



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, Tate Litchfield - FrontierPropertiesUSA.com, Aaron Williams – BearLandProperty.com and Jeannie Morem on the Land Geek Round Table

Transcript

Mark: Hey, it's Mark Podolsky the Land Geek with your favorite nichey real estate website www.TheLandGeek.com and on today's Round Table podcast we've got Jeannie - The Go-Giver - Morem, hi Jeannie.

Jeannie: Hi.

Mark: We've got Tate - I love it when you call me Big Poppa - Litchfield. What's up Tate?

Tate: Oh not much. Everything's good.

Mark: That's great. That's great. And of course, we've got Erik - The Technician - Peterson. What's up Erik?

Erik: Not much just hanging out with you guys.

Mark: And hopefully he won't be hibernating this winter. Bear Land - Aaron Williams, Bear Land, how are you?

Aaron: Hey I'm doing well. Glad to hang out with all my friends here.

Mark: Awesome. And last but not least your favorite - Sherpa, The Brain, The Professor, Six Sigma - you know him you love him, Scott Todd from ScottTodd.net, LandModo.com and most importantly if you're not automating your Craigslist and your Facebook postings PostingDomination.com/The Land Geek. Scott Todd, how are you?

Scott: Mark, I'm great how are you?

Mark: I am a wounded warrior. I don't want to go too much into detail and bore our listeners about my almost very tragic bike accident that I 100% blame on Tate because Tate got me into biking and if it weren't for Tate I probably would have been on some type of Peloton or something. But no Tate's like, "Get outside, get some fresh air." I already broke my arm or my ... What did I break Tate the first time?

Tate: Oh I don't remember. It wasn't that big of a deal.

Mark: I broke something and then that's okay and then last week I had like third-degree burns. I know it could be really bad. Anyways, not a big deal. The hand surgeon said that I should forgive and forget and not worry about Tate anymore.

Tate: Good, I'm glad.

[00:02:18] [indiscernible]

Scott: You should consider flying.

Mark: No, I know. That's the thing is like if there's a flight accident with me I won't be alive even to blame you even jokingly.

Scott: No, no don't worry about it Mark it's all good.

Mark: It's all good. It's good. So we've got a really good topic this week for the panel. I'm going to let Bear Land Aaron take it away and lead us off. Bear Land?

Aaron: Okay. Well we talk a lot about these choke points that happen in a business and sometimes they are yourself and how can you get yourself out

of the way. You know because money love speed and we want to keep things rolling. But what happens when that choke point is out of your control, in fact, it's at the county. You know like what if the assessor is a month behind on assessing the properties and your county requires that the property owner be the person who pays the taxes and then in the meantime maybe you've sold the property already.

So now you're just waiting on this big backlog of the assessor needs to assess the property to me and then I have to pay my taxes which means I have to send them certified funds through the mail and everything else. You know in the meantime you have a customer waiting on their property you know wanting a deed and you can't you know you got to wait. What do you do? How do you grease the wheels or can you do anything?

Mark: Yeah. No that's a really good point. Jeannie, has this ever happened to you where a deal was slowed down because of the county?

Jeannie: You know honestly no. In fact, I need to be taking notes today because no I haven't had that experience yet.

Mark Okay, alright. Tate, have you had this experience?

Tate: Not in the recent time. I guess for me this is something that I look into in the county research phase when I'm selecting a new area is A, what are my workarounds? Is this a county where property taxes need to be paid by the owner? What can I predict in this situation? But my [00:04:50] [indiscernible] is to take that phone and just beg say, "Please help me out."

Mark: Yeah, yeah. I mean that's always a very good strategy is to beg and plead. But there might be a more creative strategy. Erik, what about you, besides begging and pleading? First of all, have you ever had the county slow down a deal for you and then second what would be your strategy to get it done?

Erik: I don't know that I've ever been in that situation where it's stopping a deal. Though I remember early on buying property in an area where essentially at one point in the year for I don't remember if it's four weeks or six weeks or what it is but they won't actually allow you to pay the property taxes that are due because they're going through their auction process or tax lien process or whatever. They won't they won't let you give them money which is completely ridiculous. But I do remember doing that and just having to wait.

