



THE LAND GEEK

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

Mark and Scott talk with: Erik Peterson - LandOpia.com, Mike Zaino – TheLandGuru.com, Tate Litchfield - FrontierPropertiesUSA.com and Jeannie Morem 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 I always love the Round Table podcast. It's just great to see everyone's smiling face and of course, Jeannie Morem is back. Jeannie, how are you?

Jeannie: Doing fantastic. Thank you.

Mark: It's so nice to have some estrogen on the Round Table.

Jeannie: I've got a lot of it.

Mark: Consistently, exactly. So, thank you so much for coming back. I am not as excited to tell you that Erik Peterson is back on the podcast.

Erik: Geez.

Mark: Jeannie, see how that team Scott thing just continues.

Scott: Hey, Erik, don't worry; he's saying that but that's just his persona. He's got to say that because it's not really the truth.

Erik: I'm thinking I shouldn't come next week. If he doesn't want me here, right?

Mark: No, no, no.

Scott: There see, see.

Mark: I'm not as excited.

Mike: It's probably the most aggressive I have seen Erik. But that was the most aggressive I have ever seen Erik ever. That was like wow.

Mark: I'm frightened actually.

Scott: You see how quickly he got [00:01:30] [indiscernible].

Mark: Erik, I will Vox you later a personal apology. I'm so excited that you are on the podcast and so appreciative that you come every week and provide the value, provide the wisdom. I'm just not as excited because Jeannie is new.

Erik: That makes sense.

Mark: Is that fair?

Erik: All right.

Mark: But I'm really excited that Tate Litchfield - the Big Poppa is back on the Round Table. How are you, Tate?

Tate: I am good. I can't complain.

Mark: Tate has got a lot of the inspiring content to provide today. And then of course, breathe in the mailing, breathe out the marketing, Mike—the Zen Master—Zaino. Mike, how are you?

Mike: I'm doing great. Yeah, I'm doing great, fantastic.

Mark: Great and then of course, the always compassionate, mini bat, Scott Todd from ScottTodd.net, LandModo.com and most importantly, if you're not

automating your Craigslist and your Facebook postings, PostingDomination.com/TheLandGeek. Scott, should we throw out one more website just to confuse everybody?

Scott: I mean we could. Why don't we? What do you want to throw out?

Mark: I was going to say TLFolio.

Scott: TLFolio.com, sell your note.

Mark: Sell your note, unlimited funds. Speaking of plugging sites, I want to tell you that today's podcast is sponsored by our generous donor GeekPay.io. It's the only way to automate and have full transparency between the lender and borrower, your payments via ACH if ACH charges the credit card on file. Notifications are all automated. It is amazing, it is actually if you do it the right way, you charge your buyers a note setup fee. It is actually at note number 2 A Profit Center, A Profit Center. Get your first note for free; go to TheLandGeek.com/GeekPay.

Jeannie Morem brought up an interesting first topic. Jeannie, what should we talk about?

Jeannie: The Nite Cap show with The Land Geek guys.

Mark: The Nite Cap Show with The Land Geek guys. So, tell us what about that show did you enjoy.

Jeannie: Mike's robe. I like the robe. You haven't seen it.

Scott: Oh, it's Mike's robe. Wow, wow Mike and Scott, copy that.

Erik: Oh, look at that.

Scott: Mike and his robe.

Tate: How long have you been robing it up?

Jeannie: I love it. Mark, just a really relaxing conversation between the two of them. When I listen to it, Scott and Mike, just very casual, I like how they fed off each other, I like the quotes and it was really informative too.

Mark: Yeah. I think that's where the anxiety comes in because it's... What is it, 9 o'clock Eastern you guys start?

Mike: 10:00 Eastern.

Mark: So, it's 10:00 eastern. You know they've got the robe, they've got the swivel, they've got their drink of choice in hand and you can sense the anxiety between Mike and Scott in the sense like we can't have too much fun at Nite Cap but they actually have to talk about something that people are going to get value out of. But then again we can't just be all value; it's got to be fun. Erik Peterson, do you think they're doing a nice job of the balance or is it too much fun or too much information? Let's just pick apart Nite Cap.

Erik: No. I think they do a great job at balancing content and fun. I've dropped by the past couple of weeks and listened in and I think that the content is definitely useful for our community.

Mark: Yeah, absolutely. Tate, how about you? What's your take on Nite Cap?

