The Art of Passive Income Podcast
With Mark Podolsky and Scott Todd

Today's Guest: Chris Miles

Transcript

Mark: Hey, it's Mark Podolsky the Land Geek, with your favorite nichey real estate website www.TheLandGeek.com. And today's guest we're bringing back… But before we get into it, I'd be remiss if I didn't properly introduce my cohost, six Sigma, the leader of the greatest group training on earth Flight School; Scott Todd from ScottTodd.net, LandModo.com, and most importantly, if you're not automating your Craigslist and your Facebook postings, PostingsDomination.com/TheLandGeek. Scott Todd, are you excited to get into this?

Scott: I'm excited, man. I can't wait, let's go.

Mark: I can't wait either because you know we had Chris Miles on a previous podcast and then I was on Chris's podcast. We started talking about this concept that I'm kind of like vaguely familiar with and we're going to get into it. But if you don't know who Chris is, Chris Miles at MoneyRipples.com is your financial advisor and money mentor. He is the cash flow expert and he is a leading authority on how to quickly create cash flow and lasting wealth for thousands of his clients, entrepreneurs and others internationally. He has been featured in US news, CNN Money, BankRate.com and luckily for him, he is finally on a prestigious media outlet, The Art of Passive Income. Chris Miles, welcome back. How are you?

Chris: Great. It's good to be back on.

Mark: So, let's just get into it. We were talking about this concept of infinite banking and you said, "Oh, yeah. You know what I've got something even better." And it was kind of similar, it was kind of different and then I'm like what about the QRP? And you're like yeah, yeah but this is something like that. So, I really want to get into on a deeper level what is Infinite Banking. What is it that you're advising your clients to do and how that different differs from a QRP? What are the benefits and what are the disadvantages? Let's get into it. But these are a lot of questions at once. How do you like the shocking approach of questions?

Chris: I love it. I will just address one after another, after another right.

Mark: Okay.

Chris: So, yeah. I mean really like when you hear about the Infinite Banking Concept, I mean you Google it and you'll find all kinds of stuff on it. I mean it's really life insurance agents that are using stuff right. Here's what it really is like here's how I see it and how I use it from my perspective because I am a business owner first and foremost, as well as an investor right. Yes, I've been in life insurance for the last 16 years but I kind of look at things from a very different angle and I like things to be simple and easy. I'll tell you like if you look at that stuff you'll have so many varying opinions and so much crap out there.

Here's the things it's like I use this as a supercharged savings account. Like I want my saving seriously on the steroids so to speak right. For example, you'll see most people like when they go to invest they take money out of their savings and they go and invest it. So, you take money, you go make a rate of return. So, you go put into land or whatever you might be investing in whether it is cash flowing or not you know you go in and you hope to make a great return. Now obviously I am anti-401(k) and IRA type of stuff. You know like I'm anti-qualified plans because I don't like the government having control and changing the rules whenever they feel like.

So, with this it's like okay, cool. I can take money out of savings and go invest it but there's a lost opportunity cost there because now I've taken money out of savings and put it in a place to make money. Now what if, what if I can make money two places at the same time? I mean that obviously will be a no-brainer right. It's like if I can make money in savings and make money in the investment and have that money like kind of make little money babies and do the same thing all at the same time wouldn't that be awesome. And so that's where Infinite Banking comes in and that's where like when I talk about using this strategy. This is a strategy that normally does allows you to do that.

One: in the savings got one problem is you're earning point nothing percent right and that's one problem you'll earn nothing from the savings account. Plus you get taxed on that point nothing percent. So, whatever little you are making get taxed on any so it's really like it's crap. You might as well just bury it in your backyard and then that's really like what it comes down to. Here we try to make it to where you make whole returns, like an average of like easily 4 to 5+ percent after that is tax-free returns. Now most people if they even get that from their 401(k) that would be pretty awesome I mean when you factor in they have to pay taxes and fees and everything else 4 to 5% is actually kind of what you'd hope to make in a 401(k) with normal mutual funds and crap like that.

