



THE LAND GEEK

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

Mark & Scott talk with Jon and Valari Burnett

Transcript

Mark: Hey, it's Mark Podolsky the Land Geek with your favorite niche-y real estate website www.TheLandGeek.com and I'm super excited for today's podcasts for a number of reasons. But before we talk to our husband and wife guests I'd be remiss if I didn't properly introduce my co-host the mini Batman himself who actually now has a full bat. Six Sigma, you know him, you love him Scott Todd, ScottTodd.net, LandModo.com and most importantly if not automating your Craigslist and your Facebook postings PostingDomination.com/TheLandGeek. Scott Todd, how are you?

Scott: Mark I'm great. How are you?

Mark: I'm super excited man. These are my favorite podcasts. They really are. I think they are the listeners to your podcast.

Scott: You know what's cool about this one is that our guest today sat in front of me like right here where I was okay and I saw them like start from nothing to what they're going to tell us today. I've seen them grow literally like right in front of my eyes. It's amazing because you know they were in Flight school. I will let them tell the story but like they were in Flight School. I watched them like grow. I saw the deer in the headlights looks like when I'm talking about getting the list and like, "What do I do?" They also made me jealous so many times with their beautiful views scenic views because they

took a lot of these Flight School calls out in the wildlife so I'm excited to hear their story because I feel like a proud papa here now.

Mark: I know I know. I know. It's like your little acorns are growing into an oak tree. So without further ado, I do want to just remind made today's podcast is sponsored by TL Folio. Go to TLFolio.com, unlimited funds. Scott and I are eventually going to do a webinar on this.

But John and Valari Burnett a husband and wife team are crushing it in the land investing business. So this is always my favorite type of podcast when we get to talk to our students whom are doing the business, they've gone through the journey. It's really recent, it's really fresh and we sort of get this insight and this insider look at what it's like to go through it. So the first question Jon and Valari is how did you guys even find us?

Jon: Yeah. So I guess it goes back to just about two years ago. We are in Northern Idaho right now a couple of years ago we also lived in Northern Idaho and moved to Jackson Wyoming and on the way over there we listened to Cash Flow Quadrant by Robert Kiyosaki. It was recommended to us by someone and we just thought, "Let just listen to it. Let's just make him happy." And it really shifted our mindset. Prior to that, I had told Valari I'm an employed person. I always want to be an employed. I never want to start a business. Then we listened to that and it really shifted our perception of what it means to be an employee and what it could look like to invest or own your own business.

Valari: Yeah, we realized there was a whole another side to life that I think a lot of people don't really realize is out there. You know there's the investor and there's the business owner quadrant. You know so many people are just caught in this rat race of being an employee and you know we need employees in the world. We need that, but Jon and I realized and this was kind of a cool part like just something we realized about each other was that we both had an investor kind of a business mind about us. So we were like, "We are kind of interested in. This is cool we can do that and we really want to."

But we kind of didn't even know why because we're like, "You know we don't need to make a bunch of money. We don't need to be rich. What do we really, really desire?" The thing that we came up with was we would want more time. We want more time with our family. We want more time with each other. We want to be able to do other things besides working like we have always wanted to be you know doing more ministry in our church. We just like couldn't believe it kind of the sky is the limit with your time if you're not having to work a 9 to 5 job.

Jon: So we kind of gradually got to that mindset from there we got involved in... And I think this was actually a really good thing for us. We got involved in a business that was really challenging. So went to Jackson Hole big vacation area and we were involved in the vacation business. We were doing...

Valari: Employees again.

Jon: Employees yeah

Valari: Yeah as employees.

Jon: So I was managing a business that did vacation rentals for about 350 different properties. We did reservations and stuff and we managed a handful of those as well. It was really good but really challenging and relatively inflexible because whenever anybody is off you know they are wanting to travel they wanted to be there so holidays, weekends, that's when everybody is there and giving you business. So there wasn't a whole lot of flexibility when it came to scheduling and stuff like that and we had two little kids.

