



# THE LANDGEEK

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

**Mark and Scott talk with: Erik Peterson - LandOpia.com, Tate Litchfield - FrontierPropertiesUSA.com, Aaron Williams – BearLandProperty.com, Mimi Schmidt 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), hello Land Geek nation. For this week's Round Table podcast we've got the usual suspects and we are going to be doing something a little fun today on Zoom. We are actually going to try to go Live on Facebook right now. So I'm going to try to do this and as I do this we have a few topics to discuss with the usual suspects.

We've got the Big Poppa - Tate Litchfield, we've got the Technician - Erik Peterson, Bear Land - Aaron living in Amish Country, we've got The Terrorist Hunter - Mimi Schmidt and we've got the Go-Giver - Jeannie Morem. Of course last but not least you know him, you love him, Six Sigma, I don't even know he's got so many new nicknames now The Brain, The Professor, it's Scott Todd from [ScottTodd.net](http://ScottTodd.net), [LandModo.com](http://LandModo.com) and if you're not automating your Craigslist and your Facebook postings [PostingDomination.com/TheLandGeek](http://PostingDomination.com/TheLandGeek).

So I'm going to start streaming the podcast right now in the group and we will see if we get any questions. So it looks like it's working here. All right, so we've got a few topics to discuss on this fine day after Labor Day by the way. So it's interesting when you don't have a job to go to what do you do on Labor Day? Like is your Labor Day any different than any other day? Like is it just like, "Oh here's a good way to get a sale." Like Jeannie what do you do on Labor Day?

**Jeannie:** I was actually mailing. I was home. I wasn't out in the pool or anything. I was actually working.

**Mark:** You were working, all right, cool. Erik Peterson what did you do on Labor Day?

**Erik:** Well the kids were home from school so we just kind of took it easy. I did a little bit of work in the morning but yeah just spent the afternoon and the rest of the day just hanging out.

**Mark:** Yeah, yeah. Mimi, I can imagine at the Department of Defense do you get days off. Was there even such a thing as Labor Day?

**Mimi:** Oh yeah. Well, the government would have the day off but then the consulting companies that we worked for didn't a lot of times. So we'd go in. Sometimes they'd let you work on their stuff. Other times we'd have to find research projects for the staff. So R&D days lots of times.

**Mark:** Okay, okay. So did you have a good Labor Day?

**Mimi:** I did. I found this sports bar on top of the Hampton Inn that overlooks the Nets baseball stadium. So I didn't have to pay all this money for tickets. We just went up there and watched a couple innings of the game. I didn't have to stay the whole time. The Cardinals beat the Nationals but it was still a fun time.

**Mark:** Go Redbirds.

**Mimi:** Yeah. All I had to pay for it was valeting my car. It was great. I will do that again

**Mark:** That's amazing. Tate, I guess you took a longer bike ride than normal.

**Tate:** Yeah. I don't know. It was kind of a just normal Monday for us. We just rode bikes, had a barbecue, swam in the pool, looked at some emails but kept it pretty easy.

**Mark:** Yeah. Bear Land Aaron how about you?

**Aaron:** There was this festival right in our area called the Blueberry Festival and it's about 500000 people show up to attend it. For fundraising for our marching band, we parked cars on like a private five acres or something like that. So Thursday or Friday through Monday for about from 7:00 am till 9:00 am I parked cars in the hot sun. So I got my full years' worth of labor in those four days so kind of the opposite of everybody else.

**Mark:** Vey cool, very cool. Scott Todd, Monday, Friday, Saturday, Sunday it's all the same day for you, isn't it?

**Scott:** Yeah. I really couldn't tell you the difference between Friday or Monday. Like I didn't even realize it was a holiday. My kids go to school they are like; "We're all from school, Dad. I'm like, "All right. Prove it."

**Mark:** Right. Yeah. Yeah, it like a harder work.

**Scott:** I'm a little hung up on what Bear Land said though did he say they parked cars or Amish buggies?

**Aaron:** Yeah, we parked cars Scott. We parked cars.

**Scott:** I'm confused.

**Tate:** They just feed the horses. You don't have to park them.

**Scott:** Yeah. There you go.

**Mark:** You guys look don't mess with Bear Land Aaron. He rides motorcycles. You know he's going to go all Sons of Anarchy on you guys at BootCamp. So this you know I wouldn't mess around. So let's segway to actually our topic for discussion which comes up a lot which is probate, do we do probate deals? Do we look hard at probate deals? What do you do if the deal is a probate deal? Just for clarification Erik Peterson do you want to just define for Land Geek listening nation what a probate deal is?