But what if you can make those returns and still make the same returns in your investment at the same time that's where this comes in. So, the vehicle we use to do that is using whole life. Now how does that work? How do you actually do that? Well let me explain like what I do with a savings account when I did some investment about 11 years ago I guess it was back in 2006. I remember I had a $25,000 savings account and I remember realizing like wait I can leverage you know money. When I started to realize that debt was fun, it could actually be okay if you use it right. I thought well hey I've got $25,000 in the savings account can I get a loan off that? So, I went to my bank, I went to the credit union and said, "Hey, I'm making 1½% in this savings account because that was awesome." You know back then, it was normal not today right. I was making 1½% and I said, "Hey, can I get a line of credit or something against this?" And guess what the bank said, "Well of course right. Why not?" And so we did. So, we got a line of credit against this. They said great we'll charge you 4% you'll earn 1½%. So, I was still earning the 1½% on my 25,000 but I was also paying 4%.

Now here is the kicker, this is the thing that blows people away, it blew me away even just a matter of years ago is that simple interest that you get charged on a debt or on a loan is not the same as a compound interest you're earning on your savings. For example, you get a five year car loan and so you get it at 3%. Did you know that if you have that money, let's say that was a $30,000 car loan you could have got. But instead you have the money in cash and you could have paid all in cash but you didn't you just decided to leverage the bank anyways. Look, the thing is when you have a 3% car loan everybody will tell you what interest you have to bit with your returns to be able to pay for that car. What do you think people will say?

Scott: 3%.

Mark: 3%.

Chris: Yeah, exactly.

Mark: Over 3% right.

Chris: Over 3% right.

Mark: Right.

Chris: Guess what, if you do the numbers, say you take that 30,000 in savings run the interest. For example, like if you pay the car payment over five years at 3% you'll see the interest is always so much. You do the compound interest on it, you do it at 3% you make well over double the interest even at 3%.

Mark: Is there a simple interest calculator that I can look up online and compound interest calculator I can look up online?

Chris: Yeah. If you just go to Calculator.net, that's an easy place to use. You know I just use that [00:07:38] [indiscernible]. But yeah you just do that 30,000 car loan 3% you know and figure out. You'll see the monthly payment but look at the total interest. It'll surprise that it is actually not that much. You're like, "Oh, it's like a couple of grand; that's it." Like are you sure? Because 3% over five years should be like 15 right? No, it's seriously much less than that and so you're probably looking at it more like a couple of grand actually to be exact. You know no more than like four grand I guess. I haven't run the numbers obviously I'm just doing this off the top of my head, but that's the key.

Now if you want to see what it takes for that 30,000 in savings to at least match the interest put in 1½% in that same kind of interest calculator like a compound interest calculator over five years. $30000 growing at 1½% will equal about the same amount of interest as 3% on a five year car loan.

Mark: Let me just interject here because Scott Todd is a numbers guy. So, Scott, what is your...?

Chris: I can see his brain working right now.

Mark: Yeah, I can see the wheel spinning.

Scott: No, I agree because, Mark, remember when you're paying down a debt you're paying the interest on the principal today and in every month the principal goes down.

Chris: Exactly.

Scott: So, you're not really paying 3% even though you think you are. Because you're paying 3% on the balance versus if you were to really get like an effective rate it would be less than that.

Chris: Exactly.

Mark: So, basically even on a depreciating asset we should be using debt, correct?

Chris: Yeah.

Mark: Not the cash right.

Chris: As long as you [00:09:16] [indiscernible].

Mark: So, like my grandfather was like if you don't have the cash you can't afford it and you're saying well not necessarily.

Chris: Yeah, it's like I remember there was this network marketing company that was listening to this financial advice that these guys were giving and they were giving it from the stage in front of thousands of people. I remember the guy saying, "Yeah, you get $150,000 loan you know what you pay over those 30 years, $450,000." Now understand I used to do mortgages, I did all the truth in lending statements stuff and I'd show that people at closing. I'm like where does he come up with those numbers?