Valari: Actually we were just pregnant with one.

Jon: Oh yeah we had one and then we had one on the way.

Valari: Yeah. Yeah.

Jon: So it reached a point where it was pretty challenging. I was seeing our kids, sorry our first kid about a half hour to an hour a day and so that was really tough. I was out at the office for a good amount of time and it was just stressful work environment so I would come home and be stressed with a child. [00:06:38] [indiscernible]

Mark: Yeah. I can totally relate. I mean I remember when I was working my investment banking job I literally would wake up in the morning, my children were asleep. So my wife is like, "Don't wake up the kids," right? Then I would come home and he was baby he is like I want to say 6 months old and when I got home he was literally cranky. So it was like that time like he's just gotten ready to get to bed. So my wife would give me the baby. I would go under a fan with the ambient noise, get him to sleep, and then put him to bed and that was literally 20 minutes, five days a week with my son and it was heartbreaking.

But the funny thing about it was that all my friends were doing the same thing. It was just didn't see him in the morning put them to bed. Then maybe we would go to the park on the weekends. But then once I was able to quit my job and do land investing full time like it was just a whole different world. Now look I will be honest the jury's still out on my three kids if that's a good or bad thing. But you know for me selfishly it's been it's been amazing. Now you're actually replicating that as well because how long did it take before you were able to quit your job, Jon?

Jon: So I started Flight school in July of 2017 and I quit my job at the end of March of this year.

Mark: Wow, wow.

Valari: So yeah but that employee experience just really drove us just like gung-ho to figure something out. We hadn't found the land business stuff yet. But we just knew you know we had listened to the Cash Flow Quadrant like we hadn't done anything since them and we were like, "It's time. We have to figure out a solution."

So John started listening to a bunch of real estate podcasts to and from work and we found two that we really liked. One was Kevin Bupps and then the other one was Matt Theriault. So we both really liked those. But John had time to listen to them and he did it back and forth to work and then he was like, "Well let's start signing up. Let's do something. Let's pull the trigger. So we signed up for single-family housing investing with Matt Theriault. That was the first program that we signed up for. But what we soon realized when we took it we were like, "Wow they're giving us a bunch of systems. This is awesome." It was really, really good and it's actually kind of similar to what the process that Land Geek does but-

Jon: The problem was that we needed something that we could do remotely and everything we were looking at there I think it can be done remotely but it would just be really, really hard. So we were talking about driving an hour and a half every weekend with, then we had a newborn and you know putting out these you know the guerilla marketing signs all that kind of stuff.

Mark: Right.

Jon: So anyways that's kind of where we were at and then we listened to Kevin's Bupp Podcast Mark was on the podcast and I was listening to that and it just made a lot of sense. So I came home at that point we had a two week old and I talked to Val and I just said, "I think this is what we need to be doing." So we both listened to the podcast together and we talked about

it we were like, "This makes a lot of sense and it's something that we can do remotely. So we hopped on a call with a coach and then after talking to them we were kind of debating between the Toolkit and Flight School and then you know after that conversation we decided that Flight School was right for us and so we jumped right in.

Valari: Yeah. We were going to do this all the way. We weren't going to do it halfway or anything like that. We were just like, "This is the way we're going to get financial freedom."

Mark: Right, right.

Valari: We were just all in. Because every time we would talk to one of you guys we were like, "This is possible. This is going to happen. These guys did it we're going to do it."

Jon: I think that like for us too you know I tend to be an optimist when I come into these situations just like, "I'm going to be the best. I'm going to knock everybody out of the park. I'm going to just kill this thing. It's going to be great." But in reality, you look at it and you're like, "Okay we've got two kids under two. We're married. I've got a full-time job. We really need help and in reality, there's a lot of challenges that we're facing that are going to pull us in the opposite direction of where we want to go." So that was the big clincher for us on Flight School. We really wanted the life support and also the accountability that it would provide.