If I had a property that I was trying to sell and that was the issue I couldn't pay the taxes because you know the assessor hadn't caught up to the recorder yet or the treasurer hadn't caught up to the recorder, first of all, I'd be trying to show them that deed you know that I have a copy of saying, "Look it's recorded. I want to pay these taxes. I understand your system doesn't show it." You know I'd have those kinds of conversations. But beyond that, if I couldn't solve it that way I would just work out something with the buyer that essentially is a guarantee that I'm going to take care of those taxes just as soon as I'm able to. You know just add an addendum to the end of the contracts and you know I'm responsible for X amount in taxes for this period of time. Gosh, I think that if you put something like that in the paperwork that you know most buyers would be pretty comfortable with that I would think.

Mark: Yeah, I think that's a really great strategy because that's something you can control where the county and their backlog you can't control, but this way you're making your buyer feel a lot more comfortable because you're putting it in writing. Then when you can and the county says okay then you do it and you fulfill your obligation contractually. Scott Todd that's a really good answer but just curious number 1, have you ever had a county be the choke point on a deal and number 2 if so how did you solve it and if not how would you solve it?

Scott: Well I've had counties that have kind of said, "Well you've got to be the owner in order to pay the property taxes." I just kind of did what Erik did here. I took my deed, I met with them with a check, guess what? Money talks baby because all of a sudden the cashier's check shows up along with a copy of the deed. Here's the APA numbers I'm paying off. Do you think that the county wants the money? Yeah, they want the money. Guess what they're going to do. They're going to cash the check and never think twice about it. They don't care, right?

Now, I've heard of counties like they wouldn't take payments, which is kind of crazy like Erik talk about. So here's what I would do is I would tell the buyer I sold the property for cash and say, "Hey, listen here's the situation, the county is not taking payments right now and the taxes go figure. Here's how much it is. You have two options." It's up to them. "Option number one is you wait until they will take the money and then I'll pay the taxes. I'll put in writing like Erik said. Put it as addendum just write something up here I'll pay taxes or I'm happy to mail you the payment and you can pay the county when you when you want if you want. Then it's off my back they still got to sign that that they're taking the payment of the taxes, and then it's no longer your responsibility. But the county should never be a hold up from stopping you, just keep moving.

Mark: I love it. Bear Land Aaron what are your thoughts?

Aaron: Well, I had explained to my customer what's going on, they understand and they're patient and so forth. They're not necessarily going to build on this thing tomorrow even though it was a cash sale. So I had thought about possibly sending some treats of some sort to the assessor's office. You know just not mentioning the property or anything just telling them you know what a great job I think they're doing and thanks for all the help you've given us in the past and then seeing how that helps. Then if I have to make a call and say, "Hey I just wanted to check on this property," they may remember that and may shuffle it ahead a little bit. So I'm not stopping the deal flow or I guess the sale of this property or anything But you know I haven't heard it brought up before and I wanted to hear everybody's opinions on this kind of thing happening.

Scott: I've called the county before where they've said, "Hey it's four to six weeks." I call them up, talk to the deeds department. Remember the deeds department is your friend, talk to the deeds department and tell them, "Hey listen here's the deal. I sold the property, right? I wasn't expecting to sell the property that fast. It is a great problem to have. Your county is fantastic. Part of the rule says that I can't pay the taxes until I'm the owner and I'm just wondering if there's any way that you can pull this book and page number that's in the county records and look at it and get a processed for me?" They've done that because I've never had a problem. I've had other problems and they're like, "Oh yeah, let me look." Boom! "Okay, no problem it will be assessed today. It's going to be updated in our system tomorrow."

But that said I guarantee that they're not going to turn away money, man. I've actually had a county that was a sticker they're like, "Hey only the owner can pay the taxes, the back taxes." I'm like, "Oh okay." They're like, "We want a driver's license or we want something." And I'm like, "Well what if I don't have a driver's license?" They're like, "Well as long as the cashier's check has their name on it we're good." Okay, no problem. Here's their name." So they're not as strict in most cases. I mean worst case scenario you send the deed, you send the check, forget the snacks, send money. That's what they want better and then worst case scenario they mail it back to you.

Mark: Yeah you have to be very careful with the treats because you know these are government employees and they have to be very cognizant of you know something that might look like a bribe, right? So the only time that I ever have sent treats and I have is I'm really super aware of it and I just send usually it was candy and it was \$50 or less with a nice note. That was it

and it was always at Christmas time because that would make sense, right? But if it's in the middle of the year they might be uncomfortable with it.