I ran the numbers and I'm like what kind of interest would you have to do to actually pay double the interest of what your principal was, right? You know what it was? It was like 9.35% mortgage. I was like this guy is on crack. I was like the truth is you get 150,000 mortgage over 30 years you might be paying about 120,000 with today's rates right. That's kind of what it's more like. So yeah you're paying that interest but here's the thing 150,000 mortgage if you could pay it today in cash and save yourself the 120,000 over 30 years do you think that in 30 years you could take 150,000 and make more than 120'?

Mark: Well, not if it is sitting in my bank account. Like I went to BBVA yesterday and I saw like a big fancy ad '12 month CD 1.47%'. I'm like

1.47% better than what’s in my savings account right now at .001% or whatever it is. So, this could not be coming at a better time. So, from a practical standpoint then you’re saying you buy whole life insurance as a supercharged savings account but you have insurance component. So if you die you get the insurance, correct tax-free? Oh, Chris, you've kind of... he’s frozen on us, Scott. Do you see that?

Scott: I hate it when that happens. Right at the best part, man. Like I remember we had a podcast where we got to a part like this before. Remember that, Mark?

Mark: I do remember that.

Scott: It's like the same.

Mark: Are you skeptical, by the way? Whenever I hear life insurance, I get really skeptical. I don't know why.

Scott: I'm not skeptical. I mean like a whole life insurance policy does in fact have that cash component right but I think that the problem is that I've got to take you know $100,000 or whatever the number is. Chris, I'm just speculating here right because I don't have all the answers. But I think that you've got to take like let's say $100,000. You take $100,000 and you put it into a life insurance policy and then you're taking a loan on the life insurance policy.

So, the life insurance policy is continuing to grow and then you've got this loan. So essentially you’re borrowing off of the life insurance component, the cash component and that to me it’s not necessarily a big deal. I think the challenge is that you actually have to put in the $100,000. Like I don't know if it works for 50,000. I don't have the exact numbers but essentially you’re taking a lot of cash and you’re locking it up in there. Yeah, you can go back in there and get it as a cash component but I don't know. I don't know, Mark.

Mark: Well, you know hopefully he's going to come back because I wanted to know the differences between this and the eQRP. The eQRP allows us to literally have total control of our money in the ROTH component it's tax-free.

Scott: I know in the eQRP too we can buy life insurance which you can't buy in a 401(k), we can buy life insurance.

Mark: So, we can combine both?

Scott: I think we could.

Mark: So, if we can do that because like right now I've got cash, you've got cash sitting in the savings account because we're running these entities. But is there going to be some kind of penalty to have it flow in and flow out, flow in and flow out?

Scott: I don't think so.

Mark: This might be a great one-two combo. Maybe it's not either or maybe it’s both. But I still don’t know because Chris has not come back.

Scott: And I'm telling you I know for fact it was with M.C. Remember M.C.?

Mark: M.C. Laubsher.

Scott: Yeah.

Mark: Right at the best part.

Scott: It was right at this part, exact same part and it was a similar topic too remember that.

Mark: Yeah, it was.

Scott: Gone. So, maybe this is just what happens. It's like when you start talking about it like, you're like cut off.

Mark: You know what's interesting because when we do the boot camp surveys and we ask people about what did you like best, what would you change a lot of people... I will not say a lot, I'd say maybe 10% when because Damon talks about the eQRP at Boot Camp and goes a lot more in detail. Because we make the argument look you know the one disadvantage of land investing over all the real estate niches is that there’s no tax advantage because land never depreciates, it lasts forever. But if you use your eQRP then you can get some tax advantages from land investing. So a lot of people will say, will bring up this concept of yeah, but eQRP is great but also look into Infinite Banking and for whatever reason, I mean I have always kind of just shied away from it but... Now Chris is back.

So Chris, we were arguing about the advantages and disadvantages of eQRP versus this Infinite Banking Concept and whole life insurance. But now that you're rather back we're like it always happens like at the best part somebody has like an internet problem. So, let’s go from where you were talking.

Chris: From where I was talking?