Valari: That was exactly what it is. I mean yeah I get emotional like even talking to you Scott. It was so practical, straightforward and you gave us like I mean every single time a session would be over ever were like, "Are you kidding me? They just gave us like so many systems that we would have had to like maybe travel and learn for like many, many years." We just felt so blessed. We felt so privileged. I don't know we just felt like we were getting something for free. Even though we did pay a little bit for Flight School but it was like, "Yeah we are paying like less than a college education for like a chance at financial freedom for the rest of our lives."

So anyway we got to the end of Flight School and Scott did this like great you know inspirational speech at the end but really actually what it was a heartfelt like he was so excited for us to experience what he did. I mean he knew what it felt like to be financially free now. He knew what it meant to not be and what it meant to be and what it meant for his family. So he just got really excited for us and I literally just started crying. I was like, "Oh I know because we are going to do this. We are going to do this."

Mark: Scott do you remember this?

Scott: Yeah, yeah. In fact, someone from their class not so long a few months back actually went back and posted just that segment of the video to their class and I re-watched it. I honestly got to say like I don't end every Flight School I always end with like an upbeat thing. But I will tell you that July class I can't remember why but I think I do know now that we are talking about that but like I've never been able to replicate that one. I would go back just say, "Here watch this. I can't do it any better."

Mark: Yeah

Valari: Yeah watch this video. This is how excited I am for you. But really it meant a lot. I mean we just knew this was going to change our lives but we were going to have to work really hard. You know I'm like really glad that you were honest with us about how hard it was going to be the dips that we are going to experience that kind of thing and that's actually what led us to go into coaching straight away. I mean we knew we were going to need some support along the way accountability along the way.

I mean Jon and I are lucky we had each other but we actually needed even more than that. It was starting the business you know. Basically, we felt like we were buying a franchise because it was all set up it still was going to take a while plus we had full-time jobs. I had a three-week baby you know when I started Flight School and John was just managing four businesses. So we got straight into coaching. We were blessed to get Erik Peterson. I mean what an amazing coach he's been.

But what we had to start doing because we had full-time jobs and the babies we had to start waking up at 5:00 in the morning, doing our follow-ups at 5:00 am. John was working during his lunch breaks to post ads; oh no we posted ads at 5:00 in the morning too. You know at lunchtime he was doing the marketing too, lots of marketing sites and I was actually on that nap breaks for the kids

Jon: Yeah. Then when the kids went to bed then we would do the business more.

Valari: Yeah

Jon: We had like 30 minutes to an hour before we went to bed.

Valari: I was doing all client service stuff so I was contacting the leads. I had half an hour to an hour a day to do it because the kids were sleeping

and I didn't want to take time away from them. I couldn't really it was actually impossible still. But anyway we were like, "We are going to do this," and it was crazy, to be honest. It was a really hard thing but the one thing we remember is we kind of begged Erik, "Could we just slow down a little bit?"

Jon: Yeah. We kind of reached a point after Christmas and we were like we were tired and we knew that I was going to be done with my job in a few months and so I was like, "We're just going to slow down a little. It's going to be okay." Then Erik kind of gave us a kick in the butt speech. You wouldn't think this of Erik but he's definitely a butt kicker.

Valari: Yeah. We were convinced he was going to just let us off the hook because we kind of gave him a sob story and he was like, "You guys as long as your marriage isn't in trouble you need to keep going." We were like, "Okay." So that was awesome because I think we were just in a big dip you know and he just really helped us we needed the coaching through it. So the other thing we had to decide was how fast we wanted to get out of the rat race and part of the thing that we had to decide was how to get that quicker. So we really liked the game Cash Flow.

Mark: Yeah great game.

Valari: Yeah that was a really good game for us to play me and John became an expert at it. But one of the things the reason why Jon wins Cash Flow every single time it's because he's very conscious about how to increase your cash flow but also decrease your expenses at the same time. I mean pay off those things that you're paying ... You know how do you decrease and decrease your expenses? So what we needed to do was sit down and see how we were going to do that quickly and how fast we wanted to get out of that rat race

Jon: We reached that point. I mean the cost of living is so high in Jackson Hole and then we had family in northern Idaho. It wasn't a bad move to move back. We love it here. So we reached this point where we were like we actually decreased our expenses by about 75 percent in the move.

