I could sell it. I knew I sold a couple of lots but I didn't know if I scaled this thing if I was going to be able to sell everything. And they opened up my eyes to investing into these smaller properties where I can make my money back on the down payment. So, it's not as risky and that was amazing. I mean that's really helped me a lot to scale everything is just buying properties that are more in my budget.

**Mark:** Yes. Scott, do you find that a very similar fear from your Flight School clients?

**Scott:** I think it is a similar fear no matter where you are in the system. I mean I will tell you like I bought a property; I broke a cardinal rule which is no HOAs. I bought one there and it took me about 18 months to sell it and it really just was a time thing. Like it was me waiting the time and unfortunately, the guy made one payment we never heard back from yet but

that said, if I can find another guy like him, I'm all good but I got some money on it. So, worst-case scenario is I just keep getting my investment down and down and down and next thing you know, the land is free.

But I think that yeah, from flight school, from really everybody, it's like, "Man, what do I do with this stuff? Is it ever going to sell?" And it becomes like that once you do it and you get one of those properties like the swampland like Kyle was talking about in the middle of the Utah that someone actually buys, bam! All of a sudden, you're golden then you start to realize the potential.

**Mark:** Yeah. So, Kyle, at boot camp what were some of the highlights for you?

**Kyle:** I actually haven't attended a boot camp yet, Mark.

**Mark:** Oh, you haven't. I thought you were at boot camp.

**Kyle:** No.

**Mark:** Oh, okay.

**Kyle:** I will be in Vegas though.

**Mark:** You'll be in Vegas all right.

**Mike:** We were talking on phone while I was at boot camp.

**Mark:** Oh, okay.

**Mike:** I was at boot camp with you, Mark. And we talked, two separate boot camps we talked on the phone: one before he bought the Toolkit, one after.

**Mark:** Oh, you're going to love boot camp.

**Kyle:** Yeah, I'm really looking forward to it.

**Mark:** Yeah, because everybody wants to know how you made the \$21,500 cash sale. You want to talk about that deal?

**Kyle:** Yeah, that was one of the first properties I bought actually. I think I bought it... Oh no, it was the second one. I bought that one I literally spent one of the last pennies I had in that property; I had to take money out of an



investment account. I bought it for around 10,500, sold it for... it was 21,000 something around that line and...

**Mark:** Look at Tate shaking his head.

**Tate:** I mean that's just amazing. He saying it so nonchalantly; I think that's crazy.

**Kyle:** That property I was actually having trouble marketing it and after I went through the system and I figured out, "Hey, I should probably have more than one Craigslist account and I should probably be following these rules and actually trying to advertise this thing properly." Once I did that, I mean I had people wanting to buy it all over the place. I kept lowering my price on it lower and lower then after I got the Toolkit, I raised it back up to the top price and I decided that maybe I can make some money on this thing and I ended up doubling my investment which was pretty awesome. The guy called me up one day. He's like, "Hey, I want it; I'll pay cash for it. What are we going to do for escrow?" And I was like, "Oh my goodness, this is happening."

**Mark:** Oh wow. Erik Peterson, what questions do you have for Kyle? We always like hearing your very aggressive voice.

**Erik:** Yeah. No, I was thinking you know maybe we could back up a little and you kind of briefly touched on this idea that you owned some raw land prior to getting the Toolkit. So, how did that come about? Was it just something you were interested in, had you just listened to the podcast and you were just like, "I'm just going to try this without anything." Or you want to expound on that?

**Kyle:** Yeah. So, I was listening to the podcast. I heard Mark saying something about always send out letters to delinquent property owners and we send out. Sometimes you can do postcards but letters are probably better. I mean I didn't have much money so I decided to do the postcard route. And I literally sent I think a thousand of them out to... it was Franklin County in New York State. It wasn't on the secret list at all. I mean I sent those out. I got some people messaging back like, "Are you crazy? You want me to sell my property for this much or whatever?"