You know again this is the problem with a government employee is they have absolutely no economic incentive to help you. They're getting paid regardless, but being a human being about it what Scott's saying always helps as well. So killing them with kindness can't hurt. But Jeannie if you are going to go back and let's say you're Bear Land - Aaron there anything that you would have done differently from the start?

Jeannie: Well, you know I'm glad you asked because I work really mainly in one county and so I'm calling them a lot. I actually submitted a deed and the processing fees and I was short. Because we have a really good relationship they actually processed it for me. Then when I did it they let me know three weeks later by just sending me the original deed and then sent me a note. So what I did is that then I wrote a check and sent it to them and wrote them a really great or a nice note and telling them how much I appreciated doing business with them because I needed to get it done and I wasn't aware that I was short.

So I have a really good relationship with them because I'm calling them and I think that's key. I agree with you in everything you're saying Mark and I think a lot of times they just need to hear that they're doing a good job and you appreciate them. I was so thrilled that they processed everything for me even though I was short but I made up for it. I actually sent more money you know? Because if ever happens again I wanted them to know hey I'm legit I'm not here to rip anybody off, you know?

Mark: That's amazing. I mean I've been doing this for 17 years now and I have pretty good relationships with the counties to the point like they would call me and say, "Hey Mark you're short?" But they would not transfer that property until they got paid. Now they would tell me but oftentimes like that's amazing. I don't know Jeannie we're going to have to get you to do that like magic or something. I don't know.

Jeannie: You know what? I just really like working with people because I know that I depend on them. I've told them that before too, "I really depend on you guys to get this done." Because mine are usually always cash deals, well they are always cash deals. So I need them to get it done quickly and so they've been really good to work with.

Mark: That's amazing. I mean Erik Peterson you're like the nicest guy on the planet has anything like this happened to you? Where the county is like,

"Well because it's you Erik we'll go ahead and record it. We know you're good for it. You'll send a check. "

Erik: No. I have I think on maybe one occasion received a call saying that you know something was missing but generally speaking they just send the letter back you know and you've got to go through the whole thing again. Doesn't happen very often when you use Simplifile obviously but at certain counties where you've got to mail stuff in can definitely run into it.

Mark: Yeah I mean you bring up a good point. I mean Tate before you even went to that county would you contact the county, do sort of this county research and figure out before you even start mailing there, number 1 are they a Simplifile county and number 2 how quickly can they get things done? Would you ask those kinds of questions? It hasn't really come up but I wonder if that's a part of county research that we're just not even thinking about.

Tate: I mean I've thought about it and it's part of my process. I definitely want to make sure that the county can get things done in a reasonable time frame because I don't plan on holding any of these properties for long. Whether it be a cash deal a wholesale or a terms deal ideally you know.

We buy property under the assumption that it's here today gone tomorrow. So I want to know, hey how many reporters are there in the office? Do you have more than one person who is able to do the responsibilities of the assessor if they're out of town? Is this something that can happen quickly? Is it a Simplifile friendly county? Are the documents available, right? Is there somebody who can help me when I have a question? So yeah it's definitely something you want to look into it especially if you plan on doing a lot of business there. I think that picking up the phone, establishing that relationship and that contact and that communication goes a long way.

Mark: Yeah, yeah I mean Bear Land - Aaron do you look back and think well if had I asked some additional questions I might have avoided this county or would have it even mattered?

Aaron: No, it wouldn't have it mattered because I've been buying and selling in this county since I started this business and generally they're much faster. Just right now for some reason, they do have a backlog. No, I don't know why. I don't know if maybe somebody quit or it's just a busy time and the county is really you know getting busy as far as buying and selling goes, but generally, it's not been a problem. This is the first time I've actually run into it, but it was kind of a unique situation.

So and I have been talking in fact when we're done here I'm going to be calling the assessor's office. The lady wanted me to call her back because she's going to see what she can do for me. But I just wanted to bring it up and see what everybody would say you know if anybody else had experienced it.

Mark: No it's a great topic and one that you know in all of these podcasts I don't think it's ever come up. Scott Todd, you want to take the last word on this?