Mark: Yeah, about the whole life insurance.

Chris: Well, last I heard you were recapping. So, like you said here’s the thing with the death benefit is the death benefit is purely bonus but what it does give us is that tax shelter and not to mention some actual real protection too - liability protection. In most states you could be a millionaire and people cannot touch this money even if they win a lawsuit. You know creditors’ lawsuits, things like that can’t touch this money. So unlike most of the savings that we have other than like a 401(k) almost anything is up for grabs when somebody sues you there is inherent liability here the money is safe.

On top of that and really what makes it special is that leverage component. Like we talked about that compound interest of the savings versus the simple interest of loan right. Here is why it's important is that you don’t have to make same interest rate to beat the interest rate. For example we talked about even just earning half the interest rate to then at least break even, to at least match the interest that’s charged on us. As Scott had mentioned as the balance goes down on loan the interest goes down too, the amount interest being charged vice versa when as money compounds it’s snowballs it goes up. So, there is this curve that goes upwards while the other curve goes down, right.

Even though if you have something whole life where say... this is even a bad example, this is actually more conservative than what you get in reality. Say you're charged 5% for the loan but you earn 4% compounding yeah you're kicking butt. I just did an example for real estate professional just the other day where there is roughly about $100,000 he would borrow out to buy a duplex as well as single-family rental that was his down payment. So we actually like... I love to leverage the banks for their money. I leveraged as much as I can and then I use this for the rest. So with cash down payment when you can't leverage it, you can't use it as loan unless you do it in a hard money loan like 8% or 9% plus right. We went ahead and said we would do it from here. Now when we did that we took the cash flow and went paid back towards the loan which just frees up the cash to use again. Just like a 401(k) loan the difference is 401(k) loan you might only be able to get one or two loans at once right, two max. It's usually one loan you can have at the same time and you have to pay it off before you get another loan. This one you can have dozens of loans out all at the same time, there’s no limit to how many loans you can get.

Mark: What sucks about this concept because why isn’t everyone doing this?

Chris: What sucks is that you really you find somebody who actually is willing to cut back their commissions and the insurance costs because here’s the thing even with me right now I’ve been retired for the last year. So like I've been kind of doing this more for fun the last year and it's interesting because like when I find out kind of the in's and the out's, all the art behind it right. My whole goal is how do I get you to get the minimal amount of costs to be able to stuff in the maximum amount of cash. If really if you have at least a good 20+ grand a year depending on your age and health of course but if you have at least 20 grand a year you’re putting toward investing this is probably a great option.

Because here is the hardest part and this is the part that sucks for me because like I said I’ve done insurance for the last 16 years. I remember when I got my first whole life policy when I was starting to do real estate investing and things like that and maybe you guys had the same experience, but my first policy you didn’t have any cash in that first year. It was pitched as being this long-term thing. So even the whole Infinite Banking, be your own banker concept that was like in 5 or 10+ years down the road and then you can leverage the cash, they you can go and finance the car rather than use the bank and stuff. Which by the way I still go to the bank to finance the car. I don’t use this because I want to get a better rate with the bank so I'm going to go with the cheapest interest rate and the best terms right so that's where I go.

But I got sold the policy and I asked the guy pointblank. I had already been in insurance licensed for four years I knew insurance and I asked him. I said, "Hey, can I stuff in more cash than what your saying is required?" His answer to me was no. So I said all right well I guess it is just the thing it takes 17 years to break even. You know 17 years of premiums to have that much in cash value savings right there available. All right cool it's kind of a longer-term deal I've got it.

Guess what, a couple of years later I learned that he flat out lied. I had to hour screaming match with this guy. You know what it really came down to after we argued back and forth about what’s the right way to do it he finally just said Chris I couldn’t do it that other way because it cuts my commissions. I was like dude I want to [00:20:19] [indiscernible] face. I'm like that is just stupid because of commissions that's what it really comes down to is that and see he had a scarcity mentality. He thought well if I cut back on all of these commissions then I don't make anything it’s not worth my time.