Tate: I love it. I think it's a lot of fun actually. It takes something that is daunting and makes it very relatable, personable and I think what's interesting about it is so many people when they start this business are actually doing it at night. It's their night cap and it's how they end their day or start their morning. So, the timing of it couldn't be perfect. You can sit there, lick your envelopes, do your county research and listen to that wonderful Bostonian accent for a couple hours. It's beautiful, I love it.

Mark: Yeah. Scott Todd, you were a special guest on there a few weeks ago. What's your tip for Nite Cap?

Scott: In fact, it's not just that I mean like I will watch it too. Like I mean they even called me up, they got me out. I was like a... what do you call that like a creeper. Not a creeper like a...

Mike: I knew he was in the crowd.

Erik: You were lurking.

Scott: I was lurking. Like I was lurking and they baited me out. They were like someone is like, "Hey, if Scott's watching you know, then he's probably going to tell us to get back to work," and I bit on it and I'm like get back to work. Then I'm like they outed me dang.

Mike: I knew he was in the cloud. I knew he would...

Scott: He did. Mike sensed it. He's like a Jedi; he sensed it.

Mark: Yeah. I tried to make every one of them live now the last week I missed because we're on spring break but usually I'm at my daughter's dance class while it's going on and then she comes out of dance and she's like, "Who are those guys in the robes?" And I basically it's like a teaching moment I'm like these are the guys you avoid honey as you get older and she's like, "Okay dad, okay." I'm like, yeah. You see a drink you see a robe. You've got to use your...

Mike: Take that whisky, slide inside your jacket okay.

Mark: Yeah, and Mike actually taught me to teach kids about because you were talking about martial arts. He's like the best martial art is awareness. So I used it on you Mike.

Mike: It's all right. I am here to help anyway and we love the Nite Cap. I mean it was great having Scott on there, it was... You're right we try to tow the line between fun and content and I think we do a good job. One of the things we've been doing lately is bringing people on for troubleshooting aspects of the business. It's not only celebrating their successes but talking through some of their difficulties and it's been well received I might say, you know, so we'll see how it can get...

Mark: Yeah. I love it and I think it's another opportunity for people to you kind of relax at night and get their questions answered by two Land Geek coaches as well in a sort of fun-loving environment where you don't feel may be as stressed as you might be maybe during office hours or just in the group. So I really love Nite Cap. I think it was a great idea and I think it's really beautifully balanced personally. I'm not just saying that to kiss up, I really mean it.

Mike: No. I appreciate that we try. But I think Tate is right there are a lot of people that this is the time of the night because again it's 7 o'clock on the West Coast, 10 o'clock on the East Coast anywhere in between so people are doing things like licking envelopes or you know going through some scrubbing a list and then just giving some a little encouragement, a little relaxation and we share some of the hard times, but how we go through them as well so we can encourage others to do the same.

Mark: Yeah. So, Jeannie Morem, what are some of the best nuggets of information you got out of Nite Cap and what are you drinking with the guys while you are listening?

Mike: A little [00:09:09] [indiscernible].

Jeannie: Yeah, I do. I think I drink a glass of [00:09:15] [indiscernible] relaxed. I love the quote on Mike's the fly on the horsetail. Is that right?

Mike: I thought that was going to be on the cover of Mark's book but I'm not sure if it made it there.

Jeannie: Yeah and the other quote by Scott was the long legs. You can still take steps with...

Mike: Even short people can take big steps. Yeah, even people with short legs can take big steps. Scott is a quotes master himself you know.

Scott: I still can't believe, Mark, that we got people now making their own quotes and quoting themselves. Scott Bossman comes up with this quote and it's like seriously!

Mike: A wise man once said...

Mark: Exactly and I think Erik Peterson and Tate would agree this is what makes our community so special is that we can even quote ourselves.

Mike: That's right.

Mark: Tate?

Tate: I wouldn't say everybody should go ahead and start doing that. That's reserved for someone special like Mike Zaino.

Jeannie: All right.

Mark: Or Bossman.

Tate: Yeah, definitely Bossman.

Mike: I call him the Boston Bossman. He's not from Boston but he's the boss of Bossman. He's got this funny accent though that throws me off all the time.

Tate: Yeah, our community is sorted out.

Mark: Yeah. Erik Peterson, any last final words on Nite Cap?

Erik: No. I mean I would just say that if you haven't checked it out, it's definitely worth taking a little bit of time one evening and checking it out in particular if you can attend live I think it's a lot of fun.

Mark: Yeah and Mike, you're advertising in the Mastermind group when you can go on live. When is it normally?