**Erik:** Sure. I'll do my best. So a property that requires probate to be transferred is basically one where the parties on the deed have passed away and there was no executor of the will assigned, the will wasn't in place that

transferred the property somewhere else. So what has to happen is depending on the estate and how it gets settled a lawyer gets involved, they assign a representative and there's this whole process of legal filings that has to be done in order to basically clean the title and move it to potentially some heir. That's my non-legal definition.

**Mark:** Okay great and Tate Litchfield what are the negatives of a probate deal.

**Tate:** Well they take forever. I think that's the biggest negative. Sometimes you can't even ... I mean when I come across a property that needs to go through probate personally we walk away from it. We don't spend any time working on any property or deal that we can't buy immediately. So if you don't have legal right to sell the property, go get that legal right and then come back to me when you have it. That's our approach.

**Mark:** Jeannie let's say that it's a probate deal and...?

**Jeannie:** I stay away from them.

**Mark:** You stay away from them?

**Jeannie:** Uh-huh. I've actually talked to Tate about it and Mike but I just move on because I don't have the experiences the rest of you gentlemen and Mimi. So at this point in my working process, I just move on.

**Mark:** Okay. Bear Land - Aaron how about you? Any probate deals that you would do?

**Aaron:** If the sale value of the property was high enough I might consider helping the probate along, but I haven't run across any that made that like basically worth it to me. I get them all the time that need probate and I will let the person know. Sometimes I'll give them depending on the state give them a website that will give them some information and let them decide if they want to pursue it or not. If they decide that it's worth it to them to pursue it to get back a hold of me when it's finished and then the properties in their name legally. But like Tate I'm not going to really spend any time screwing with it.

**Mark:** Yeah. Mimi Schmidt has a really good recent probate story. Mimi do you want to share what happened?

**Mimi:** Sure. I got an accepted offer last summer. My acquisitions manager took it and it was probate issue and so that's one of the questions on the

intake process, right? Whose names are on the deed? So she explained to him you know we can't do this you'd have to take it through probate. This was the son the parents both had passed and owned some other properties too so he thought it would be who's down to go through probate because there are multiple properties, not just that one. Because sometimes if it just one property it costs more in probate than the property is worth, right?

So he kept in touch with my acquisitions he just emailed everyone while looking for a status. So he finally closed maybe a month ago and so he came back and we closed I bought the property. But then my issue was I had all of this paperwork from him: the death certificates, I had a will, a domiciliary letter, and an order summary administration. I didn't even know what these were, right?

So I filed the death certificate, order summary administration, and the deed. It first got kicked back because he had filed the earlier summary administration in Marion County and so my county in Florida won't let me file paperwork if it's been certified in another county. So I had to get a certified copy. So my acquisitions manager had to literally send them a request get the certificate stamped on the document. But then she just uploaded those three again and I just modified that one and they took it last Friday. The only extra work was now we know what paperwork she and I both know what paperwork has to be filed and we had to get the certified copy of the one that had already been filed in a different county. So that was only additional work.

**Mark:** Okay, great, great. But otherwise, you would have passed on the deal if they didn't go through the legal expense of doing it.

**Mimi:** Yeah. I really had no expectation that we would hear from him again. So it was a pleasant surprise.

**Mark:** Yeah. I mean Scott Todd are there any deals where you look at a probate deal, do the math and say, "Okay this is worth the time this is worth the money. I'm going to close on this even if it takes six months. I might use a service like tax TitleTitleServices.com to maybe help me with this."

**Scott:** Well Tax Title Services can't do a probate. They can clean up something that needs to be an acquired title like through taxes.

**Mark:** Right, right.

**Scott:** But Mark like what one of the things that I've done is in the states that I work in and I have gone and look most attorneys they give you a free

consultation for like an hour. They're happy to meet with you to see what you have. You know like what I've done is I've taken some of these deals that need to be probated and I've gone to them and said, "Look here's the deal that needs to be probate that I turned down. So you know what would you charge to take this thing through probate?" You know find an attorney that's reasonable and literally, any attorney in the state can do it. It doesn't have to be an attorney in that county. It can be an attorney in the state. So you got to be careful of that. But you can also look at an attorney in that county. But typically they're licensed by that state and they'll do it for the whole state.