Scott: No. I mean I think we pretty much have said it. I mean I don't include that as part of my kind of research, right? The county will do its job and it will happen over time and I've never had it stopped me from moving forward. So I don't know. I don't see it as an event where these things pop up a quick phone call can probably solve a lot of problems.

Mark: Yeah, absolutely, absolutely. So I do want to just segue way into that we're streaming live on Facebook and so we always want to stop that live stream because we want them to actually download the podcast and listen to Erik's tip of the week. A website, a resource, a book something actionable where the Art of Passive Income listeners can go right now improve their businesses, improve their lives. So I'm going to go ahead and stop the stream now which is 'Stop live stream'. Okay done. So Erik, are you ready?

Erik: Sure.

Mark: Don't be so enthusiastic about it.

Erik: I can come up with something.

Mark: Alright while you're coming up with something I just want to mention to all the listeners that Debbie Liu who just started Flight School just had her first deal. Scott Todd, why did Debbie do a deal so fast?

Scott: Well Debbie's actually been mailing in advance of Flight School. So I think like on session two she was already asking for questions on due diligence. Which I had to slow her down a little bit. But she was already swimming before we shot the gun, the starter's gun. So great for her, I'm glad she's got that first deal. There's nothing like that first deal and it's probably the most exciting like I don't know \$50 \$100 whatever the down payment is you'll ever make in your entire life.

Mark: Yeah. There's nothing like that first deal and I think the confidence going forward that that proof of concept for so many people is so important.

Because you know Flight School, the Toolkit, is sort of this leap of faith yeah it works for all of us but how do we know it's going to work for me? I definitely would recommend that you know you learn more about Flight School, The Toolkit, coaching just go TheLandGeek.com/training. Schedule a call with Scott - Dude Buddy - Bossman or Mike - The Zen Master - Zaino and certainly learn more. By the way, Scott I just saw on Facebook Jeffrey Pierce closed his first deal on? Drum roll, please.

Scott: Go figure.

Mark: LandModo.com

Jeannie: Nice.

Scott: It's amazing because Mark I was scanning through the database with the developer for LGPASS the other day. So I was scanning through with him and we were looking at the sources of sales and it's quite interesting to see like the source of sales that people are choosing. It was really cool because you'd see like Facebook, Craigslist, Facebook Landmodo, right? So you know it was really kind of cool for me to see that people are leveraging the platform the way I intended. It's funny too because not only did we see the sales going through there you know what we also get? We get a phone call yesterday from a Land.com rep, you know the Lands, and you know all them.

Mark: Sure.

Scott: They wanted last check they wanted \$660 a month for 50 listings which Land Modo is unlimited listings nowhere near \$660 a month. They said, "Well you know if you want to get the costs down there's some great ways we can do it. We can go for the 30 listings. We can go for 20 listings. Okay, that's all cool and everything but it doesn't solve the problem and guess what? Even 20 listings was like \$250 a month. One of the members on my team sent me a note because they got a copy of it as well of the pricing and they like, "Man, Land Modo is a bargain." I'm like, "Well you know it depends on what you pay per month, but you know."

Mark: Yeah. But Scott the scary thing is if I'm a public company like CoStar I might just buy you out. Now I'm getting 660 bucks a month and people have no other way they can go.

Scott: Well I'll tell you that I do think that they [indiscernible 00:23:01] the market in terms of all of the platforms that they own and I mean they're massive. You know they own Loop Net. They own Apartments.com. I mean if

you're looking at anything with real estate I don't care. They own Buy Biz Sell. I mean if you're looking at anything to do with listing platforms they're awesome.

In fact Mark you and I were talking to a podcast guest I don't know two weeks ago and we talked about CoStar. He talked about CoStar as being like a tool on the due diligence conversation and the thing is that Costar also has you know mapping tools other stuff. They are massive you know? So for Land Modo, they look at it and it's like, "Yeah we got what we need for right now." But we'll see. You know Land Modo is definitely something that there's no profit in Land Modo for us it's really just the labor of love that we're taking and taking every revenue dollar that we get and reinvesting it back into advertising and promotion of the site because it's just leading to more traffic.

Mark: Yeah, I love it the Jeff Bezos strategy but you know what happens.

Scott: Maybe one day we can be as big.

Mark: Keep doing that. Yeah, keep doing that

Scott: Maybe I will have instead of like those little devices I can't say her name because she'll like wake up, maybe we can have like Land Lexa, Land Lexa.