Mike: Yeah, it's Wednesday and Thursday. My fire department schedules 24-hour rotations so I will have it out today what night it's going be. I'm pretty sure we'll have it all out today. It will be announced and yeah it's broadcast live in the Mastermind Group and we love questions. So, anybody who wants to come on ask questions and if you would like to be a guest let us know we'll bring you on.

Tate: And Mark...

Mark: He's a... Yeah, go ahead, Tate.

Tate: I've just been instructed by my Mike to tell everybody that I love it. I love Nite Cap everyone. I love it. It's my favorite evening show.

Mike: Can they see the text in the YouTube broadcast? I was thinking they probably can't, but if they do, I'll just dial myself out.

Tate: Does that work, Mike?

Mike: Yes.

Tate: You're going to put the check in the mail or what?

Mike: Yeah, thank you.

Tate: Should I hit you with an invoice for [00:11:41] [indiscernible] or how are we going to do this?

Scott: Hey, wait a minute, wait a minute. Where is my payment, Mike? I'm like the original lurker here. You know like...

Mike: Yeah.

Scott: You're cashing checks to Tate?

Mike: [00:11:54] [indiscernible] I know Scott Todd is probably in the middle of watching Jeopardy and answering every question because he reminds me

of a guy that could do that. Just like walk throughout, answer back and be like bang, bang, bang and we brought him out.

Scott: Yeah, that was... I couldn't resist it.

Mark: I mean look if you're going to spend a Wednesday or a Thursday night watching like a Netflix show or a Hulu show I'd rather watch Nite Cap. It can help me build my wealth and entertain me, right? I mean watching those other shows or just hopefully going to entertain me they typically don't. So Netflix and [00:12:32] [indiscernible].

Mike: You don't say it. Don't say it.

Mark: Oh never mind. All right. Let's get back to a more serious topic. Erik Peterson, what's going on with you?

Erik: Yeah. So, I was just... I picked up the mail today and I received of chapter 7 bankruptcy notice from a guy that's in the process of purchasing land from me. The gist of it is that it's a letter that goes out to all creditors, debtors and trustees and basically more or less it seems like it's saying they're putting a stay on collecting any debts until further notice and on the reverse side it says it looks like July is the deadline for the stay of collections.

But you know what I've never seen one of these before but I looked at it and I just kind of thought, "Wellm I don't think that really applies to what we do." I mean we're not a creditor. You know basically he's paying me every month by automatic draft from his checking account but it's something that he's signed off on, there's no mortgage or there's not a deed of trust or anything involved. So, he's just making payments. If he stops making payments, I just keep the property, but and I don't know. It's just something I've never got before so it was just interesting to bring up I guess.

Mark: Jeannie Morem, what are your thoughts?

Jeannie: I agree with Erik. I just don't think it's really an issue because if he doesn't pay, you get the property back.

Mark: Tate, is there a flipside argument to this?

Tate: You know it's never good to see that kind of mail. I am sure Erik was freaking out but that's the main bad side to it I think. I've never seen it so I don't have a ton input on this one.

Mark: Mike Zaino, you want to make a legal argument?

Mike: Not really. I'm thinking if you don't pay, you don't pay. We're not going to go after you and you're just not going to have access to the land anymore, but yeah that's a very interesting question as to what...

Erik: I should add that he is current on his payments. He hasn't missed a payment yet so my thought is, I'm just going to keep Geek Pay active and let it continue to draft his account until he basically stops that.

Mike: He might just pay you. This may not be one of the ones yeah who knows.

Erik: Yeah.

Mark: Yeah. I mean I can see you know like Scott Todd getting that notice and doing like a Tiger Woods fist bump like "Yes, I've got another down payment coming, a new note and extending it out." Which I think is the attitude kind of to have but in this situation could argument be made that that since you received this notice that they're thinking I don't need to make payments to Erik anymore and keep the property. Scott, is that what you're thinking is going on?

Scott: I don't think they can keep it. I think what happens is...

Mark: Not lose the property.

Scott: ...not lose the property and because what they've done is they've declared him as a creditor and so because they filed for bankruptcy he can't take anything away from them. Now what he can do is you know he can make the case to them like well are you going to keep paying? You know I would reach out to them and say what are your intentions? I've got this letter are you going to continue making your payments and you know if not you know what is your plan because I would start to tell them listen a bankruptcy judge is not going to let you keep something that he is going to deem as kind of discretionary and he's going to think this land as discretionary. So, essentially what I can do is I can give you a credit on what you've paid so far and I just need you to sign this release that you're out of the deal. That's what I would do.

Mark: Erik, what are your thoughts? What are you going to do?