So you go you go to an attorney you get your free consultation. They will tell you, "Okay, or me to do this here's the price and here's what I need back from you or here's what I would need in order to pursue this." And then you make this as part of your checklist. Typically like in some of the states I've worked in if the property has gone through probate in another state just not in the state where the land is located it's typically about \$1500.

So I kind of have these attorneys that I know I would call and I always make the offer like, "Okay, listen I can't buy it today but if you can provide me with this information or you can provide the attorney with this information the cost is \$1500. I will deduct that from what I'm going to pay you or I'll deduct it from my offer amount and then I'll pay you the difference." I can tell you like I've made this offer so many times and people just keep saying, "No or I'll think about it," they just walk away. Literally last month in August I actually had a guy that said, "Okay like I got to get rid of the land so if you can help me, no problem." We had offered 2500, 1500 for the probate piece. We told that when it was done he would get \$1000. He's like, "Okay, sounds good to me." Then I was like, "Okay now we've got to get the attorney involved."

So it's a little unusual, it's a little weird and then it turns out that I had to pay the attorney like the \$1500 up front. So I'm like man if this guy doesn't go through or can't produce this stuff this will be the last time ever I ever make that offer." So that's the risk, right? I'm risking \$1500 or some portion of it because if he doesn't go through he's not going to bill me, but I am risking some money at play that this guy is going to come through. That's why I think that in the beginning, it's best just to say like, "No I'm not going to buy. Go do what Mimi did. Go fix it and bring it back to me." Because while you're involved in that and you're trying to figure out all these pieces you know what? Everybody else is just buying land and they are selling land. So which one do you want to do? Because until you have these systems in place that you can actually assign an intake manager to just following up

with this attorney man it's your time and your time is limited. So you got to pick the highest returning priorities.

**Mark:** Yeah that's great. Before I comment on that I just want to say that we have been successful in streaming live on Facebook. If you're watching this live or you're watching it on Facebook I would say tune in next week because we're going to do this again and we could do a Round Table where we just answer questions on Facebook Live.

Then I would say that in order for you to continue listening go to your pod catcher iTunes or Spotify or whatever it is to listen to the rest of the Art of Passive Income Podcast. Every Thursday we do release the Round Table podcasts and then every Tuesday we have our special guests that are experts. So please do that and I'm going to stop streaming.

So now let's talk about, so we talked about probate, I kind of briefly mentioned. So for most of us like just a quick show of hands you know Tate you'll pass on probate? Right, Jeanie passes on probate, Bear Land - Aaron passes on probate, Mimi would do it if they already did it and Jeannie is a pass. Erik, what's your take now?

**Erik:** So I've done it in the way Scott described where I actually hired the attorney. The difference is I didn't pay the attorney till the work was done, but it did take forever. I mean it took four months I feel like maybe longer. So I mean if there's enough money in the deal I'll do it, but I'm more likely to say go take care of it yourself after being through it.

**Mark:** Yeah. How much money did you make on your deal?

**Erik:** I made pretty good money on that. It was actually two properties. I think I only paid the seller a dollar because I had to pay for the probate and those properties defaulted at least once, sold for close to ten thousand on terms.

**Mark:** That's not a bad deal.

**Erik:** Not bad.

**Mark:** That's not bad. Wow pretty good. If those ever happen to come across your desk again Erik you know you can always partner with me. I've got 50 cents right now in my pocket that I will split that deal with you. So don't think I've got a shortage of change. Now a different sort of subject it's kind of similar is a Treasurer's deed. So, Scott Todd do you want to just define for anybody the Treasurer's deed? What is that?

**Scott:** Yeah. So what happens is when a property goes through the tax deed process and it doesn't get purchased or when it gets purchased at the tax process what happens is the tax collector will issue either a Treasurer's deed or sometimes called a Tax Deed one of those two things. When that deed comes out it's basically no different than a quick claim deed is what it is. It's like the county is just basically quick claiming you the property. There are like, "Here just take it. We don't know nothing about it. It owes no delinquent taxes because those have been paid but we don't know who the owner is. We're thinking that you're the owner you're good." So I can buy a property from the tax deed auction which is not a problem and I can turn around I can sell it. I can sell it on terms. I can sell it for cash. I can sell it. It's not a big deal.

