



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

**Mark and Scott talk with: 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](http://www.TheLandGeek.com) and for this week's Round Table podcast we have Jeannie feeling better Morem. Jeannie how are you?

**Jeannie:** Doing great. Thanks for asking.

**Mark:** Great, great. Jeannie has been a little under the weather and finally got a good diagnosis. So great to have Jeannie back and then of course we've got, *I love it when you call me Big Poppa* - Tate Litchfield, the big poppa. How are you Tate?

**Tate:** I'm good. Happy to be on the call this week.

**Mark:** It never gets old for me by the way.

**Tate:** I don't think it gets old for anyone. Maybe Scott Todd but everyone else I think they like it, they like it when you sing.

**Scott:** I think I came up with that title, didn't I?

**Tate:** You might have [00:01:11] [indiscernible].

**Scott:** I said that's what we're going to start calling him.

**Mark:** Yeah, but only I know Biggie Smalls I think within the Round Table.

**Scott:** Well now I walk around, like my wife and I will go on walks and I'm out there rapping you know like, "I like it when you call me big poppa." She's like looking at me like I'm crazy, "Shhh be quiet, be quiet." I'm like, "We're the song baby."

**Mark:** Yeah. By the way in June, Tate, Kanye is dropping another album.

**Tate:** I saw that, yeah. Are we going to go this time?

**Mark:** To see Kanye? Yeah absolutely.

**Tate:** Let's do it.

**Mark:** Yeah.

**Tate:** In the bucket list.

**Mark:** Exactly. And then of course we've got the six Sigma - Scott Todd: ScottTodd.net, LandModo.com and of course if you're not automating your Craigslist and your Facebook postings PostingDomination.com/TheLandGeek. Scott Todd how are things?

**Scott:** Mark they are great. How are you?

**Mark:** Good, good. So it's just the four of us today on the Round Table so this will be interesting, it will be fun. I think as the first sort of topic we should discuss Mimi Schmidt our newest coach and what that was like having Mimi come out on Nite Cap last week and discuss her journey. So Jeannie let's start with you what was it like listening to Mimi? What were some of your takeaways?

**Jeannie:** Well, I really enjoyed the interview because the gentleman asked her some great questions and it really opened her up and she said there were a couple of things that I really enjoyed that you gave her a lot of hope and Bootcamps. She's been to a lot of Bootcamps, she's been doing this for about three years and something that you told her early on that this could take two or three years to do, this is not a sprint it's a marathon and I really

enjoyed hearing that because as you mentioned earlier I haven't been feeling very well and I was diagnosed with [00:03:15] [indiscernible] fever but I've been sick for months and I've been really beating myself up about not going quicker or faster with Land Geek and I enjoy it. But listening to her she said you've got to go at your own pace and don't beat yourself up and I really feel that's important for our listeners to understand that because again something else Tate said after he came back from vacation, there's no such thing as a land emergency and I really appreciated that because that helped me relax a little bit. It made me realize yeah let's just we buy it and then we sell it you know and I also appreciate what Scott says too it's all about mailing and marketing and you guys keep repeating that over and over and over and you make it simple and profitable for us.

So now also she got started by listening to podcasts so I'd also really I think that's important too because that's how I found out about you Mark and I really encourage our listening audience to listen to the podcast. Listen to Nite Cap because you get a lot of information from these podcasts that don't cost you anything, valuable information.

**Mark:** No, absolutely and it reminds me of two of my favorite quotes the first is from Zig Ziglar, "If you'll do for the next 3 to 5 years what other people won't do you will be able to do for the rest of your life what other people can't do." And you know 3 to 5 years to have financial freedom in the big scheme of things is not so bad but often what happens is and this is the other favorite quote of mine from Tony Robbins is, "We overestimate what we can do in a year and we underestimate what we can accomplish in five." And so being able to sort of extend that time horizon, extend out those expectations and embrace the sack I think really helped Mimi sort of be the tortoise and not the hare and get to where she wanted to be. Look, let's face it she hunts terrorists all day long, she manages 150 people, she's got three kids, a husband, she's got a big life and for her to take on another thing was especially difficult, especially complex and yet here she is doing it. Scott... Yeah, go ahead Jeannie.