Erik: I literally just got this piece of mail probably 30 minutes before our call. So, I haven't kind of finished fully researching what I need to do at this point. I guess my initial thought was to wait to see what happens with the next payment when it comes due, but it may not be a bad idea to reach out to that buyer too and just kind of see where he's at and what he thinks kind of I mean basically what Scott just said. He's paid a decent amount on the property, certainly not enough to give it to them, but I think he's paid about \$1000 so far.

Mark: Yeah. I mean a \$1000 just to lose it. What's the note payment every month?

Erik: Oh, just over a hundred bucks. It's just like I don't know maybe 120.

Mark: Well, heck is he's not paying his mortgage anymore or any other bills for any other...

Scott: He can pay this thing off early.

Mark: A hundred bucks yeah and he has no leverage with you because he doesn't even own the asset; you own the asset. That will be interesting, we'll have to fall back with you in the next few weeks and see what actually happens with this. Anything else before we move on to the next topic?

Erik: No.

Mark: No. Let's go on to The Sic Flip. Tate Litchfield, tell us about it.

Tate: All ready. I wish I could say it was my own but I just got of the call. I was actually on a call with one of my coaching students today and mid call he stands up and he's giving a high-five to his partner and I'm like what is going on there? They are like, "Look at this." And they show me their cell phone and they hold it up to the screen and it's basically a wire transfer that just hit for \$11,300. So, after all is said and done, they're going to make \$10,000 profit on this deal and obviously I'm stoked. I was so excited to know more about this deal that we spent the next five or so minutes talking about it.

But basically they followed the method, they sent out offers, they got a property under contract. Now due to the cost of the property they needed to line up somebody ahead of time to buy it before they bought it and they called a couple of their VIPs from their buyers' list and said, "Hey, here's what it is. If you want first right of refusal here you go take a look at it." One of the guys responded to him yesterday and said I'll take it. I'll send

you a wire tomorrow when the bank opens and they thought aargh hopefully this goes through, but you never know. You can't count it until it's there and we're on a call and I said tell more about what's going on and boom it happened. So they're going to make a nice... I don't even know what kind of ROI that is but...

Mark: It's infinite if they're not using any money.

Tate: Yeah. So, yeah. I mean \$10,000 profit, they've got three or four more lined up exactly like this deal and so in the next I don't know 3 to 4 weeks I think they'll probably make another 40 grand in cash on quick flips. It's just insane and I know what everybody is thinking where was this? You know my lips are sealed but I'm pretty happy for them. It was pretty amazing to see how quickly they could get something under contract, start marketing it, and find another buyer for it. I mean they don't even own it yet but they've already been paid, the deeds have been sent out this morning, it's going through and everybody is going to win. So, I'm pretty proud of them, it's pretty impressive.

Mark: Jeannie Morem, what's your take away from that story?

Jeannie: One, I'm just taking it all in, that's exciting. I have not done that yet and that's why I wanted to be on the podcast because as a new person I kind of wanted to get a new person's perspective and that is to sometimes maybe even ask can you break that down a little bit, can you explain it for somebody that's new how does that happen. I know I'm just impressed. It's hard to put into words because that's a lot of money in a very short period of time.

Tate: That's a great question. I think it has to do with county research. You've got to know ahead of time where you're buying and what people want. They spent a ton of time doing their homework, they figured out what the properties were going for on the high-end, who is buying these properties, they got in touch with the people that might want these properties, found a property and lined it up. So, it's not like this happened overnight, but what they did is they just connected the dots and it led to a \$10,000 pay day. So, good on them, right?

Mark: Yeah. Mike Zaino, what's your take away?

Mike: Similar to what Tate said, this is like the end result of a lot of good preparation and like Tate was pointing out county research is at the backbone of our business. I mean I was talking earlier to somebody that's like I met this guy years ago this 90-year-old former boxing champion he's

like, "Did I ever show you how to box? I tie your arms up and make you to footwork for a year." It's like the whole point is that you know the fundamentals.

The footwork of our business is county research. The footwork of our businesses is learning you know all the intricacies of where we're going to do the business and you know once you do that you line up that and these types of things can happen, but it comes as a result of really good due diligence, some hard work, county research and then you reap the benefits. Yeah the transfer comes quickly over the phone but there's a lot that precipitates that and I think that's excellent, it's awesome. It's just shows you what can be done when you research and take your time and find the right area.

I mean getting land really is not a difficult process, getting the right plan can be little difficult right. Getting land is a numbers game, but getting the right land that comes down to county research.