However, what is a big deal is if I decide or my buyer decides that they're going to want title insurance on this property. So let's look at why they want title insurance. Well, maybe because they want to go build a property on this or build a house on this particular property and they're going to go to the bank. The bank is going to want them to have title insurance. The bank is going to want that title to be clean with someone protecting it or standing behind it. So that's the need for the title insurance. So if they're going to go build and they're going to build like right away well they're going to want to take out that land through the title process and if they do a title insurance company is going to look at and say, "Well we can't give you clear title on it or we can't give you title insurance on it because it went through the tax deed process."

Now every state has an amount of time which they kind of like they determine that the owner is you. You know like for example in Florida I think it's three years I think four years. In Colorado, I think it's seven years. Every state's going to be different. If you try to go sell the land let's use Colorado you try to sell the land within seven years no problem. Like other people can buy it anybody can buy it, but a title insurance company will not give you title insurance until after the seven-year mark after it's been cleared for seven years.

Now that said it confuses people like should they buy these things or should they not buy them and we are going to talk about what each person's individual strategies on buying them or not buy them. However, you can resolve that problem by taking it through a process called Quiet Title. That means you're hiring an attorney again and taking it through the process of clearing all the other owners. Depending on the fees and how many owners there were in the chain of title it could cost anywhere from 2000 you know \$5000 to take it through quiet title process. Otherwise, you can use a



service like the Tax Title Services that you mentioned earlier which could be as low as like 1,600 to clear that title. So you have to decide if buying something with a tax deed or Treasure's deed in the history is into your own risk.

**Mark:** Yeah. I mean you know I'm going to ask the Round Table what they would do if they would pass on an on a Treasurer's deed or if they would just avoid going to any type of you know auction situation. I think what's beautiful about our model is our letter writing strategy because we are actually getting these properties before they go to auction ideally. But let's say for example that if we miss it and it's a big auction's it's going to be a thousand properties we can buy up maybe 50 of them, right? It might be worth going. So Tate Litchfield would you pass on going in buying property at an auction knowing that your deed is a Treasure's deed.

**Tate:** No, I would buy them.

**Mark:** You would buy them?

**Tate:** Uh-huh.

**Mark:** Erik Peterson a pass or a go?

**Erik:** No, I would buy them too. I've actually bought some Treasure's deeds in the past. Typically when I get them you know from a letter-writing campaign they're going to be later in their term. Typically I'll see them like in the five to seven-year range sometimes beyond that but I don't usually see them sooner. At that, at that kind of range like I don't mind you know taking on a couple of years of that and dealing with it if you know any issues come up. But yeah I mean for the right price I'm going to buy them at the beginning too.

**Mark:** Right, right. Mimi, about you?

**Mimi:** No, I don't mess with them. When I read on one of the Colorado counties website it says you cannot warrant that property and I only sell properties with warranty deeds. So I kind of felt like if I sell it on terms by the time the term is up so will those, you know, the number of years needed. But no I just haven't messed with them

**Mark:** You could do a Special Warranty Deed which essentially says that you're warranting that during the time of your ownership there have been no liens or encumbrances or clouts in the title.

**Mimi:** Yap, it's a good idea. I could do it that way.

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

Aaron Yeah, I'll buy them.

**Mark:** You buy them?

**Aaron:** Yeah. I've got it, especially in Colorado. There's only one situation where I don't. There's a couple a couple towns in this county I work where I find a lot of Treasure's deed because I run into people that did, you know, tax lien investing and ended up with the deed then they have so many properties a kind of don't pay the taxes on them and they end up back on the list. So they get mailed to. A lot of times like Erik said they've owned them long enough that they're almost to the point where you know they're past like if it's Colorado the seven years or getting close already.

But there are a couple I don't if they're only maybe you know you just have to kind of compare the value of the property with if it's going to be buildable and it's an area that somebody is going to want to buy this and build on it whether it's worth having the amount of money in it to do the quiet title action. But a lot of times they shake out anyway because if it's a high enough value area the back taxes end up being so high in the property that it's not worth the buy anyway. But generally, I will buy them.

**Mark:** You will buy them. Jeannie?

**Jeannie:** I have one right now that I think I'm going to buy the land is really cheap. I have a question for all of you. I can quick claim that one though can I or do I have to do a warranty deed?

**Mark:** No you can quick claim it, absolutely.

**Jeannie:** That's what I'm thinking of doing because it is cheap and I want to do it just so I can try it out and experiment and learn.