Mark: Land Lexa. You know what we could do? Is like REI I'd make it a Co-op of all the land geeks and then everybody takes a share and that way we protect you like you get some of your equity out but then we're also not getting swallowed up by CoStar. I mean you know they are creating a monopoly.

Scott: Yeah there we go. That's a good idea.

Mark: It's not a bad idea. Yeah.

Scott: [00:24:54] [indiscernible]

Mark: Yeah, sometimes I think outside the box. Maybe getting hit on the head helped.

Scott: Maybe man. Your wife said no more bike riding? She must really love you man.

Mark: No, I mean look at this face, Scott. How could she not?

Scott: I mean you know we're still waiting to see these pictures of bulky Mark.

Mark: Oh gosh they're never coming out. All right, let's change the subject. Let's go to Erik Peterson. Erik, what's the tip of the week?

Erik: All right. I was looking at this website here called RemindThem.com

Mark: RemindThem.com

Erik: It's kind of built around at least their example is built around the idea of doing like a webinar or some kind of online event you know collecting the phone number and sending a text message to remind them that their event is coming up. But you know I was kind of thinking you know something like this incorporate it into my website or something and collecting a phone number which is often hard to get and then using some kind of a text message to remind them about deals of the week or what have you. So, getting them to opt-in upfront when they give that phone number and utilizing a tool like this. I don't know. Just something I was kind of looking at the other day. I haven't done anything with it but there it is.

Mark: Wow, this is really cool and it's free.

Erik: Yeah, I think it is. I don't know.

Mark: It's saying it's free. All right, remind click the button below. I already took a complete set. Your marketing schedules, set up campaigns, start reminding people about your promotions. Huh, very cool. That's a great tip. Tate Litchfield do you like it?

Tate: I do. I'm trying to figure out how to use it more.

Mark: I mean I know what you could do.

Tate: Yeah. I've got some ideas.

Mark: Yeah, yeah. I mean you know that deal of the week you opt-in for it and boom they get the text. Jeannie, how would you use this?

Jeannie: I have to look at it. I can't see it at the moment. So I'm going to look at it after we are done.

Mark: You know I hate to give Erik Peterson another compliment on this podcast. It's more painful than you know the current wounds I have on my body, but another great tip Erik. Bear Land - Aaron how would you use this?

Aaron: I don't know. It looks pretty cool. It looks like a great little way to add to the buyer's list. Maybe an integration on the website would be cool. I will have to take a look at it. I do want to for people who are listening that you want to check out Remind Them and not Remind, because there is an app called Remind that schools use and teachers use to talk to parents and so forth. So don't get mixed up, but Remind Them. Yeah, it looks pretty cool. It really does. I think integration would be... I will have to check it out closer

Mark: Yeah, yeah. Scott Todd I could see the wheels spinning. You've got this you know super intense look on your face.

Scott: I've got to figure how to incorporate this better.

Mark: Yeah, I mean because it is a fine line. Like you don't want to annoy, right? But you also know that you're going to have almost 100 percent open rate. So what can you send that would be innocuous enough to your customers? You know it's like permission marketing on text to do that. I mean look, I'll tell you what I like is the way that Bed, Bath & Beyond does it. You know once a week 20 percent off, right? I haven't opted out. Like why not? So maybe a coupon and then maybe you have them opt in somewhere and then it redirects them to the coupon code that they can then unlock for a deal of the week or something like that. There's a lot you can do with it and be creative with it. It's just you got to be really careful with text because you don't want to look spammy. It can get really ugly. Scott just had a weird thing with his mic there.

All right well I thought this was a great podcast. I want to thank all the listeners. I want to just remind you the only way we are going to get Jeannie - the Go-Giver - Morem to keep on coming on this Round Table podcast is if you do us three little favors. You've got to subscribe, you've got to rate, and you've got to review the podcast. Send us a screenshot to Support@TheLandGeek.com. We are going to send you for free the \$97 *Passive Income Launch Kit*. Again today's podcast is sponsored by Flight School. Just go to TheLandGek.com/Training to learn more. Alright Jeannie, are we good?

Jeannie: Yes.

Mark: Awesome. Tate, are we good?

Tate: Yap.

Mark: Erik?

Erik: We're good.

Mark: We're good. Bear Land - Aaron?