But I found that because I cut back the fees so much people stuff in more money anyways because they're like this is like a savings account. Yeah it might cost me like maybe 20% of whatever I put in that first year but by the third year there’s more going in, its building more cash in interest than even the savings account will like it's kicking butt. In fact by the fourth or fifth year you already have the same amount of the cash in that savings as you've put in. So already your [00:20:58] [indiscernible] would be like a savings accounts anyway but the cool thing is you can use it from day one. Once you get that cash in there you can go and use it to go an invest with. So I have people that right now they just got set up a couple of weeks ago and they’re boring cash to go do their own investments with the real estate and stuff. [00:21:14] [indiscernible] wait 17 years or whatever like you can use it right away. When you put the cash in say you put in 40 grand that means you'll probably have about at least 32 grand available to use right away. Last time we talked about the compound tax-free interest you're earning and stuff, right?

Mark: Right. Okay, so Scott, and I both have an eQRP, a Qualified Retirement Plan. We can each put in like $53,500 right now in this was plan. Now it's got a tax-deferred or tax-free vehicle. Let's just say we're using the tax-free vehicle and during this time let's say the next 90 days Scott and I don’t have anywhere to invest, we're looking for our next big real estate land deal or whatever it might be. Could we put some of that money into our a whole policy of life insurance and do the supercharged savings account and then borrow from that and leverage it to do our deals and really kind of amp up our returns?

Chris: You could cash money out of those, yeah. Now here’s the thing, depending on which kind it is. If it’s more like the ROTH right where it's already been taxed obviously you can access that cash and then it can go in. Because this has very similar tax rules as ROTH, IRA. The only difference is you can stuff in a lot more money. So where you guys are put in the Max 53,000 you get... I actually have people who are putting in a half-million a year as there max that they can put in. I mean as long as you can qualify for the insurability aspect you know we try to stuff as much cash as possible and so I have a lot of people who are putting in over 100 grand and the same thing. But here’s the cool thing is that there’s no 10% penalty on trying to pull out the growth or anything before you're 59½. There is no 59½ rule so this money is accessible to you all you want.

Mark: So, using this deals case 90 days goes by, we're making 4% in our Infinite Banking or our supercharged banking account and all over sudden we see this huge land deal that we want to buy. We pull that money out penalty free and then invest it. So, it's a one-two punch, it's not either/or it's...

Chris: It's how you get both.

Mark: You can get both.

Chris: [00:23:29] [indiscernible] too. It's earning interest and using it. It's not just and that's the hardest part for people to grasp. They're like wait a minute well if I put money in this life insurance type thing well now I'm not making money on my investments. No, you're doing both you're just instead of just putting into your savings account to then cash out we're putting it in, letting the insurance company give you a secure line of credit against your money to then go; you can go and leverage the crap out of that while your money is still building and growing and compounding tax-free the whole time.

This didn't always work with the numbers before but when I realized how much I can cut cost back because like I said most people in the first year do have zero cash. In the first two years people have almost 90% of their cash back that they've already put in. So that's like the cost, that's the downfall I would say is you've got the upfront cost, but after that the cost start going down and like I said pretty soon you're making... like even after the fifth year you're probably making at least a percent average return on that plus your investment returns already and then after that is like 4 or 5% tax-free. It's awesome.

Mark: Scott Todd, what are you thinking?

Scott: I think Chris has a good idea. I mean one thing is you've got to be able to qualify for it, right?

Chris: Yes.

Scott: You know health wise you've got to be healthy.

Mark: That's why I am on a treadmill desk baby.

Scott: So, you've got to be able to qualify for it. And then like, Chris, realistically how long does it take for me to get this thing set up? Because

I've got to have the insurance agent come out and approve my health and do all that stuff like four weeks/six weeks?

Chris: It depends. I mean this time if it's Christmas time of the year, it kind of sucks but it takes a little bit longer. But most of the time usually within a month or two you can have it totally approved. It just depends I mean like for example an agent doesn't have to go see you. I mean you can do this stuff all over the phone or online like I’ve done with almost everybody around the country.