Mark: Yeah and that's what I love about Flight School. Because like the next April Flight School is coming up and when you're in Flight School, Scott breaks it down very, very simply and then you do it in real time watching with your class. I think that's really the value of it verses doing it on your own and sort of being alone with it and then like getting your mailings out like while I hope this is right.

So, if you want to start about getting that foundation to those fundamentals in the right place, I would schedule a call with Mike or Scott Bossman and just go to TheLandGeek.com/Training and book a call and learn more about Flight School. But Scott Todd, would you say that one of the most critical pieces of Flight School in the beginning?

Scott: Yeah, I think so and I think that the fact that somebody is there kind of telling you like okay we've got to do this now, it's time to move, move your feet because look Mark, I mean, you know, when you don't know how to do something you resist it. Like it's easier to go get your logo set up or your stationery as opposed to actually stepping forward and just going. So essentially I think what happens is a lot of times people just like freeze, they get stuck in there in their way and they don't take steps forward.

So, in Flight School what we're doing is we're saying—okay, this is how you price it, this is how you do it and then boom, you go get the list. And then on one call, we sit down in front of the computer while you're at your computer and I show you how to mail your offers through LGPass which is the system that we use. I'll show you how to mail your offers, I stay on the

line with your life face-to-face until I see in the system your offers have gone out and just that step alone right there separates the people in Flight School from I'm going to say 97% of all other people that want to be land investors or real estate investors for that matter who never pull the trigger and take action.

That's the beauty to me of Flight School is that these people who are there are taking action and like I'm looking right now at someone who responded saying, "Hey, I've gotten my first call back off of a letter." Well, you don't get your first call back unless you actually mail and that's why we make sure you do.

Mark: Yeah, absolutely. I mean Erik Peterson, what's your biggest take away from Tate's Sic Flip story?

Erik: I mean I love it. I think aah... I don't know if that student has been working in that county for a while but I think that that's one thing that can help someone be able to do that kind of a deal is the more experience you have in an area the better you're going to know the properties and you know who to sell them to and all those kinds of things. So yeah, it's all just continuing to learn about the county you're working in and knowing all the ins and outs.

Mark: Yeah. Scott Todd, what's your biggest take away from that?

Scott: I think what you're saying is accurate. Like you know it comes down to working the county, staying in the county, looking for things and looking for deals and starting to know the prices and then some of it is just luck. Like some of it's just luck because the weirdest thing is that you'll come across these deals that just seem to be irresistible.

Like I'm thinking like I bought a property the other day that someone they countered me at \$3000. We were getting ready to agree to it and then I found a flaw in the property and we got it down to like \$800 and today we sold that property that we bought for \$800 for \$7500 on terms. So essentially it's just comes down to knowing your prices, being confident and then maybe hanging out that higher price out there and just letting to see what happens.

Mark: Yeah, absolutely. My take away from that story was the buyers list, the buyers list; that they actually worked their buyers list. Tate you said something really important to me was they didn't email the buyers list they called somebody up and said do you want to do this, which I think often

times we ignore but there's nothing wrong with calling a VIP buyer and saying hey I've got this.

Tate: Yeah.

Mark: Tate.

Tate: I mean they took action. They wanted to sell this badly and they were doing everything right. They were posting ads on Craigslist, they were preparing an email to go out their buyers list and then I think it hit them like hey we've got phone numbers here. Let's go ahead and push it. Let's see who else can do it. So, I don't know; it's very interesting. So, they're proactive and went at it hard so I take my hat off to them.

Jeannie: And Mark, can I add something?

Mark: Sure.

Jeannie: I agree with what Scott was saying and I have to say from a new person's perspective that you can really freeze just because you haven't done it before and when I was posting an ad I had to have Mike was on the phone on. Actually he was looking at my computer with me and I think I froze. I had a hard time pushing that button and Mike was saying, "Jeannie, just do it, push it, push it." I know that might sound extreme, but when you haven't done something it really helps to have somebody there with you every step of the way and encouraging you because I just freeze. Froze up because it was new.

Mark: Yeah, absolutely. I just had that same experience myself. Now obviously it's not land investing because I've been doing it forever but writing the book *Dirt Rich*. Like actually locking that manuscript with the publisher was miserable for me because I didn't want to do it. I'm like oh wait there's no going back now and so I'd have to like Vox Erik you know, "Is this okay?" or I'd Vox Danielle and she's like, "No, no, it's good. It's good."