Aaron: Great.

Mark: Awesome. Scott? I think you're on mute now.

Scott: We are good.

Mark: We are good. Alright, let's just do this, one, two, three...

All: Let freedom ring.

Mark: Not bad.

Tate: We dragged it out a little long today. I feel like we just got to say it like let freedom ring.

Mark: You think? Yeah. Okay.

Tate: It would be easier timing.

Mark: It would be easier. So just let freedom ring like, boom, boom, boom

Tate: Yeah just like, boom, boom, boom.

Mark: Alright.

Tate: Let freedom ring.

Mark: Let freedom ring. So, Tate and Jeannie, we are all on West Coast time what's going for lunch?

Tate: I don't know yet. I got to go inside and talk to the boss lady.

Mark: Nice, nice. When do the in-laws get in town?

Tate: Tonight. I thought it was tomorrow night but it was tonight. So I get an extra 24 hours with them that I wasn't planning on.

Mark: Phenomenal, phenomenal. You know who gets extra time is Daisy-Daisy. That gives you an opportunity to go out on the strip with Alison, party like rock stars, with no cares in the world because the grandparents are taking care of the little [00:32:10] [indiscernible].

Tate: I wish it were that simple Mark. I really do but ...

Mark: Erik has this like knowing smile going as well. Yeah.

Tate: I'm thrilled. It's going to be super fun.

Mark: I know. I know. I'm really, really excited for you guys to get that nice break and that bonding time and special, you know. Family is special.

Tate: So special.

Mark: It's great. Alright well thanks, everybody. I'm going to go do some room care and make a little dart board in the Garage Mahal with Tate's face to get off my resentment out for all the pain and suffering. Is that wrong Tate? That kind of felt mean. It kind of felt too far.

Tate: You know, I'm not going to hold it against you. I just would have thought your parents would have taught you how to ride a bike better. I mean it's not that hard.

Erik: I can do the Dr. Evil thing with that pinky

Mark: Well, I did it with the other hand.

Erik: The other hand, okay, okay.

Mark: You know what though? Tate, you bring up a good point. So when I was a kid I got hit by a car in the neighborhood bilking and ever since then I never biked. So I just picked up biking like a few years ago. Like what, two years ago?

Tate: Late to the game.

Mark: So I'm really late and I guess I ain't so good at it.

Tate: Yeah. It's time you retired.

Mark: I take a ride and then I see all these other people biking like all around here and they are not wearing helmets, they are not wearing gloves I'm like, "How is this possible?"

Tate: I think it's okay for you to take a graceful exit of the sport, you know?

Mark: Alright. You won't judge?

Tate: No. This is a judge free environment.

Mark: Alright.

Erik: Get a three-wheeled bicycle.

Tate: Don't get a three-wheeled bicycle.

[00:34:20] [indiscernible]

Erik: Like the Amish.

Aaron: No, no, Mark, no, no.

Jeannie: That's too geeky?

Mark: Too geeky?

Jeannie: Yeah.

Erik: That's too senior citizen. It's not geeky.

Mark: I mean I'm getting up there, Erik. I don't know. Alright fine. You know I could just do yoga.

Erik: As low as 58 a month for 39 months, mark.

Mark: It's not bad. Get the bike for no money down. I think they have different packages. You know what? This is very interesting marketing. Everyone should check out OnePeloton.com just to see how they do their marketing. This could apply to land investing in away, right? Although we do discuss like you don't want to give too many options. I think four options is probably too much. I think that three is the most but I don't know. What do you think Tate?

Tate: I like the way they set it up. I don't know.

Mark: Yeah. We could do like a low monthly at whatever interest rate and then it includes the plat map, GIS map, right?

Tate: Yeah, yeah.

Mark: And you know whatever else, right? Then the second one might be a little higher down payment, a little higher monthly and it includes like the actual GPS like a physical thing. You go out, they are already plugged in, go look at your property kind of thing. I don't know. There is a lot of things you could with it. I just like the way this is set up.

Tate: It's clean looking, good marketing.

Mark: It is. I do like to back their hand on professional setup because I have literally no other skills in life except for land investing. It's pretty sad and clearly, bike riding was just too much for me. Alright, thanks everyone for putting up with me. See you guys.

Jeannie: Bye.

Mark: Bye.

[End of Transcript]