**Jeannie:** I'm sorry. You're right she said slow and steady but she also said you know if I have this cracked that she's going to quit her job.

**Mark:** Yeah, she's going to quit her job which was the ultimate goal I think for her in the beginning because she wasn't spending enough time with her family it was just you know it's a taxing job. It's kind of like what I say to Mike Zaino look you've paid your dues, you've saved enough lives like why keep taking all this risk. So if we sort of substitute risk for stress for Mimi she's sort of in that same boat. Scott Todd how do you sort of manage expectations? You know like Tate and I might haze you, we might have the

same property in the same area and you know it takes you two weeks longer to sell it or whatever it is. How do you manage your expectations about what it is to achieve your goals?

**Scott:** Well I think first you have to understand like that any time horizon is artificially set. We set our own time horizons and as Jeannie said there's no one standing over you saying like you have to do this in two years otherwise, you have to quit. Like there's nobody putting pressure on you but you. You are the only one that gave yourself that deadline and while we want to achieve the goals that we set the reality is that if you don't achieve it, it's okay.

I think the most important thing is one, having a goal that you're working towards and two working smartly so that you can achieve what you want to achieve. But essentially at the end of the day if I fall short it's okay because I'm moving the needle in my life, I'm beginning to move the needle to where I want to and I think Mimi is right. The thing about Mimi is she did take a long-term perspective on this and another person right now that's taken a long-term perspective on this is Matt Phoebe. Matt is like one down, one month down I forgot whether it was two years or three years you know another 35 to go and that's okay. Like it's okay to give yourself that time horizon. There's no one standing over you saying get this done or otherwise you can never buy land again.

**Mark:** No, absolutely. Tate go ahead.

**Tate:** Well I was going to say and with respect to what Scott was saying one of the biggest areas that people tend to stress themselves out in this business is they'll buy a piece of property and they'll say the timer starts today. If I don't sell this land within 30 days or 45 days then I'm just going to wholesale it and move on to the next property and the reality of it is we can't force anyone to buy our property. So setting that artificial deadline is something out of your control.

I've gone several... I've had weeks where we didn't sell anything and then the next week rolls around and you sell all of your inventory. So you can't really determine when people are going to buy and by setting those deadlines on your sale I think you stress yourself out. You prevent yourself from really growing because you're in a constant state of panic and that's something that Mimi has avoided. She's said, "I'm going to sell this land when I find the right person for it and when I find that right person they're going to pay me X amount," and that's one of the things I really respect about her is she's got her head on straight and she understands that I can't force anyone to buy what I'm selling but I can control the marketing, I can

control how many people see my properties and that's why she's been successful.

**Mark:** Yeah, I love her grit and the fact that she keeps getting knocked down and get backup, knocked down and get back up. Go to a boot camp get reenergized and at boot camp if you watch Mimi she's really taking that weekend to work on her business because it sort of a force boundary for her because if she were home she got so much going on it would be hard for her to focus. So she comes all the boot camps simply just to do the work. I mean she's heard all my jokes, she's heard Scott's jokes and you know probably sick of them by now, maybe not but probably but she takes her time and moves the needle a little bit every single boot camp and takes that time. I think that's been sort of a critical piece of here success that probably gets overlooked just forcing. It doesn't have to be extreme as traveling across the country to go to boot camp but doing something relatively extreme, holding yourself up for an extended period of time to work on your business however that might be. Jeannie what are your thoughts?

**Jeannie:** I agree and I think that if by setting those expectations it's going to help people be more successful because in our culture we want to go fast and we want to have immediate gratification but the more we here of people going slow and steady we're going to find more success. I think this is why your podcast is so important because it really encourages people to keep moving forward.

**Mark:** Yeah, I know absolutely and from day one even in the beginning of our web class we tell people right away if you are looking for get rich quick you are on the wrong web class. This is a get rich slow model and if someone sort of in real estate promising fast, immediate results they're being disingenuous. Because the reality is there's only a few things you can control in this business, which is going to be your mailing and marketing what the market does with it is really out of anyone's control.