You’ll send out paramedics to your house so they do what I call a poke and peek test. So, they take your blood and your urine sample and then after that usually it’s within a month, they can usually get approval and say all right you're approved and here it is. Here's a cool thing too like I talk about the max you can put in. I mean you don't have to put in that max every single year. So, unlike some people are like they’re committed to put in a certain premium every single year it’s flexible we can put in more, we can put in less, we can change the plan, we can even make it paid up so that you don't have to pay anymore premiums at a certain age whatever age you decide to make it at and you're done. You're like cool and it just keeps growing and compounding without you putting in any money at all. So it’s pretty awesome when you realize like how you can use it. The hardest part is that you can use it in so many different ways that it's your imagination really becomes be the limitation you know.

Mark: So, for people let’s assume that you're healthy and you're young or relatively young who is this not for? Who would you say probably not a good idea?

Chris: Someone who is like cash-strapped. Like you just don't have any extra cash flow. I mean the best thing I would suggest right now is get a cheap term policy that can convert to one of these policies later on without you having to requalify. In fact, I had a client in Maine. He was 60 years old, perfect health, he was a chiropractor up there and he actually had got his whole life policy and he got a term policy and just two years after he got the policy set up he got a brain tumor. Now he flew all over the country he got chemo, he got naturopathic treatments he got it all done. Pretty much cured within a year and a half it was gone. No evidence of it all, but he will never be able to get insurance again. The cool thing is he got approved at the top preferred rating. So, with term insurance so he can convert that to whole life at any time and they can’t take that rating away. He still gets the best rating as if he never had a brain tumor. So for that reason, that’s a big reason right there.

Mark: Yeah, but when I read the conventional financial literacy books, they always say buy term invest the difference. You know your financial advisors typically think it's a horrible thing to do are these expensive whole policies. So you're sort of twisting it and saying well not necessarily and so make that final argument.

Chris: Yeah. You've got to understand where education comes from. This is a little bit like *Rich Dad, Poor Dad* moment for you because you've got to understand that everything that financial advisors teach you they do not come from them being awesome investors. Would you agree with that?

Mark: I agree.

Chris: Yeah, I mean like they're idiots when it comes to actually creating money, creating wealth. Here's what it is think about insurance agents that's who's the one that says hey buy term invest the difference usually right. Why would they teach that? Why would insurance companies tell them to tell you to buy term invest the difference? Here is exactly why term insurance if you ask almost any insurance company and I've talked to several company presidents about this when they talk about their numbers term insurance only pays out between 0.5% to 1% of the time. So, think about it if you're a business you own an insurance company and you're thinking how can I make more money? You know what almost nobody dies with these term insurance policies and I bet you know what I should do should tell people to cancel the policies right before they die. That would be the most profitable, awesome thing I could do because they are not worth to pay out anything. I just made a ton of premiums for the last 10, 20, 30 years and voilà I'm rich. So, think about it term insurance is cheap, it's easy to sell and then two most never pay out anyways. So, of course, if you're an insurance company, you have to tell your insurance agents to teach that very crap about buy term invest the difference.

But if you're an investor, if you are someone who thinks like a wealthy person does, you're thinking, "Hey, my state attorney knows I'm going to have a big tax issue anyways at death." He's going to tell me if I am 60 or 70 by that point and say you know what you should probably buy a whole life policy now that you're old and expensive here go buy this now. No, buy when you're young and it's cheap. You know as young as you can and that's the thing all that crap is taught by insurance companies. They are telling you to do the very thing that's profitable for them. Whole life pays out because it's your whole life, it pays out regardless you know that's the cool thing.

So, yeah and I don't hate the whole buy term invest the difference but they don't have to think from the perspective of how a double dip my investment returns, how do I make money here and there, how do make it in my investment and inside the savings account. That's the thing that they're not teaching you and that's the difference of what I'm teaching right now and I'll tell you like I've never seen anybody who cuts cost as much as I do that is able to maneuver it and make it work like I have. I have only seen few people do it and they have just tied me, they never beat what I've done.