**Mark:** But if I was your buyer I might have an issue with it. Scott, would you buy on a quick claim deed?

**Scott:** I wouldn't. Back up for a minute, I don't prefer. I have done it just depends on the situation. So like the few times, I've done it, it's actually been where I'm buying it because the attorney is the executor and he's just like I'm not going to take responsibility for it. So it was a little bit different

than, Hey, I'm just going to buy a property on quick claim deed from Jeannie." I wouldn't do that.

**Mark:** Right. Tate, how would you package it if you were Jeannie to the buyer?

**Tate:** You mean how would I sell it or?

**Mark:** Yeah. How would you sell it? How would you sort of explain it to your buyer that, "Hey I'm going to convey ownership to you via a quick claim deed and this is why I'm doing it this way and this is what you know the pros and cons of doing it this way are?"

**Tate:** I mean I would say exactly that. I would define how a quick claim deed is different from a warranty deed. I will explain to them why I can't give them a warranty and let them know that hey you're getting a great deal on this property because of the fact that it is a quick Claim Deed. If you want to go pay full price for something and buy it on a warranty deed so be it. It's going to cost double but hey if you want a cheap property there you go.

**Mark:** Yeah. I mean you can even say look it depends on what your use is going to be with the property. If you're going to go out there and you want to build your dream home...

**Tate:** This is not the property.

**Mark:** This is not the property for you. But if you want to use it recreationally from time to time and here's some things you can do in the future if you want to you know to be certain that there's no liens or encumbrances on this title. You just got have to wait this amount of years or you can go through this company we can go through a quiet title. So as a buyer, you have options, but as a seller I'm not going to take any risk of liability and give you a warranty deed this is why I'm doing it this way. But it's not like I'm just trying to pull the wool over your eyes, right? There's a logic to it.

**Tate:** Yeah. Be transparent, right. Be transparent, be honest, and be clear. But I mean it's not my preferred way of doing business but like Scott said I've sold plenty of properties on a quick claim deed under Jeannie circumstances and I've just explained it to people, "Hey this is what it is. It is what it is. Take it or leave it."

**Mark:** Yeah. Jeannie does that help?

**Jeannie:** Yeah. You would be surprised how many quick clean deeds I do. I do a lot. The reason why is because they first got my first property about it from an attorney and he helped me through the whole process and it's been working really good. I'm almost really embarrassed to tell you that but I do a lot of them.

**Mark:** You know it's so funny because Scott and I talk about this all the time. Usually, it's our minds that are the barrier like it's just in our imagination. No one's going to buy a piece of property from me on a quick claim deed or no one's going to buy a piece of property if you know it's Treasure's deed or this or this or that, but in reality in the marketplace don't judge it. Don't assume anything. It's oftentimes we create our own sort of story that well if this, this, and this happened that no one's going to do it. Well, that's not the case. How many times do people push back Jeannie?

**Jeannie:** I've not had one, not one. I'm really transparent though. I'll tell whatever they want to know. So I've really worked hard to build trust with my buyers. Again I've never had an issue. That's why this is really fun to talk about because I didn't know. I've never had a problem.

**Mark:** Yeah, Bear Land - Aaron?

**Aaron:** Most often I try to you know like you teach we try to buy a warranty deed. When I buy it quick claim or I'm sorry when I buy Treasure's deed properties especially from these people that have been investors they're savvy enough to know that they don't want to sell it to me on a warranty deed and they instantly try to quick claim it to me. But often enough I can talk them into a special warranty deed because at least they can say, "Yeah well I've owned it. You know I haven't encumbered it in any way or that sort of thing."

So then I buy it on a special warranty deed and then I can sell it on a special warranty deed. Then the buyer is a little more assured that you know I'm not just quit claiming it now I'm selling it to them on a special warranty. Just saying that while I've had it I haven't encumbered it, you know? If they want a whole warranty then, of course, there's a little more work to it they would have to go through some work. But you might be able to get a little more money for it if you sell it back on a special warranty.

**Mark:** Yeah. I mean you know what it made me think of is Nordstrom and Nordstrom Rack. Well millions of people shop at Nordstrom Rack and they love it and they're getting a great deal and they know that you know there might be something just a little off with that garment, right? Well, it's the

same thing with raw land. So I don't think there's anything wrong Jeannie if you're being Nordstrom Rack. Nordstrom Racks seems to be doing pretty well.