And like what Tate was saying, there's no reason to freak out if you haven't sold a property in 30 days you just need to change something. Maybe you need to lower the down payment, maybe you need to raise the price, maybe you need to lower the price, maybe you need to change your title who knows but something needs to change. It doesn't necessarily mean well it's a crap property, nobody wants it let's just wholesale it out and go to the next one, right? Tate what do you think?

**Tate:** No, I couldn't agree more with you. I think that is very well said and some things are just out of our control but if you keep at it I've said it time and time again this is an if then statement kind of business. If you do this

then this will follow, if you mail then you will buy land, if you market then you will sell land. But if you don't do anything then nothing is going to happen. It all starts with you and your actions.

**Mark:** Yeah, absolutely. Let's see if we can pick Scott Todd's geeky genius brain. So Scott one of my favorite shows recently has been *Hack My Life* and they'll do like these crazy stories sort of DIY projects and hack their lives and make things better. You know, just crazy things like don't have any candles right a [00:12:57] [indiscernible] it can act like a candle they're like work and they show all these things. How would you from a mindset perspective hack someone's expectations?

**Jeannie:** Oh that's big.

**Scott:** Oh man.

**Tate:** Geez that's a curve ball right there.

[00:13:17] [indiscernible]

**Mark:** Notice that I didn't ask Jeannie or Tate.

**Tate:** I'm good with that. I'm listening.

**Scott:** I was thinking about this today you and I were doing a podcast earlier today and we were talking about... I forgot exactly what we were talking about but I started thinking about like when I was working in my job and I kept myself motivated because that daily grind is brutal. I mean I know it, I still remember it like you know the fact that you're trying to do your job, the fact that you're trying to support your family, the fact that you're trying to do quality time with your family and then you're trying to scale something so that you can achieve the freedom that you want is brutal.

I was thinking about like my routine back in the day. I remember like every day I was actually going to try and find the book today like my notebook. I had a notebook and I wrote down, every morning I wrote down the five big goals that were important to me and they didn't have a timeframe on it which I know a lot of people like to put down time frames. You know I will replace my income in 12 months, I will... to me it's not about the timeframe. You make the goal big enough and you start working toward it you will take that little goal that you have and it will just like get consumed.

So I wrote down the big five goals that I wanted and I wrote them down every morning and every night before I went to bed. I remember sitting in my office, I'd break out this notebook, I'd start writing down my five goals and then what I did was I would write down at the end of the night, at the end of the day I would write down the five thing. I couldn't always think of five things but I would write down the five successes that I had and then I would write down my five goals again and so every day I was trying to write down 15 things. Five goals in the morning, five goals in the afternoon or in the evening. I would close the day with the five successes that I had and sometimes you were like stretching for success.

It wasn't like hey I made a sale, I made five sales, I can go find that where I made five sales but you know what if I just did something towards my business, something towards my goals I don't care how small it was it was a success or I would judge it as a success. in life is the Army by sale 105 sales you know if I just do something towards my business, something towards my goals I don't care how small it was it was a success or I would judge it as a success. Sometimes I wrote down three, sometimes I wrote down two. My goal was to do five and I think that's how you hack it. I think that what you do is you come up with the big things, the big goals that you're trying to achieve and every day you've got to figure out what did I do today that I should pat myself on the back for. I don't care if it's just like I added a name to my buyer's list that's a success.

Look today Mark you and I like one name to my buyers list I would say that's a failure for the day but it would still be a success because it was better than yesterday. Yesterday I had like what 7000 people now I've got 7001 or whatever the numbers are. Even what you would judges as not success is still a success, it's moving you forward.

**Mark:** You know it's so true. I mean I remember developing Geek Pay then I thought well you know I had no expectation for it. I thought well this is just a long-term project and mentally I thought well it'll do what it does and today we're at over a thousand users, which if you told me it would take three years to get to a thousand users I don't know what my answer would've been if that was good, if that was bad, but today I'm really proud of it. It's a platform that works, it works well for us, it works well for my clients and maybe one day it will work well for other vertical niches that want to automate payments.