So, I finally got a guy and he talked me up and I ended up getting it for that \$3900 mark and then the other one for 10,500 and it was a ton of money for me to spend at that time. Like I was 22 years old, working as a waiter at a restaurant like five hours a day. I mean I didn't have that much money so that was pretty crazy. My parents were skeptical; I didn't even want to tell

them what I was doing. I mean one day, my mom and dad were like, "Oh, we saw you took a bunch of money out of your investment portfolio." Like they probably thought I was selling drugs or something, but when I first sold that property, it was great. It really showed them that it worked and everything.

But back to your question, see, I did that and the postcards worked not as well as letters as I figured out that later on. But I mean I got that property and the system it worked from what I studied in those podcasts. I mean I was a podcast junkie. I listened to every one Mark was ever in and it was helpful.

**Mark:** Cool. I hope you're not sick of my voice.

**Kyle:** No, you have a great voice.

**Mark:** All right, thank you. Thank you. See how I rubbed that one up for Kyle?

**Mike:** Swish, swish.

**Mark:** Clearly my insecurities are really coming out now on this podcast. So, Scott, do you have any questions for Kyle?

**Scott:** Kyle, did the podcast get better when I joined it? Just kidding, you don't have to answer that because I don't want to get my feelings hurt too bad by a bad answer. So, don't answer that question. Kyle, you talked about like a lot of successes there. I think the biggest success that I'm hearing that you've had is not necessarily with the properties. It's a mindset success. I think sometimes it's easy for us to talk ourselves out of success but once you start believing, like you've said once you start believing that you could do it, then all of a sudden, you start having that success. Tate talked about your aha moment. What helped your mindset shift? Because in this whole evolution of this podcast I've heard about your... this is what I have seen from it, this is my take away. So, what kind of assisted with that?

**Kyle:** So, I mean it's one thing to listen to you guys on the podcast. And okay, there's this Mark Podolsky guy and Scott Todd and they're making a bunch of money land investing but it's another thing to actually meet you guys and talk to you on podcasts and the community, the mastermind group, I mean all of that. Just surrounding yourself with people that are successful.

I mean there are so many levels in that mastermind group that you can see those people. There were people like me just starting, there were people that were more experienced, there were pros like you guys. And just seeing that it actually works and knowing that you guys are making money doing it just basically just told me that there is no reason that I couldn't do it if I followed the system and really put all my effort into it.

**Mark:** What advice would you have for somebody listening to this podcast and they want to duplicate your success?

**Kyle:** I would have to say just really just take your time, go through. If you have the Toolkit, go through the material, don't rush, don't try and reinvent it. Follow the system, don't like I tried to do postcards for a while, don't. Just do what you guys do, don't try and reinvent the templates, use the original templates. I'm still using them today and you just have to do it like the system shows you how to do it and stay calm and focused and have that goal to get to the next level and you will be successful as long as you stay with it.

**Mark:** And what about the one-on-one coaching with Tate? Is there anything that... Like who do you think would be a good fit for that?

**Kyle:** I think anyone would be a good fit for that as long as you went over the Toolkit. If you go through the toolkit and you understand it, coaching is literally going to 10X everything you do. I mean, it brought me from selling one property a month, which is fine. You can make a lot of money doing that but if it is like a hobby. It brought me from doing that to being able to sell three properties in one day. I mean Tate has really been a ton of help helping me scale this thing and make it a career instead of a hobby.

**Mark:** Yeah. I think that a lot people with the Toolkit now—they've created a new job for themselves and then once they sort of graduate into Flight School and one-on-one coaching, now they can see, "Oh, wait a second I can actually make this a business and this passive income machine." But it's one of those things I think that is hard to kind of wrap your arms around until you hear. And that's why I think Boot Camp is so powerful because you're in the room with people who are doing it versus just sort of what we talk about on the Round Table. I think your story, Kyle, can really help motivate people and inspire people to get to that next level and really move the needle in their businesses knowing that it's not just you know Erik or Bear Land - Aaron or Tate that can do this. It's like Scott says in Flight School, "Follow the recipe; don't start creating your own dishes if you will." Scott, is that what you say with the mini bat?