Mark: Wow. Have there been any expenses that were cut that you really, really miss that you might trade some of that freedom and flexibility and take the hit to your lifestyle?

Valari: No.

Jon: Not really I think. I mean the biggest expense was like routes.

Valari: Yeah. We don't have car payments and things like that. We are pretty conscious about that and it remains that.

Jon: We are on one vehicle now but part of that is just so easy because everything is within walking distance here and so we only really need one car whereas back in Jackson Hole I had a commute of 30 minutes a day and so it's like likely one of us is just going to be stranded. You know?

Mark: Yeah.

Valari: Yeah and we could have done this like slower if we wanted to. But to us, it was like our lifestyle wasn't maintainable you know? Especially with we were trying to do the land business and that working other businesses. It just wasn't sustainable for so we really needed to quickly move.

Jon: I would say you know not sustainable like we couldn't have done that for like 30 years but we did do it and we could do it. You know it was definitely doable and it was definitely worth it.

Valari: Yeah.

Mark: Right, right. So if you listening to this podcast and you know what advice would you give to somebody that's you know maybe they don't love their job, they are a young couple. They've got young kids, you know they are in the rat race like what would be some just actionable advice to have them sort of replicate or duplicate exactly your success so that they could do exactly what you've done where I mean what's life like now? I mean just kind of paint the picture real quickly.

Jon: It's substantially better.

Valari: I mean we are like it's like peace. It's like freedom. I mean we see each other. Jon and I are seeing each other so much more.

Jon: Yeah. I mean one of the biggest things is that I've literally quadrupled my time with the kids during the work week. You know that's crazy. That's insane.

Valari: Yes. Yeah. One time during the whole crazy time when we were trying to do all the business and you know the other jobs at the same time we got what was called hand and foot mouth disease. It was really fun but it took us out of work for seven days and yeah.

Jon: So I was at home seven full days and it was pretty miserable but during that whole situation this was probably a month before we moved.

Valari: We quit the job yeah.

Jon: Yeah. Yeah and during that situation, the one thing that our son Gideon said dozens and dozens of times a day over and over is, "Daddy is home. Daddy is home. Daddy is home." It was actually a good reminder to like work during the tough time.

Valari: This is why we are doing this, you know? So now instead of like a half an hour to an hour Jon's home like four or five hours a day I mean with the kids. I mean he's seeing them now much more. Then I was able to just I don't have to work at all right now. Like I'm just focusing straight on the kids all day and it's just been wonderful. Then John's focusing on the business and it's just like that is helping so much with the business. Now it's kind of turning into that Ferrari that we needed to be.

Mark: Right.

Jon: But yes so coming back to your question about what advice do we give. I think one of the big things is ... I think the first thing is do something. It's so easy when you have this desire. I mean who doesn't want to be financially free? Everybody wants to be financially free. But it's so easy. I mean I've talked to a lot of people who have those desires and they've just been looking for something for years and they haven't taken any action because they're looking for the perfect model. I think the key is to A, just start taking steps forward. I think one of the biggest things is education.

The other thing is I think when we looked at the investment that we had made both in Flight School and Valari mentioned this we thought of it like a franchise. That whole idea is something that makes a lot of sense to us. You know if you're starting at a restaurant the likelihood of success is relatively low but if you're starting out a franchise you have a successful system already given to you and the success rate is far higher. That was kind of our same mentality it's like we don't want to create a system we want to find a system that works and we want to plug and play it and we want to learn from other people's mistakes as much as possible rather than relying on ourselves to make all the mistakes to educate ourselves. So with all that said I think education is something that is worth investing in if you're going to use it. So I think that's an important thing to keep in mind and

Valari: And to come up with your why if you're just you know get rich, to be honest, that's just like not like a really personal reason. I mean it's fun to

have money and stuff like that and it's free. But you need to figure out why you are doing something because Scott talks a lot about it in Flight School you are going to experience some dips You know you're going to have a sale maybe for a week and a half two weeks I don't know what it is and you're going to kind of feel down and you need to push you through that. You need to understand why you're doing it. You know you have to have enough drive? Then my biggest thing is like yeah invite accountability into the whole thing and coaching.