But I think it would have been... I actually remember complaining to everybody about how hard it was and how I wanted to quit and how whoever's starts a SASS product is crazy, it is the worst business model ever and now I am on the other side of it and more at peace with it. So I kind of

get that whole you know expectation of why is this taking so long, why is it so hard and then getting the other end of it and just being proud that you know what I'm working towards a big goal that's bigger than myself that's hopefully is going to outlive me and really make an impact on the world and that's enough. I think that's enough. What do you think Jeannie?

**Jeannie:** I love that model. I love Scott's idea because as Scott was talking I think about where I was last year at this time and last year at this time I never even ever thought about owning a piece of property and now I've bought property, I have sold property, I'm on this podcast. So I love that idea and I think that's how you can even push yourself even further and faster by doing Scott's model. I love it.

**Mark:** Yeah and it even helps to have a Tate in your corner that says, "You know what, you will do it otherwise you've got to face me." Tate that's sort of the value of coaching just in of itself is having that other person keep you accountable.

**Scott:** Or on Flight School crazy guy yelling at you it's time to mail now, mail.

**Mark:** Oh yeah Flight School.

**Scott:** Push the buttons.

**Mark:** We can make you do it.

**Tate:** Yeah, but having another person in the same position as you are, somebody who cares about your success and wants to see it that's motivating. That's something that I don't know if more people have that in their daily lives I think would go further in life, they'd get more done, they would feel better about themselves but that's one thing that I can say that I try to do with all the people that I get the pleasure of working with is I care about them genuinely. Now if they're not going to do what they tell me they're going to do then we're not going to work together.

**Jeannie:** You know that is the key to Land Geek because Mark all these people that you surround yourself with and these coaches really care about people and it's coming through the podcast, through boot camps. I mean you've done a very good job at finding genuine people that really care about people.

**Mark:** No, it's really I am really blessed in that way and when I do my little gratitude journal every morning I mean every day I'm writing down Scott,



Tate, Danielle, Mike, Scott Bossman, Erik Peterson, Bear Land - Aaron, Jeannie, you know the team or whatever it is. Like it's just I'm so grateful for it because I can't tell you how that happen, like how did I get lucky like that but I think it's one of those things where if you do something long enough that you know what that's phrase like luck is when preparedness meets opportunity. So I was prepared for it, I recognized it and I'm like Tate boom and off we go. Tate how long have we been doing this now? It seems like yesterday.

**Tate:** Four years.

**Mark:** Well it's nuts.

**Tate:** Yeah, I mean it's a long time. Still not bored of each other, still not tired of each other.

**Mark:** No, and that's a great thing. It's like when we see each other at boot camp it's like it's such a breath of fresh air. It's like so nice to get together again and see each other. It's hard work, but you know we all enjoy each other and I think even Jeannie will tell you like she comes to the podcast like we all genuinely enjoy each other.

**Jeannie:** Yes, we do and you feel it when you go to boot camp. So as soon as we walked in and I'm partnering with my husband but he works full-time and so it's really hard. So I'm doing most of it but as soon as he walked in he could feel the positive energy that all of you gave off and we went to break and he said that's the group I want to be a part of.

**Mark:** Yeah, that's really special. So I think that's sort of the a good segue to go to the next topic because we're just not going to beat that Kurt Richter's or Kurt Morem's story which is the case study that Scott Todd is going to share.

**Scott:** So today Mark, today we actually had a sale I was talking about it because it's funny how essentially you know the numbers tend to line up some times. So there's a property we paid \$4000 for the property and we sold it for on terms for 19,000. So that's almost 5X, right? You know almost 500% return there and it's paid over five years. So it's a 60 month note and again we paid \$4000 for it.