**Scott:** I pull out the mini bat and I just tell them like... Mark, I can't reveal everything here. I know you want me to, but I have to hold something back.

**Mark:** All right.

**Scott:** But basically, it's about following the [00:26:13] [indiscernible] I can't go through my exact words because then when they get to Flight School, they're going to be like, "I heard that before."

**Mark:** Yeah that's true. That's true.

**Scott:** I have to hold back.

**Mark:** Yeah, absolutely. So, Erik, when you hear Kyle's story, I always like to say comparison is a thief of happiness. So, what would you say to someone listening to this that might be comparing themselves to Kyle and be like, "What am I doing wrong?"

**Erik:** Yeah. I think when we tell our stories and the different successes we've had or different properties we've sold, I think it is important for everyone to not compare themselves to that because the way to look at it is more as inspiration; to see that there's success that can be had in the business. So, you may not buy that property for \$500 and sell it for 10,000 or whatever it is, but you may eventually, but more importantly see that the model works and then put your feet on the ground and actually follow the steps. If you're continually working the business and following the process, you're going to get there.

**Mark:** I like it, I like it. Mike Zaino, what is your biggest takeaways from some of Kyle's story?

**Mike:** I just love the fact that he took a chance from the beginning based on limited information and took massive action and I think that set the stage right from the beginning. That's why when he and I stayed in contact, I knew he was going to do so well with Tate because he is just a massive action taker. When someone is not afraid of taking massive action in this business, great things will happen. I think a lot of people get really held back by being afraid to do something even when they're told that this is going work, but still they have to make that decision. So, I just think it points to what we always talk about—massive action—it rules the day in this business and he wasn't afraid to take it and he's reaping the benefits.

**Mark:** Yeah and you know, I don't want to be completely Pollyanna about the business. I mean look, it's a simple model but nothing is easy. So, Kyle,

I'd love to rewind the tape with you and see if we can just talk about a recent struggle and how you dealt with it.

**Kyle:** It's not super recent; it was right around the time that I bought the Toolkit. I can't say for sure if it was before or after. I'd have to get my facts right, but it definitely told me that I was making the right decision in buying Toolkit. So, what happened is I was looking to buy some properties down Arizona and they were super cheap in this subdivision. I sent out some offers to the area. I offered there's this guy \$600 each for two properties. He accepted and I knew I could sell these things for 15,000 apiece so I was super excited.

I went through some quick due diligence; everything looked okay. And I was doing it myself at the time; I wasn't super experienced. I think it was before I bought the Toolkit and I decided I was going to buy these properties. I bought them, sent the guy the deed to sign, recorded with the County, didn't pay him yet which was a good thing.

Then once I started marketing these, I had a buyer that was going to buy them through title. I had them pay for the title insurance. It went through and the title company told me it was kind of a slap in the face. They came up and emailed me and said, "Hey, did you know there is \$15,000 in liens on each of these properties?" And I was like, "Oh my god, I'm going to lose everything." And then the company started calling me. They were like, "Yeah, we're actually just going to foreclose on you or something or we need these properties paid off before we can sell this." So, I was freaking out.

I sent a text message to Mike asking for help and he was more than helpful. He told me exactly what to do. He said, "Hey, you know what? You haven't paid the guy yet. Why don't you ask him if he'll take the properties back?" I was freaking out. I was like, "There's no way he's going to want these properties back. He probably scammed me. He knew he had these liens and he just wanted to get rid of the properties." But I mean it's the power of asking; I asked him. I told him, "Hey, can you take these properties back? We noticed a lien on them on. We did sign us a warranty deed and it looks like you weren't all truthful about them." And the guy took the properties back. I never paid for them and we were all good. I [00:31:08] [indiscernible] back to him.