Jon: Yeah. I think that's definitely the other piece. It's like it's also easy to hit something like this and say, "I'm going to be unlike anybody else. I'm going to be enormously successful because I'm going to work so incredibly hard." I think there's an element of that that's incredibly healthy. You know you should be very gung-ho but also I think you need kind of a healthy dose of reality alongside that which is I need accountability. I need help because there's going to be other stuff that hits you in life and things that you're excited about can be at different times be substantially less exciting and you have to push through regardless. So having some level of accountability alongside that is really important too.

Valari: And discipline. I mean you guys talk about the mailing in the marketing and stuff and you know it's like you have to do that stuff otherwise you are not going to be as successful. You have to keep doing things that seem a little bit like monotonous. That discipline and that so good for you in your life you know in your life. It goes across everything. So learning how to get through some of those hard times by being consistent and have discipline is a good skill that we learned through this [00:25:20] [indiscernible].

Mark: Yeah. Yeah. Scott Todd, are you proud papa?

Scott: Yeah I mean like geez they listened to me. I got to tell you like we do it in Flight School and you know like Flight School is really weird because there's so many people and I don't mean like there's hundreds I mean like there's you know 10 people on there it's not possible to understand or to know if what you're saying is resonating with people, right? Because it's not like that I'm sitting there saying, "Okay, Valari did you get that?" You know it's almost like teaching a class where you're at the front of the room and you've got to believe that people are listening right? Like you've got to believe that they're listening and then they show you that they're listening by how they take action.

So then you know to teach here or to see like I remember like John and Valari they would sit there, they would sit outside. I think sometimes they

were sitting by a fire Mark and like [00:26:20] [indiscernible] you know they are making me jealous over here. I'm like you know in Florida I'm thinking like, "Man that looks beautiful out there." It was hard for me to concentrate with them in the picture but then they would come along and they didn't necessarily like ... You don't know if it's clicking with them or not and then you start to see some of their success. You start to see like okay they're doing it. They are kind of taking action. You know that the recipe is going to work right like we talk about just following the recipe. Mark you and I know that the system works if they just follow the system.

Mark: So Jon how long did it take you to do the first deal and what's been your best deal so far.

Jon: So I think it was a month and a half maybe. It was either a month or a month a half. We started Flight School the first deal was in August.

Mark: Scott is that typical with your Flight School students about a month a month and a half?

Scott: To buy a property? I think it's really....

Valari: When you actually buy it or did you get a buyer?

Mark: Was that the sale?

Jon: We bought in August oh yeah and we sold in October yeah or something like that.

Valari: Yeah it is a very steady process, to be honest. I don't know unless you're working it full time and you know? For us, it was a slow steady process but we had to push through but we could just see the business was building upon itself. I mean that was so encouraging. It's like, "Okay this is a note that's going to last us like six or seven years. We're building our paychecks." You know? It's just like it's so different than you know being an employee because you're just like, "Oh my Gosh there's no end to this. This is so amazing. This is so different you know.

But yes it took us a little while but it was slow and steady or whatever and we did it. You know we're not like this you know magic bullet like amazing couple that's doing amazing. But I think that the thing is we are working hard and we keep going and we knew that you guys did it so we're going to do it too and we might do it a little slower, we might do it faster than others we don't know but we're going to do it you know?

Mark: Yeah and I feel like... Yeah, go ahead Scott.

Scott: All I was going to say is look there's two things that I see in John and Valari especially in talking to them. We all have desires like every one of us has desires. I think the people that do what Jon and Valari have one other component to it and it is ambition, right? Because we can have all the desire in the world and like, "I want to get rid of this job. I don't want to be here anymore doing this. I want my own time freedom." That's desire.