We were asking for \$1000 down and when the guy called up and was asking about it. We said hey listen we will sell it to you. How much do you want put down? He said, "Well can I do a thousand?" We're like sure but you could you do more? Because if you can do more we can get the payments lower,

the timeframe lower and he said yeah I can do \$1500. So we collected the \$1500 down payment today plus the doc fee so that was \$1749 and remember though we're only into this thing for \$4000. So now after I got my money back I'm \$2500 into this thing, he's paying 300 a month for the next 60 months not bad and my annual return the number that I think is more important than just the normal return, the annual return is like 140% a year.

Like I can't get 140% anywhere else but it does raise the question of like people want to get higher down payments. I want a higher down payment but the challenge here is that you can't always go after what you want. You have to go after what the market will bear unless you want to stay on this property for a while because you could find a buyer. I could have asked for \$5000 down or \$4000 down, I could have been out of it but I probably wouldn't have sold that property for three, four, or five months waiting for that one person to come. Why would I do that? Why would I not just get it sold, get as much as I can and move on? But that's kind of a challenge I think we see people see, right?

**Mark:** Yeah. Tate, what's your takeaway?

**Tate:** You know I think it's perfect. I think Scott nailed it. I had a deal recently where the numbers that I was asking for were significantly higher than every other comp in the area and so the guy got on the phone with me and said, "Well you know I'd like working with you. I want to do business with you but you guys are charging 30% more, how come?" You know I explained to them that hey you're working with me and that's worth something, right? No, I'm kidding but we ended up going back and forth a little bit and he beat me up on that price a little. I did not sell the property for what I had hoped for but the truth is I sold it for what it was worth. I sold it for what the market demanded.

Although I would have loved to get all of my money out in the first 12 months it's looking like it's going to be a 15-month deal. It doesn't mean it's a bad deal or anything like that because the return is still there. But sometimes we don't have control over this and the larger your down payment the fewer the number of people that are going to be willing to buy the property from you, right? The higher you go up inevitably the smaller the buyer pool. So you have to keep that in mind when you're buying your properties.

**Mark:** Yeah, yeah absolutely. Jeannie, what's your takeaway?

**Jeannie:** I love it. I'm not on terms yet I sell my property for cash right now but I totally agree with both of them. Because if I was a buyer if you're expecting me to pay 1500 versus 1000 if I can't pay the 1500 I'll pay the thousand so give me that opportunity to do it and I'll buy it but I won't do it for 1500. So I totally agree with them. You have to go with the market and what people are willing to pay. You're still making a profit.

**Mark:** No absolutely. I do think that you could have sort of this mindset that you've got to get these low down payments which can actually pigeonhole you into never getting a big down payment and then you could be on the opposite end of the spectrum where because of what your financial situation is you're insisting that the market bend to your will somehow and you get a big down payment. I think the reality is there needs to be flexibility. Like I always tell people I'm flexible like a yogi. I'll do whatever it takes to get that deal. Now would I like a larger down payment? Absolutely. Will we negotiate like Scott Todd to get larger down payment? Absolutely. But do I insist on it? No. Tate?

**Tate:** Mark, if you have to have a big down payment are you buying the right properties?

**Mark:** You are probably not, probably not.

**Tate:** If you have to have a \$2000 dollar down payment on a 4000 dollar acquisition because without it your business is dead in the water are you buying the right properties?

**Mark:** I'm probably not. It's not that I'm not buying the right properties I'm probably not capitalized well enough is what it is. I have a capital issue.

**Tate:** Which we can solve obviously, right? You can go in sell your notes. There's other ways to do it. But if buying one property uses up all of your capital then I don't know if that was the right property to buy right away. I think you need to organically grow into the more expensive properties, right? Everybody wants to start off hunting after those \$500 a month payments. But in reality, everybody needs to start with the \$50 and the \$100 ones because that's where you're able to grow and you're able to predict it and everything. At least that's my opinion on it.

**Mark:** Jeannie?

**Jeannie:** I couldn't agree with Tate more because that's what I've been doing and I've been doing the less expensive properties and what Mike has been teaching me is go quickly. Go through the process so you learn the

process. So I've been buying properties very reasonably and flipping them at very good price and that's where I'm at. I'm just doing the cash process right now and then building and building the business. I couldn't agree with him more and that's when you're going to feel more successful and you're going to keep going because you're building traction. So I totally agree with Tate.