**Mark:** Oh, that story had a happy ending.

**Kyle:** Yeah. So, I really saved myself there.

**Mark:** Wow, that's incredible. So, Mike, when he was telling you that story, were you starting to sweat?

**Mike:** No, because I already knew the outcome and [00:31:25] [indiscernible] team Mike, I'm just getting it. But it's team Tate, I know. But it's team Mike and Tate.

**Mark:** Team Mike and Tate.

**Mike:** He's converted. I knew once he went to Tate, it will be all team Tate but I had him for a while. He was team Mike for a little bit.

**Mark:** Yeah, absolutely. Kyle, are you using the LG Pass program?

**Kyle:** Yeah. LG Pass has been amazing. I mean I couldn't scale this thing without it. I mean before I was using documents on my computer trying to keep track of properties and I was like forgetting which one was which and LG Pass really helped organize everything and the team Mike. It's been great. I love LG Pass.

**Mark:** Yeah and Scott is really working on improving that even more with the tabs. So, we're really excited about the up-and-coming improvements and it's going to be really cool. Scott, are you ready to reveal or no or were you going to wait for Boot Camp?

**Scott:** Ah, no. I will reveal it at Boot Camp; we'll do it again. The cool thing about the new LG Pass is right now, you've got some silos. You've got silos between mailing, due diligence and closing. Those are three separate silos so you have to continue to move the property down. Then if you find something like on the closing side... Like let's say that you entered the state incorrectly like the state abbreviation. Let's say that you put in NE thinking that was Nevada when in fact NE is Nebraska and you go to print the deed. Well, today it's going to print Nebraska deed and then you have to go back all the way to the mailing side, correct that and then come back [00:33:13] [indiscernible] I don't understand. Then there are some fields that are duplicate fields.

So, what we've been doing is we have been chiseling away and we now have this cool tab design that basically allows you when you're in a record if you're in the closing, it doesn't matter. You can just bounce right back over to that specific property's record and see it, correct what you need and it's on the fly. Go back hit your deed and you are off to go. So, it's nice to have everything in one compact record. So, we continue to chisel away at all of our users requests.

**Mark:** Yeah, that's awesome. By the way, I'm almost done with this book which I don't recommend because it's so depressing for me. It's called *The Glass Cage* and it's all about the downsides of automation, which is my favorite word but it talks about how like airline pilots end up being getting complacent. It starts to erode their skills, the ethical dilemmas of self-driving cars, how hunters that used to you really know the areas now they are relying on GPS and they don't intimately know their areas anymore.

So, I mean not that we plan on doing this but I almost think that there is a huge benefit in making sure that people go through the Toolkit first and then Flight School and then opening them up to LG Pass so that they don't get so spoiled with it. And if something goes wrong, technically, they don't have their wits about them. Because I think that's the way to go with almost anything with automation is not be too reliant on the technology which is really weird for me to say as a huge technology geek but...

**Scott:** Hey, Mark, I have to tell you like the other day, I go flying and I was... Okay, it sounds kind of bad but it was a Friday. I'm like, "You know what? I'm going to take the plane out, I'm going to go to lunch somewhere." So, I decided I'm just going to go north to some little airport I'd never heard of North Florida; it will probably take me about two hours to drive there. I'm like, "I'm just going to fly there." There is a restaurant at the airport like right outside the gate, highly rated according to the website. It was okay.

So, I fly up there. But on the way there, I decided I was going to try something new. I decided that I was going to try to use the plane's autopilot which is really, really cool because like you're flying, you get the plane set up like autopilot. I had never done anything with autopilot before. I'm like, "Oh my gosh, man, I'm not even sure how you get the autopilot off but I'm going to do it anyway. What's the worst that can happen? I just end up somewhere like further away, I don't know."

So, I'm flying autopilot, I get it going and then I'm like hands off and I'm just like looking around like holy cow, the plane is staying in the right altitude, the plane is like going in the right direction. Mark, this is the first time in like all the hours of me flying that I have ever used autopilot and it really kind of freaked me out. Because I'm like, "Man, what happens if I forget how fly the plane?" So then as I'm coming back, I did autopilot for a little bit but then I'm like taking it off because I'm like I've got to make sure I know how to fly the plane and it was really kind of that same experience. The depression side of it because I know pilots use it all the time for autopilot, but man, I felt a little weird about doing it.