**Jeannie:** I like it shopping at Nordstrom Rack.

**Mark:** Yeah. You like the deal? It's like deal hunting. So you don't get them on warranty deed, big deal. It's like what is it? No return policy or you know.

**Jeannie:** Yeah.

**Mark:** Yeah.

**Jeannie:** My buyers get a really good deal from me because I get my land really cheap. So they are getting a good deal. I get a good deal and I pass it on to them.

**Mark:** It's great. It's great.

**Jeannie:** In fact, it's gone so well I've actually had somebody buy two pieces of property from me because of that.

**Mark:** Wow. That's phenomenal. We're now at that time in the podcast now where we get to put Erik on the spot and ask him for his tip of the week: a website, a book, a quote, something actual where The Art of Passive Income listeners can go right now improve their businesses improve their lives. Erik, the Technician?

**Scott:** I think it's Mike Zaino's turn but he's not even here.

**Mark:** He does this all the time to Erik.

**Erik:** It is Mike's turn because I had to fill in for him last week when he was here and he wasn't prepared. So I'm going to take his approach today and I'm going to go with a quote.

**Mark:** All right.

**Erik:** "So start by doing what's necessary, then do what's possible and suddenly you're doing the impossible." That's from Francis of Assisi.

**Mark:** Okay. Start by doing what's necessary.

**Erik:** Then do what's possible

**Mark:** Then do what's possible

**Erik:** And suddenly you're doing the impossible

**Mark:** And then suddenly you're doing the impossible. Scott Todd, what are you showing there? What is that?

**Erik:** Scott Todd's tip of the week is ...

**Mark:** Wait Scott you're on mute.

**Scott:** All right so what I'm finding Mark here is that I'm like, "Man that quote sure sounds familiar." I went to my brand new black and red and look at this, it's right there. All right, all right.

**Erik:** It's right there in my best self-planer.

**Scott:** There you go.

**Mark:** All right, all right. Well, Scott Todd now that it's been a few weeks how's it going with my tip of the week from a few weeks ago the Rocket book?

**Scott:** I'm thinking about selling it over to Tate at a good discount.

**Mark:** Really?

**Scott:** I raced out. I had to have it, Mark. I had to have it and now I'm like man. Let me tell you why you don't have this problem or maybe you would but I had a problem you know what it was?

**Mark:** What?

**Scott:** Is I was out and I was kind of out and I was writing some stuff and then I got out the car and it started to like sprinkle and that ink when it gets wet it smears. I'm like, "No my notes." It's great if you're going to keep your stuff completely dry and I live in Florida.

**Mark:** Tate, Jeannie and I don't even know what that is. We are looking at the sky like what are those little wet things coming out of the sky.

**Scott:** Yes. Yes. In fact, while we were on this call we had like a thunderstorm. There is like a tropical storm out in the Gulf that's passing by

and you get these waves come through. You know it's a Florida man problem honestly.

**Tate:** Do you want me to just Venmo you? What am I doing Scott? How much I'm paying you? You don't want me to make an offer on that.

**Scott:** \$20, Tate. \$20.

**Tate:** Scott!

**Mark:** Oh my, he's making a profit on you Tate.

**Tate:** I know.

**Mark:** It doesn't even cost \$20.

**Scott:** This is including hours.

**Erik:** It's used.

**Tate:** I'm going to offer you \$9.

**Scott:** Nine?

**Tate:** Yeah, that's a good deal. It would be eight if I mailed you an offer.

**Mark:** I think in Orlando we should do an auction and have Scott like sign it.

**Scott:** Let see if I can get my \$3 back.

**Mark:** You know if Erik goes with it I think that thing can go for a couple hundred grand at a live auction.

**Tate:** Yeah but if it gets wet the signature will go away then it's not worth anything.

**Mark:** Now it just went down to zero.

**Scott:** I will sign it and I will put your cell phone number on the cover.

Mark Bear Land - Aaron's?

**Scott:** No, yours.

**Aaron:** Mine?

**Mark:** Oh my cell phone. Well, I thought this was a great podcast by the way because I know Tate's got a pretentious hard stop.

**Tate:** I do have a pretentious hard stop.

**Mark:** I want to just thank everyone for doing this and I'm glad the technical issues were resolved. I want to thank all the listeners. Please do us a little favor. You've got to subscribe, you've got to rate, and you've got to review the podcast. Send us a screenshot of that review to [support@TheLandGeek.com](mailto:support@TheLandGeek.com). We are going to send you for free our \$97 *Passive Income Launch Kit* for free.