Then ambition says, "I'm going to wake up early. I'm going to stay up late. I'm going to give this thing everything I have." Then the one thing that they kept saying to themselves and I hear it and Valari says it all the time and it's you know they think of it as like the four-minute mile four-minute mile says man the minute someone broke the four-minute mile other people realized it could be done they went off and did it. John and Valari kept saying to themselves, "If all these people can do this well then so can we." So they combined desire, ambition, all into one and this is what you get. This is what you get when you combine those two things together.

Mark: Right. I know for me that's why I love the idea of Flight School because if you just have the Toolkit you're off on your own you're doing on your own when he hit that first brick wall there's no one there to support you, encourage you, answer your questions to help you through it. I mean yeah we do what we can and especially in the Mastermind Group but there's no one sort of making you do it.

But when you're in Flight School and you have to do it in real time it's almost like, "I don't want Scott to be disappointed. I don't want to have to deal with the mini bat." Right? It's like, "I'm doing this. I'm getting up at 5. I don't have to face Scott the next week and be like I didn't mail I didn't market and have to deal with that." It's almost like it becomes like I want to just do it just for Scott's approval and then you graduate from that and then it's like, "Okay Erik is showing up every week he's going to be asking me what have I done this week and you don't want to disappoint Erik." Even you know to kind of fuel you on those during those dips I think it's really critical. I don't know if you guys feel that way or not. Hopefully, you do.

Valari: I don't know. Like honestly I mean we're all really driven people and we are good at business and stuff we would have totally just bogged down. I mean we need those tools. We need that accountability. We need the expertise. I mean this last week I have dealt with one of the weirdest craziest issues in the land stuff we have done and thank goodness we had Erik. I mean he just guided us through the whole thing and gave us like a template of dealing with this type of situation that probably will come up a

bunch and we'll be able to you know deal with this in such a professional way from the get-go.

You know we didn't have to experiment, you know make a bunch mistakes. You know we're using their expertise people who have done this for years and we are just like, "What should we do?" They are, "This is what he should do. Okay, perfect." You don't have to learn those hard mistakes. It's such a wonderful thing what you guys are doing. We are so thankful. We can't believe you're willing to give your systems away that you've worked tons of trial and error out and you've developed amazing systems and we're just thankful. It's totally changed our lives.

Mark: Wow. I mean for me most gratifying thing now for sure. I got the goosies. So instead of the tip of the week how about you tell us like best deal so far, what you paid for it, what you sold it for and how you sold it.

Jon: So yeah. So it's actually like I would say it's both the best or worst deal. So it was a land purchased for 1250 and we sold it with 250 and then 149 a month for 84 months with a \$10 month, it was like 250 dock fee, 150 down and then 150 for 84 months with a \$10 note fee so that comes out to over a 1000 percent return. That was also our stressful situation this last week because it turns out that we told people that you can't build on the property until they deed it across to you and then they went over to the area from South Carolina and within two days and then they called me and they said, "We're on the lot and we've built."

Mark: Oh my gosh.

Valari: I mean it just goes to show though that I mean you can make these amazing deals happen. I mean actually this piece of land it looked like a desolate piece of land and we didn't want it. That seller kept calling us over and over and over and we were like, "I guess we got to call this seller back and just maybe we should buy it but we don't even want it because it didn't look good." Okay, we buy it from him because we are like -

Jon: Well we negotiated it down first from 2000 to 1250 and then we find out it has power.

Valari: It had power and he didn't even know.

Jon: Yes, and had incredible and those things that we thought were...

Valari: We sent our photographer out there to just take pictures we were like, "I'm sorry did you just take pictures of the wrong lot?" He is like, "No,

no this that one." We are like I mean these incredible mountain views, power on the lot. So we got the property super cheap. The guy has just been out there. He had no idea. I asked him if he had power he had no idea. So we just were like, "We just don't think you have a great lot but we will take it off your hands."