**Mark:** Yeah, that's really crazy. Well, we're at that point guys for the tip of the week and as is the new standard...

**Scott:** The guest has to give it.

**Mark:** Does the guest have to give it?

**Scott:** No, I just made that on the fly. Look at Zaino, he's happy. Actually just forget it. Now, if it was Erik's time, it would be the guest but since it's Mike Zaino, let's go.

**Mark:** Wait, wait maybe we should ask Kyle.

**Mike:** Maybe Kyle wants to give the tip.

**Mark:** Kyle, do you have a tip of the week?

**Kyle:** I could give you guys one if you want. I don't know how good it's going to be but...

**Mike:** Well, it will great. We'll do it.

**Kyle:** Okay.

**Erik:** We won't talk bad about you until after we're done.

**Kyle:** You can't talk about it at all until after the podcast.

**Mark:** All right.

**Kyle:** So, I was looking for a unique way to advertise my deal of the week and I noticed sometimes every day there's like a new national holiday. So, I found this cool website called [NationalDayCalendar.com](http://NationalDayCalendar.com) and it kind of gives you like the unique national holiday for every day of every month and there's actually a couple for every day. It's pretty cool. I noticed National Horse Day or something is coming up so I can send out a deal of the week, "Hey, buy some land for your horses; it's National Horse Day."

**Mark:** That's a great tip. Kyle, I think your mentorship for this podcast has been phenomenal and do you have any final words of advice or encouragement for somebody that might be on the fence as far as getting the Toolkit or going into coaching?



**Kyle:** I would just say if you're hesitant about getting the Toolkit, don't be. Go all in with that. Coaching just make sure you're ready for it; make sure you go over the Toolkit. If you've gone over the Toolkit and you're serious about this business, coaching is going to take you to the next level; it's going to 10X everything that you do and I highly suggest going all in with it.

**Mark:** All right. I love it. So, for those of you that want to learn more about coaching, just go to [TheLandGeek.com/Training](https://TheLandGeek.com/Training), schedule a call with Mike or Scott Bossman and they can kind of walk you through the different programs and find something that's a good fit for you for sure. Then of course, with the one-on-one coaching, Flight School is included because you really want to make it coaching. Bear Land – Aaron, are we good?

**Aaron:** Yeah, Mark. I think we are good.

**Mark:** What do you think of this format? I like it.

**Aaron:** Yeah, I really like it. It's great for everybody to hear somebody new with the coaching and everything else and to share some of their experiences because I think there's probably people on the edge that really need to know regular people just like them are doing this and on their way to financial freedom and they too can be right there.

**Mark:** Yeah, absolutely. I mean Mike, Erik, Scott, does it bother you that Kyle and Tate are so young?

**Scott:** Not at all man.

**Erik:** Comparison is the thief of happiness, Mark.

**Scott:** Why would that bother us, Mark? Does it bother you?

**Mark:** I just have regrets that I didn't start until I was 30.

**Scott:** Well, I mean like Mark, yeah, I think we can all have like... especially the older people, you know regrets like that but good for them.

**Mark:** Yeah. Kyle, what are you going to do when you're our age?

**Kyle:** I don't know. Hopefully the whole thing will be automated and I can just do whatever I want.

**Mark:** Yeah and what is that? What do you want to really do?

**Kyle:** I don't know. I really don't know. I enjoy going snowboarding and I've been doing that a lot more lately and I don't work my day job anymore so I have too much time on my hands. I have been actually sleeping in till late every day so I can just start waking up earlier that's the first thing.

**Mark:** Yeah I know. It's so funny because we don't talk about the downside of having all this time. It's like you almost feel like an extra [00:41:07] [indiscernible] *Cocoon* because the only people that are out and about during the day are like elderly. It's like was that Wilford Brimley on my hike? But that's great.