**Mark:** Yeah. Scott Todd?

**Scott:** Well there's a thing maybe I should write a book Mark like you know maybe I should write a book about many topics but maybe this is one of them, but I do believe in the art of the first deal right? Like there's something that happens when you've done a deal and I don't care if you feel like it's the ugliest deal ever. The fact that you went off and sold a piece of land and you went full cycle on it. All of a sudden it's like you realize boom I can do this. All of a sudden you start to see like holy cow people will pay me because what happens is I think we get into a lot of... I think we put ourselves in the buyer's shoes a lot of times. We assume that they won't pay \$99 or we assume they won't pay this amount of money because maybe we wouldn't pay that amount of money, right? Or we think like, "Oh someone doesn't have \$15000 cash lying around for a property." We don't know what they have, okay?

So what we have to do is we have to just do a deal. The minute that we do a deal our confidence level rises. We start walking like we've never walked before. We're happier here. As Mark told me the day I walked out on my corporate job the sky is bluer, the food tastes better. The minute that you do that all the other things go away, all the self-doubt, all the pressure you put on yourself goes away. My first few deals at \$99 down \$99 a month.

I remember a Land Geeker came up to me at the very first Bootcamp that I was at and he's was like, "What did you do on your first deal? I'm like \$99 down \$99 a month He's like, "How much did you pay for the property?" I said, "\$4000." He said "You realize it's going to be 39 months before you get your money back? I'm like, "Yep I know that." But I also knew me if I could get some traction and get going and start jogging, then I could start running. But if I never got off the ground because I had a lot of self-doubt well then I would be doing ATM investing right now.

**Mark:** Yeah absolutely. So speaking of getting off the ground and dare I say flying, Flight School for June is coming up before you know it and if you want to learn how to execute in real time with all OB one himself Scott Todd and the mini bat then just go to [TheLandGeek.com/training](http://TheLandGeek.com/training), schedule call with Mike Zaino or Scott Bossman and they will give you the rundown of how

your life is about to change with Flight School. Jeannie Morem is it too much hyperbole to say it is life changing to go to Flight School?

**Jeannie:** Oh it is life changing. Just what Scott said was life-changing. I'm here shaking my head running, jumping, and doing cartwheels because Scott is absolutely right and it doesn't matter as long as you make a profit just keep going and just that first deal as he's describing it I'm feeling it. I'm getting so excited that it wasn't that long ago that I sold my first property and I get so excited listening to him.

But also I was thinking the other day I was in the mall here in Scottsdale and I know there is money there and when you put it in perspective I saw women buying \$500 purses. I have sold land for \$500. So you never ever want to assume that someone is not going to pay that price for your property because they're buying \$500 purses which I think is not a very smart business deal on my perspective. Go buy land instead of a purse. So yeah you can't assume that someone is not going to pay that price for your property.

**Mark:** Yeah absolutely. If you want to buy a \$500 dollar purse well get yourself five notes at 99 bucks a month right? Have that note paying for a purse every single month.

**Jeannie:** Yes.

**Mark:** That's what you want, right?

**Scott:** Then your purse would only cost \$125 dollars.

**Jeannie:** Yeah.

**Scott:** You invest \$125 and the next thing you know boom you've got people sending you money.

**Mark:** Yeah exactly. I mean Tate and I always are joking like we don't pay for anything. Our borrowers pay for everything and that's how you can structure your life. If you want things or you want to go do experience things and be like Tate and Jet Ski around the world have someone finance for you. Sell some land, owner finance it, it starts off slowly and then it builds. So I definitely encourage everyone listening to this that hasn't gone to Flight School to definitely learn more about that because that execution in real time, the accountability, the knowledge, it includes the Tool Kit, you get everything. It's like a land geek in a box. I don't think there's anything

better and then you graduate from that and you get Tate for one on one coaching. So it all starts there.