But you do need that other person pushing you because left to our own devices you know our minds will come up with millions of reasons why this could be better or this isn't good enough or it's not going to work. But then you've got the Zen master calming you down and saying no do it and having all that experience and then you can actually execute with confidence. I think that's different than just executing and then freaking out like oh wait now why isn't anyone responding versus having that other person who like well no it's going to happen, don't worry and having some depth of

experience behind them telling you well, when I do this, this is how long it takes, this is typically what the process is going to be and then you sleep a lot better at night. Would you agree, Jeannie?

Jeannie: Yeah and my heart would be raising and I almost had a panic attack and Mike would just calm me down in his calm voice and say it's going to be okay, I've done it before, I'm with you 100%. I mean I can't tell you how much I have appreciated the help because if I was let's by myself I would not be this far and it's true because when you think about the past experiences you've had in life and maybe they weren't successful and you failed it's just it can be difficult to take that step forward because your mind gets in the way and Tate that's something I thought was really powerful two weeks ago. You said this is a mind game and I agree with this, I agree with that. It's all about your attitude and mental state, your mindset.

Mark: Yeah absolutely. Erik Peterson, what are your thoughts?

Erik: Yeah, I mean I really agree with that. I think that I hear it all the time from you know people that have bought the Toolkit and they didn't do anything more than that whether it be people I know or people I've met along the way. It's so easy without any outside influence, without any community to kind of help back you up and keep you moving forward to just let it go because you don't know what to do next or you're not certain that you've done this step right or you can't even figure out how to get your list or whatever it is. There are so many aspects there that if you don't have kind of a group of core people that you can reach out to and kind of work together with it becomes very hard to get anywhere in the business.

Mark: Yeah. You know what's interesting though is that we actually have the antidote to that hard, which leads us to the next subject which is the two and half day immersive Bootcamp training. So, if you have the Toolkit or you're in Flight School or you're a one-on-one coaching client, you've got tickets to Bootcamp—the next one is in a few weeks. Just go to TheLandGeek.com/Bootcamp if you haven't registered yet. But Tate Litchfield, Bootcamp is amazing in the sense that like what's the big take away for you in that training?

Tate: You know I always learn something and I can remember the first Bootcamp... I don't know, Mark, how many years ago was it but to think about how the Bootcamp has just gotten so much better. If you go to Bootcamp, I guarantee that you'll leave knowing how to do this business. I mean that's how powerful Bootcamp actually is and I love talking land for three days straight. It's kind of that it recharges my batteries, gets me excited, get me motivated and anybody who goes to it will leave feeling that

way. This is where serious investors go to recharge their batteries and it's in Vegas so I mean how awesome is that? It's in my backyard. You guys if you're debating on whether or not to go to Bootcamp, you've got to come to this one; it's awesome.

Mark: What should we do in Vegas, Tate?

Tate: I mean we should eat. What else are we going to do? We're the land voodoos we're going to eat, that's what we're going to do.

Mark: Yeah, we're the land voodoos. Jeannie Morem, when you went to your first Bootcamp, did the land investing clouds clear up? Did everything dissipate for you? Is everything clear?

Jeannie: Yep and you know why? Because you went over the process. Over and over and over and then when you got sick of it you went over it again and over and over until we understood it. Then you added some new aspects you know like the LGPass and some of the tools that we could add and automate the process but again you always went back to the process and you stuck with the process and it didn't change, and it really helped a lot.

Mark: Yeah. You know what I think is one of the great things about Bootcamp is when we actually take a break or we're in the networking times and you get to talk to Mike Zaino. You get to ask that one-on-one question that you might not be able to ask and just like Jeannie said like all of a sudden all your anxiety kind of goes down just talking to Mike. I think Erik Peterson sort is the same sort of vibe where you're just kind of calm. Erik, do people come to you during the break ask questions?

Erik: Definitely, yeah.

Mark: I mean I drink so much caffeine I want to talk you just to calm down.

Mike: You're so mellow. So even kill.

Mark: Even kill the guitarr.

Mike: Guitarr.

Mark: And then for you, Scott, what are some of the things you love about Bootcamp right now?

Scott: Man, how many have I been to? I don't even know how many I've been to. Mark, I think the thing is that this is not like a onetime learn thing.

Like you can learn this and you can go out in the world and you can execute on it or not execute on it but essentially this is a market. Like the market is always evolving and so there's always new tricks, there's always new tips, there's always new things to learn to think about to challenge the way that you're doing things and if you just get one little piece of nugget out of a conversation maybe it's something that you didn't know it could pay for the entire trip all on its own.