[laughter]

**Mike:** All right, all right.

**Mark:** I'm glad Bear Land - Aaron liked that joke. Tate is so young he doesn't even know the movie *Cocoon*.

**Tate:** No, I've never heard of it.

**Mike:** Come on.

**Tate:** Do you have to use one of those VCRs for that?

**Scott:** Oooh.

**Kyle:** Wait a minute. I want to dig down into Zaino's comment there it's [00:41:52] [indiscernible].

**Scott:** Mark that's what they're laughing. They're laughing at you and then you not getting that they're laughing at you.

**Tate:** I've seen *Cocoon* though.

**Scott:** Because you're like some senile old man apparently.

**Mark:** Oh, now I see it. You know what, there's nothing worse than thinking that your joke really was strong and then finding out it wasn't your joke.

**Scott:** Yeah, yeah see.

**Mark:** I am in a shame spiral right now. Scott, you're going to have to end this podcast.

**Scott:** All right, let's go ahead and end it right now. Ready guys? You know what to do.

**Mark:** Wait a minute [00:42:29] [indiscernible].

**Scott:** What?

**Mark:** You've got to get the final plug. Like look, the only way we're going to have Kyle back on the podcast...

**Scott:** All right go ahead. You do that part, that's your role.

**Mark:** ...you've got to subscribe, you've got to rate and you've got to review the podcast. Send us a screenshot of your review to Support@TheLandGeek.com, we're going to give you the \$97 *Passive Income Launch Kit* for free. Put in the subject line 'Mark is still funny' and we're going to even throw something else out because you know... I thought that was a good joke?

**Aaron:** It was a good joke. I started laughing at you, Mark, because your joke was pretty funny and then Zaino threw that in there and it just put me over the top. So, the Bear got excited and his laughs and...

**Mike:** It was interesting that you brought up *Cocoon* because there have been times I've been mistaken for Steve Guttenberg back in the day. So, it's kind of interesting you brought that up.

**Kyle:** Who is Steve Guttenberg?

**Mark:** Oh man. [00:43:29] [indiscernible].

**Scott:** Mike Zaino, don't you need to ask Alexa for a quote of the week?

**Mike:** No. I've got them off the top of my head. Do you need a quote?

**Scott:** No, we don't need a quote. Ready guys? Here we go one, two, three. We've got to end this thing now before we're like... one, two, three

**All:** Let freedom...

**Scott:** Wait, wait, wait.

**Tate:** What happened?

**Erik:** What? What happened?

**Tate:** Was Kyle not doing it?

**Scott:** Kyle is not doing it.

**Kyle:** I was doing it.

**Scott:** I didn't see it. Ready? Here we go Kyle it's all you.

**Aaron:** We should make him do it solo.

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

**All:** Let freedom ring.

**Kyle:** Ring.

**Mark:** Hush.

**Scott:** All right.

**Mark:** Kyle, I'm never...

**Kyle:** Did we start yet?

**Mark:** Thanks, guys. I really appreciate you guys doing this. Kyle, I really appreciate you. I know Tate has got lunch plans now. Tate, what are you doing for lunch?

**Scott:** He still got the flu, doesn't he?

**Tate:** I do have the flu but I just found out, thanks to Kyle's tip. Today is National Pancake Day, so IHOP for lunch.

**Mike:** Actually that sounds really good.

**Mark:** I hope IHOP pays you, Tate, to eat there.

**Tate:** IHOP is good.

[00:44:39] [indiscernible].

**Mike:** They've got grapes. They've got incredible grapes at IHOP. I'm going to second that.

**Tate:** IHOP is good. I mean it's comfort food Mark. Sometimes you [00:44:50] [indiscernible] a kid a little bit.

**Mark:** Dennis Miller used to do like a little stand up joke about the International House of Pancakes. Like what makes IHOP the International House of Pancakes? Would you like [00:45:01] [indiscernible]? He was like really funny.