Also Tool Kit owners the Tool Kit is going to get a big upgrade and we're really excited about that. Be on the lookout for that. If you have the Tool Kit when you log in you'll see all the upgrades and it's coming very, very soon. We're putting the finishing touches on that and we actually are starting a new module the tax and legal modules. So your tax and legal questions are going to be answered every month. It's going to be updated in the Tool Kit. It is going to be phenomenal.

So I'm really excited about that. Last but not least I just want to remind everybody today's podcast is sponsored by our own Flight School. So learn more about Flight school how to accelerate the next 14 week and have Scott Todd be your personal Sherpa taking you up the mountain of land investing. Just go to [TheLandGeek.com/training](http://TheLandGeek.com/training) schedule call with Mike the Zen Master or Scott - Dude Buddy - Bossman. All right, please do that and are we ready?

**Scott:** One.

Mark & **Scott:** One, two, three,

All: Let freedom ring.

**Mark:** Not bad.

**Scott:** Look at Tate barely giving it effort.

**Tate:** I was distracted.

**Scott:** He' like look at that. I got to do this. He's not letting his wife hear that all.



**Tate:** It is naptime right now in my house.

**Mark:** Speaking of freedom am I the only one watching Handmaid's Tale right now on Hulu? Anyone else watching it?

**Tate:** I watched it. It kept me up for weeks.

**Mark:** Boy. Yeah man, I'm not sleeping well. I can't watch that thing at night.

**Tate:** It's a daytime show.

**Mark:** It's totally daytime show. I am disturbed, but then it's got little things here and there that are like real and kind of like you know the smell of it. That's what's even more disturbing. But I don't want to get into it. Tate's like "What?"

**Tate:** No, same thing. That's a slippery slope to go down. We don't have time for that.

**Mark:** We don't have time. No.

**Erik:** Hey, speaking of media and viewing I've got *Ready Player One* on DVD a couple weeks ago. I actually watched the extra features on that and it sounds to me like the author is going to be writing a sequel book-wise.

**Mark:** Wow

**Mimi:** Nice.

**Mark:** I think it'll be like *Ready Player 2* maybe or something like that. I don't know. But I'm really excited to see if that comes to fruition.

**Mark:** That would be awesome. That would be awesome. By the way, speaking of books I just downloaded this audiobook. It is so disturbing. Not as disturbing as Handmade Tales actually may be more disturbing because Handmade Tales is not real in this is actually real *Bad Blood Secrets and lies in a Silicon Valley Startup about the story of Theranos*. Oh, it's really bad.

**Erik:** Is he a Florida man?

**Mark:** What's that?

**Erik:** Is he a Florida man?

**Mark:** Well no it's Elizabeth Holmes. She is not a Florida man that started it. But there are definitely let's just say her moral compass was like completely broken. Like some people like their moral compass is a little bit off like hers was like just broke. Brilliant, driven, like combine Elon Musk and you know I don't know

**Erik:** Jeffrey Dahmer?

**Mark:** Well no.

**Erik:** No, not like that.

**Mark:** Who's like a brilliant scientist? So driven then you've got like a brilliant scientist let's say, Anne Marie Curie. Anne Curie is that her name? I don't know, I forget my ... But anyways-

**Mimi:** Madam Curie?

**Mark:** Who?

**Mimi:** Madam Curie.

**Mark:** Is it Madam Curie? No, it's a scientist.

**Mimi:** Anne Curry is news.

**Mark:** So it's not her. You know who I'm talking about?

**Mimi:** Madam Curie is the smallpox inventor, right?

**Mark:** Okay, yeah, yeah. So take the smallpox inventor combine with Elon Musk and then the let's say the ethical compass of I don't know just like a...

**Mimi:** Bernie Madoff.

**Mark:** Bernie Madoff. So combine those three and you get the story. I mean it is crazy. I'm not done with it but I'm really enjoying it. *Bad Blood* so it's a good little tale. It actually kind of reminds you like when you're in business like don't think about today right? When you're making business decisions think about if I make this decision and I read about it in the New York Times a year from now would I still make that decision? You might change your

mind. You know? I don't know. Anyways, thanks, everybody. Enjoy the rest of your Tuesday.

*[End of Transcript]*