A great example of that would be a few years ago we were in Orlando and we were talking about like someone asked how do you find property owners associations and the tip came up well you can obviously you can look at the legal description and kind of goggle that and it's the community you can kind of goggle that and plus property owners association. But someone said hey go to the Secretary of State and look for property owners associations with that legal description name, that community name. That one little thing, like just that one little tool probably paid for the trip all alone because it just made me that much better.

Mark: Yeah, absolutely. And I love the fact that you get so many different perspectives about how individuals who are in that room are actually running their businesses and the things that they're using and they're leveraging and the fact that they keep coming back to Bootcamp. Like I'm thinking Phillip Mah or Bey or Mimi Nine. It reminds me of like these NBA stars that every day they go to a game they do layups. They just are hammering in the fundamentals and then they're going to do the more advanced stuff and of course the advanced VIP room with you guys is incredible as well.

So, yeah, if you haven't been to Bootcamp, I'd really recommend it, especially if you're... for anybody really but you even if you've been to seven of them come to the eighth one. I mean Tom Willis how many has he come to and he's over 12,000 a month now passive part-time and he always says look I keep coming to Bootcamp. So, I think you should do it. Anyways, again, go to TheLandGeek.com/Bootcamp.

Which leads to Mike Zaino the Zen Master's tip of the week: a website, a resource, a book, a quote, something actionable where the Art of Passive Income listeners to improve their businesses, improve their lives. What have you got?

Mike: What?

Mark: Erik was on last week! How many times are we going to pick on Erik?

Mike: Oh my god. Well, it's tip of the week from Mike all right.

Mark: Tate, is that unfair?

Tate: No, it's not. It's totally fair.

Scott: Here can I just filling for Mike? Can I just fill in for Mike? Mike here it is ready? I've got it. Here it is Buddha says, "Watch Nite Cap every week."

[laughter]

Mike: Oh ,my quote.

Tate: Leave it there.

Mike: I have one. Listen, they're always right here. So, it really is my turn and it's not a big deal. Is it really my turn?

Mark: It really is your turn.

Mike: Well, I'm going to bring a macrobiotic quote pm. Did you ever hear of macrobiotics George Ohsawa? The guy—he's no longer alive but it's a Japanese form of... You can look it up macrobiotics it's a very real George Ohsawa. Anyway that you can all look it up and some people [00:40:17] [indiscernible] wow, he's going to talk about George Ohsawa macrobiotics. But his quote was always, "Eat your drink and drink your food."

Now that sounds a little like... all right, but this is the idea and that goes down to the way you digest those things but the reality to me is that there is difficult parts of our business that sometimes you just have to... You can get all caught up in this whole process of just going down the rabbit hole but sometimes the most difficult things you just have to attack and do what Scott Todd says take action. You know shoot first, aim later or done is better than perfect and then there are sometimes the smaller pieces that we can overlook and just take for granted, but maybe both should have some more in-depth analysis. So, there are different parts of our business I think that this relates to.

So, there are some parts again that are initially difficult and you can have paralysis by overanalyzes and that could come out right away in the beginning when you're talking about building a list or mailing. You know I talk about shoot first aim later, Scott says done is better than perfect, just get it done and embrace the fact that if you take action there is going to be a result from that action that you can either improve or you can make it better.

But if you do nothing, how do you improve nothing? So, you can sit there all day long and think about it and say well I'm going to do this, don't do that but then not do anything. But if you take action right, wrong or indifferent you adjust it later on. So, when I say George Ohsawa says drink your food and eat your drink, it's like the same idea, right? You take something that's really difficult, don't over think it just make a step in that direction and then see what happens and adjust.

Then some of the simpler things in the business right. You know, maybe those is where you should take your time and really analyze those little bits to see if you can improve them. So it just another way to kind of look at things in contrast. So I have that, see that's just right there.

Mark: I love it. If you want more macrobiotic tips, please schedule a call with Mike or Scott Bossman. Go to TheLandGeek.com/Training.

Mike: George Ohsawa.

Mark: For sure. Then for everybody that goes on Nite Cap these guys do a drawing for free coaching session as well. So, check out Nite Cap. Scott Todd, anything else?

Scott: No, Mark, I think we're good.

Mark: I thought that was like your opening to rip on.

Mike: I know I was waiting. I think he liked it. I really think he liked it.

Mark: I think he liked it. .

Mike: He always goes on what the heck did he just say?

Scott: No, it's all good.

Mike: There it is.

Mark: I saw Jeannie's eyes kind of glaze over for a second. Jeannie, good tip?