Mark: I love this business.

Scott: Is this the one I told you to go back and negotiate in Flight School or no?

Valari: No, this is one later. This is a later one.

Jon: But we did that one too.

Scott: See Mark that is the thing it's like Jon and I were on a Flight School call it was a Q&A call and I forgot the exact situation but I remember that it was like that they had this property and like either you didn't have the money for it was that it or what was the deal with it? I told you Valari I'm like, "Go back and reduce it," or maybe you guys offered too much for it. I told you go back and reduce it then you went back and did it.

Valari: Yeah we did and we went back and yeah you just helped us have confidence. Man, we had just no idea what we were doing starting up. But you know Scott telling us to go back confidently and tell the seller this remember you're doing them a favor taking this land off their hands. So when you get to act like that's like, "Hey like you know we're picking up a bunch of land. Like maybe we'll keep yours up you know?" Kind of having not that sort of mind frame you know get your best deals.

I remember Tate once saying on a podcast some time like you make your money when you buy the property. I was kind of confused when he said that but then I was like wow he's right. You have to buy it low and then you can get these amazing returns. So the purchase of the property is really important almost sometimes more important that price is more important than what you sell it sometimes. So that was that was super helpful Scott when you had us go back and do that.

Scott: I'm looking for that comment because it was good. I want to remind myself.

Mark: You know you guys this has been an amazing, amazing podcast. I'm so, so grateful that you took the time to share your story with everyone and it's so inspirational. You are this young beautiful couple raising a family but

now you're doing it in alignment with your values of you know family first, you know spending time having that freedom having that flexibility and we're going to do what we need to do to accomplish that. I feel just lucky that you found us, right? You could have done it in a different model but I think that this model really suits you in a way that you know you can be will travel the world with your children and keep growing and building and live the life of your dream and it's just amazing to watch.

Valari: Well it's really weird to us that we are on the podcast because like it was just like a little while ago less than a year ago that we just kind of heard this you know? But it just goes to show this is possible and it's so worth it. It's worth the hard work. You know it's not a magic bullet. It is in a way because it's a plug in my system but you have to be willing to put the work into it and you have to take action, you know?

Mark: Absolutely, absolutely. Scott Todd, tip of the week?

Scott: Oh how do I take away from that?

Mark: I know. I know. I mean do we even do a tip of the week?

Scott: No we have the pass today Mark.

Mark: I think the tip of the week is you know if you know Jon and Valari can do it they've got a big life. Not everyone is going to have two small children, start this being pregnant, and have a full time job. If they can do it and they were able to get up at 5:00 in the morning, go to bed late, take action, follow the recipe with Scott, you can do it too. It's so inspirational.

Listen to this podcast again and again and just know that you know I'm not special, Scott is special but John and Valari you know like we're all just do like we just had a big why and just executed on it and nothing was going to stand our way and do it. So I want to thank you guys so much. It's so incredible to hear and we will ...

Valari: Yeah. If anyone wants to reach out to us at any point and needs some encouragement let us know because we can just kind of tell you our story or whatever and help you push through as well.

Mark: Yeah, I mean if you are on the fence about Flight School we will have you call John and Valari and talk to them.

Valari: Yeah, for sure.

Mark: All right. So I want to thank all the listeners. You know please if you're enjoying the podcast, you're getting value out of it, please subscribe, rate and review the podcast. Send us a screenshot of that review to Support@TheLandGeek.com we're going to send you for free the passive income blueprint, I'm sorry the *Passive Income Launch Kit* which is a \$97 course for free. So please do that. All right, are we ready? We are going to do this?

Scott: Let's go, Mark, ready?

Mark: One two three...

All: Let freedom ring.

Scott: They did it. They got their freedom back.

Mark: It's good. It's good.

Scott: It's actually good they got freedom.

Valari: Yeah that's what it is. It really, really is. They've got freedom, really great. Scott just like you said.

Mark: It's great. All right well thanks again and we'll see everybody next time.

[End of Transcript]