For my tip of the week because Eric and Mike aren't on, my tip of the week is I don't know if you guys know this or Jeannie you know this May 28th *Dirt Rich* is officially launching. So if you want to get on the list to get literally thousands of dollars of bonuses with the book just go to [TheLandGeek.com/Dirt-Rich](http://TheLandGeek.com/Dirt-Rich), put in your email, download for free the first chapter and then we'll start letting you know when the launch is happening and how you can get those bonuses. So I'm very excited about it, so far so good. Like the reviews have been pretty good. Jeannie, have you read it yet?

**Jeannie:** No but I was going to ask you we can get it on Kindle right now for 99 cents? Can we do that now or not?

**Mark:** Not yet, not yet. It hasn't officially launched yet but to we're going to work on it.

**Jeannie:** Okay.

**Mark:** Yeah.

**Jeannie:** You know what Mark? You know what I'd like to do? Maybe our listeners would like this too. I'd like to get the Kindle version and the hard copy version. I'd like to get both of them because sometimes you can't get reception if you're using like your iPad or something. So it's nice to have a hard copy too.

**Mark:** Yeah absolutely, absolutely. Scott Todd, are we good?

**Scott:** We are good Mark.

**Mark:** All right, Tate?

**Tate:** Yap. It was a really, really good call.

**Mark:** All right fantastic. Well, I want to thank all the listeners and I hope everybody is getting value. Please, please support the podcast, subscribe, rate and review the podcast. Send us a screenshot of the review to [Support@TheLandGeek.com](mailto:Support@TheLandGeek.com). We are going to send you for free the Passive Income Launch Kit course which is normally \$97 dollars. So please do that and we're ready. Are we doing this?

**Scot:** Let's do it, Mark.

**Mark:** Now that Bear Land is not on it should be pretty smooth,

**Scott:** We should nail it.

**Mark:** Yeah. One two three ....

**All:** Let freedom ring.

**Mark:** Not bad.

**Scott:** Boom we did it.

**Mark:** We did it. We did it. You know Bear Land is with Missy right now, happy Birthday Missy.

**Tate:** Riding the buggy to town.

**Mark:** Riding the buggy to town and hopefully Bear Land Aaron is spoiling Bear Land Missy. It's all good. It's all good. So Jeannie what's for lunch today?

**Jeannie:** Nothing exciting just leftover chicken.

**Mark:** I've got to pick up my daughter at 2:00 so I got to do something relatively quick. I can't do one of my long leisurely Tate Litchfield type lunches where you know they cycle.

**Tate:** I had a long leisurely brunch today. It was I rode my bike, met Alison and the baby at one of her favorite breakfast stops, had a nice breakfast, enjoyed the sun, the cool weather, came home worked a little bit, and now I'm here on the podcast. So how good is that? That's a great Tuesday morning.

**Scott:** Mark makes me like work during my lunch hour. That's crazy.

**Mark:** Makes you?

**Scott:** Yeah.

**Mark:** We're getting free mentorship from these guests.

**Scott:** True, true that, true.

**Mark:** We had a lot of fun today.

**Scott:** Yeah it was fun.

**Mark:** Whatever.

**Scott:** Chuckles, good chuckles today, man.

**Mark:** Good chuckles good chuckles. So you know what we should do in the Facebook group the Mastermind and the official Mastermind group and the VIP group we should pose the question, "What is your perfect day? Like when you wake up to the time you go to bed what does your perfect day look like and how can you make that a reality?" Because I think a lot of times we have great days but we are like was it a perfect day? Like what would that actually look like?

**Scott:** That's a good question.

**Mark:** I mean we would have to keep it G-rated. I know what Jeannie is thinking but ...

**Jeannie:** Oh no.

**Mark:** We've got a great sex podcast so no. I'll assume by the end of the morning the great sex is included in your perfect day.

**Jeannie:** Yes it is.

**Mark:** I'm blushing.

**Jeannie:** Me too. I am blushing.

**Tate:** I've got nothing to say that.

**Scott:** That's how we end today, Mark.

**Mark:** That's how we end. All right, well thanks everybody for jumping on.

**Tate:** Thanks.

**Mark:** See everybody next week.

*[End of Transcript]*