Jeannie: One of my favorites are the tips at the end of the program. I love them, they're great.

Mark: All right.

Scott: Too bad Philip Mah doesn't agree.

Mark: I know. Philip was like no one tip. It does take the pressure off us every week as well.

Scott: Oh, I'm loving it man.

Tate: Yeah, it's fun now.

Scott: Even though I had to deliver one today for my head care reform. I had to he was stalling, he was lost.

Mark: All right, there you go. I need a new book by the way besides *Dirt Rich* by the way. I don't if I mentioned it it's coming out. Anyone got a book for me? [silence] Nothing?

Jeannie: Wow.

Mark: No recommendations? All right, Tate, I'm going to read the book that you recommended a few Bootcamps ago. I still haven't read it.

Mike: Look up George Ohsawa macrobiotics, it's very philosophical.

Mark: I can't even spell George Ohsawa.

Mike: Just saying it's out there.

Mark: I can barely spell macrobiotics.

Tate: You'd like that book, Mark.

Mark: [00:44:03] [indiscernible] that book.

Tate: [00:44:06] [indiscernible].

Mark: Okay, there you go. I'll get that. That's on the to-do list. Well, I thought this was a really informative and fun Round Table podcast. I want to thank all the listeners for sticking with us. Please, please subscribe, rate and review the podcast it's the only way Jeannie Morem is going to come back week after week. Please do us that favor it really helps us and if you want the free \$97 *Passive Income Launchkit*, then just email Support@TheLandGeek.com a screenshot of your review. So, leave us a review, send us a screenshot Support@TheLandGeek.com, we're going to

send you for free the \$97 *Passive Income Launchkit* course. All right, are we ready?

Jeannie: Mm.

Mark: One, two, three.

All: Let freedom ring.

Erik: Awesome.

Mark: Not bad.

Mike: Could you play guitar when we do that, Erik?

Erik: No.

Mike: Okay.

Mark: So Tate, have you lined up the restaurants for Bootcamp for us?

Tate: Yeah, I've got a couple of options for us yeah. It depends though. I mean I can't tell how far we're willing to drive but I've got some ideas. We'll keep it safe one night and then go out on a limb the next I think.

Mark: Oh, oh. Scott is going to be like I think that night I'm going to do room service. Scott besides Indian is there any other food you won't eat?

Erik: How about sushi? Are you a sushi guy, Scott?

Scott: As long as it's cooked.

Erik: It's got rice.

Mike: Are cowboy boots acceptable in Vegas?

Erik: This is Vegas man home of the rodeo.

Scott: Come on Mike. [00:45:55] [indiscernible] cowboy hat.

Erik: I mean you can wear your bikini to dinner and nobody is going to think anything of it.

Scott: I will.

Mike: You'll wear the bikini or think of something of it? I'm not so confused.

Scott: I'm not saying I'm going to wear a bikini but I would think something of it.

[laughter]

Mark: Oh my gosh. Erik, is there any genre food you won't eat?

Erik: No. I don't think so. I'm pretty... I can usually find something wherever I end up.

Mark: Yeah.

Tate: We've got a good Ethiopian restaurant here.

Mark: Jeannie, we've got Ethiopian here Cafe Lalibela. Have you ever had it?

Jeannie: Aah aah. I should try it.

Mark: It's really good. Do you like... it's a lot of beans spicy okra, rice.

Jeannie: Is it by your place, your house?

Mark: Well, I get it at Whole Foods I'll just bring it in.

Jeannie: Okay.

Mark: We've got kind of like this Ethiopian thing going on. I love it.

Tate: Me too. It's good.

Mark: Now my stomach doesn't like it the next day but I love it the first day.

Mike: I love Arizona. You can go and you can have a glass of wine or a little bit of beer while you're shopping in the grocery stores.

Jeannie: That's true. We can have happy hour in the grocery store.

Mike: I've never seen anything like it in my life.

Jeannie: Yeah.

Mark: Yeah, I've done that at Fry's Jeannie.

Jeannie: Yeah, I have to [00:47:24] [indiscernible].

Mike: I saw all the gentlemen sitting there. Lorna and I went there they're all sitting there, wives shopping they're all sucking down their beers hey. I'm like you guys got a bar? They're like, "What!" I've never seen them like that.

Mark: It's good times, it's good times. Well, thanks everybody. Thank you, Jeannie.

Jeannie: Thank you.

Mark: See everyone next week.

Tate: Thanks guys.

Jeannie: Good. Have a great week.

Mike: Thanks.

Mark: You too.

[End of Transcript]