**Mike:** It's not sushi burrito but it's...

**Erik:** Yeah, it's good.

**Kyle:** What's a sushi burrito?

**Mike:** Oooh Kyle.

[00:45:14] [indiscernible]

**Mark:** Yeah. So Kyle sign up for the Boot Camp at [TheLandGeek.com/BootCamp](http://TheLandGeek.com/BootCamp).

**Mike:** You'll get the sushi burrito.

**Mark:** Get in there. Did you ever sign up?

**Scott:** That's going to keep him away.

**Tate:** Yeah, he signed up.

**Mark:** Oh, good. All right, it's been awesome.

**Scott:** Until he finds out how lunch is a sushi burrito, then he's out.

**Mark:** Are we all going to be there?

**Tate:** Yeah.

**Erik:** Yeah.

**Mark:** Awesome. It's going to be great. I mean that room is almost full by the way.

**Erik:** Yeah. I hope the social mixers before the sushi burritos.

**Aaron:** I don't if want to be. Fish breath I don't know.

**Erik:** It's good man.

**Mike:** I feel like if we [00:45:59] [indiscernible] left we'll see hanging carcasses of deer and moose.

**Aaron:** You know them.

**Scott:** You've got to [00:46:08] [indiscernible] right to see that one.

**Aaron:** This is all I have to say.

**Mark:** Team Bear Land.

**Mike:** That's awesome. Did you color that yourself?

**Scott:** Oooh.

**Mark:** Oh no.

**Scott:** That's his participation trophy.

**Aaron:** Hey, everybody gets an award.

**Tate:** I'm wounded.

**Mike:** We play it for keeps here.

**Mark:** That's right. That's the boomerang from the joke that I thought I got a good laugh out of and not getting it. Boy that was ego crushing Mike Zaino.

**Tate:** Brutal, brutal, brutal.

**Mark:** I can't think of anything that's like even remotely close to that as far as... You know what would be really close to that is if you're single and you thinking that a really pretty girl is looking at you and then you go up to her and you're like hi. She's like I was just looking at the menu behind you.

**Scott:** Wow. So, do you have experience with that, Mark? I've never had that.

**Mark:** Yeah, remember that scene in *Swingers*? It's like I'm getting a weird baby vibe.

**Scott:** National Awkward Moments Day.

**Erik:** That's Mark's and Tate's day.

**Mark:** That's like my day every day. How can I sell... I can't sell land with that.

**Scott:** Wow.

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

[00:47:34] [indiscernible].

**Kyle:** All right thanks guys.

**Mark:** Thanks, Kyle. Please come back on the Round Table and then the night show too. Look, Mike, have Kyle go on the Night Show.

**Mike:** Yes. [00:47:54] [indiscernible] Has anybody seen it?

**Tate:** I saw a little bit of it. It was great, I loved it.

**Mike:** Scott, did you like it?

**Scott:** I did like it, Mike.

**Mike:** That means a lot.

**Scott:** Only thing I know is that people were like stop the Flight School we've got to go to the nightcap Cap. They were like jumping, bailing my Flight School. That's okay. It's okay Mike, it's all right. I'm like, "As long as you guys are going to see Mike it's okay."

**Mark:** It is recorded though.

**Scott:** Yeah, but I mean they didn't want to miss it live. Come on they're like bailing. Come on would you rather listen to Scott go on and on at Flight School about... let's see we were talking about automation at the time.

While this week we're talking about financial management with that group. So, I'm sure they will be riveted to their seats this week, they won't leave.

**Mike:** We're going to start a little later. That's what we will do.

**Scott:** That's okay. It's okay, Mike.

**Mike:** We'll stagger start it.

**Scott:** 10:00PM is good, man. I'm like that's late.

**Mike:** That's only 10:00PM in the East Coast.

**Scott:** That's okay.

**Mark:** All right guys.

**Tate:** Bye.

*[End of Transcript]*