Mark: All right. So, if we want to learn more, how do we learn more?

Chris: You know a great thing you could do, is one you can check out my show, the Chris Miles Money Show. It's a podcast obviously you can go check it out on iTunes or wherever you know. I actually teach some of those principles on that. You can also reach out to me through my website on MoneyRipples.com.

Mark: Okay and if I personally want to just go ahead and get started. How do I do that?

Chris: Just reach out to me, just message me. You can message me through my site or Chris@MoneyRipples.com just send a direct email that kind of thing.

Mark: Okay amazing all right. Well, as is our show format I know Chris you've already done this before but I do have to ask you for another tip of the week: a website, a resource, a book something else actionable where the Art of Passive Income listeners can go improve their businesses, improve their lives. The mentorship has been amazing, but I'm going to extract one more to tip for your sagacious brain.

Chris: All right. I know you couldn't see that I just like pointed to my brain there, I'm accessing it right now. So, I would say this is that again everything is about leverage and I know you guys teach this so much but leverage is like the ultimate keys especially when you create it towards cash flow. I mean you don't have to save up millions of dollars if you can create leverage and you can try and get your money working harder for you it's amazing how little money you can use to create massive results. I know that you guys are products of this so I am preaching to the choir but I just can't re-emphasize that enough. Because I see people in their lives the hardest thing they make it too hard in their mind they think that it has to be hard so they automatically reject what's could be profitable or easy or what could actually be amazing and they reject it. So, that's the key for this week.

Mark: All right. Scott Todd, what's your tip of the week?

Scott: Mark, check out this app it's called TryTailor.com. That's T-A-I-L-O-R, tailor. TryTailor.com and what you do is you know how like you'll do a screenshot on your phone like screenshot and then you've got to scroll up and do another screenshot, another screenshot, another screenshot. Like if you're trying to do like multiple things, like multiple segments or something like maybe maps and directions or a website and you just want to send the whole thing.

Mark: Right.

Scott: What this app does is it takes those screenshots and it connects them together. So, it's just one long picture if you will as opposed to 10, 15 different pieces.

Chris: Huh.

Mark: That is very useful.

Scott: Yeah it's very useful.

Mark: Wow.

Chris: Where do you find these stuff?

Mark: I'm getting it now.

Scott: I'm good man, I'm good. This is how I spend my time. You spend your time finding investments I spend my time finding like you know apps.

Chris: Because I your alarm app last time and man that drove my wife nuts when all it says is like three, two, one. She's like, "What is that? Turn it off, it's waking me up."

Scott: That's the idea it's supposed to wake you up.

Chris: That's right.

Mark: Yeah. Wow this is great and it's free.

Scott: It's free, man.

Mark: Wow. All right done and done, TryTailor. My tip of the week is learn more about supercharging your savings account, go to MoneyRipples.com. Chris Miles, are we good?

Chris: We are great.

Mark: Do you think that we covered enough? Should we have you back again?

Chris: I hope not. Man, it's weird my computer like wanted to update right in the middle of the show. I was like of course it would right. That's what happens when I get greedy.

Mark: Yeah, see there you go. All right, well I want to thank you again. I want to remind all of the listeners the only way we're going to get the quality of guests like a Chris Miles from MoneyRipples.com you've got to do us three little favor: you've got to subscribe, you've got to rates, and you've got to review the podcast. Send us a screenshot of the review to Support@TheLandGeek.com we're going to send you for free our $97, *Passive Income Launch Kit* pretty good, pretty good.

Today's podcast is sponsored by GeekPay.io. Go to TheLandGeek.com/GeekPay, set up and get your first note for free and just automate getting paid. It's amazing GeekPay.io. Scott Todd, are we good?

Scott: We're good, Mark.

Mark: All right, man, we're going to have to argue about this and figure out some creative way to get going here with, Chris.

Scott: Sounds good.

Mark: Sounds good. All right. Well, I want to thank everybody and let...

Scott: Freedom.

Mark & Scott: Ring.

[End of Transcript]