



THE LANDGEEK

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

Today's Guest: [Andy Storch](#)

Transcript

Mark: Hey, it's Mark Podolsky, the Land Geek, with your favorite nichey real estate website www.TheLandGeek.com. And today's guest is a guy that works with strategy, finance, business acumen, top performers, and sales and just... He is like that guy that you want to hang out with because afterwards you just feel like you are smarter and better than you were before. But I would be remiss if I didn't properly introduce my co-host—you know him, you love him—Scott Todd: ScottTodd.net, LandModo.com. And most importantly, if you are not automating your Craigslist and your Facebook postings, PostingDomination.com/TheLandGeek. Scott Todd, how are you?

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

Mark: I am good; are you excited to talk to a fellow Floridian?

Scott: I am, yes. Like you will notice, Mark—I mean our audience can't see this but you know—he is like chillaxed out; he is in a tank top. He is embracing the Florida lifestyle as I like to do every day, too.

Mark: Yeah, I mean I will have to keep you guys on track if we start you know digressing to the Gators or Cuban food or something like that. I have to keep things on track.

Scott: Keep us on track.

Mark: On track. So, our guest is Andy Storch from AndyStorch.com. And to put it simply, he is a performance coach, a sales leader, international speaker; and he's worked with big companies: Salesforce.com, Oracle, Google, Box, Toyota, Genentech, State Farm, Red Bull, Deloitte, KPMG, HP, Sony, Bechtel, Cisco, and others. And finally, he is talking to somebody like us—a prestigious podcast. So, Andy Storch, congrats! Welcome!

Andy: Thank you so much, Mark and Scott, great to be here. I have to say even though I do my own podcast and interview others, it's always funny when you get introduced to another podcast. You can get kind of caught up thinking like, "Aaah, you know what I do is not that special," and then you introduce me and I think, "Wow, that guy sounds really impressive. I would like to meet that guy. Oh, that's me, okay."

Mark: Yeah, that's you. Yeah. Oh yeah, you are also that host of the Entrepreneur Hot Seat Podcast which had yours truly on it so...

Andy: That's right. It just got enhanced by having you on as a guest recently.

Mark: Wow, nice of you to say. Well, you know, we will see about that. So Andy, let's rewind the tape and... Well, I know you started off in the corporate world, but kind of talk to us about your journey into becoming this leader, if you will, of ambitious human beings.

Andy: Sure, yeah. It has absolutely been a journey I think like everything is. I think it's so easy to look at people sometimes and say, "Oh, they just have it figured out. They are an overnight success and whatever it is." But like you have been slowly building your land business for years and thousands of transactions I know from talking to you, things have been slowly coming together through plenty of good and bad decisions over the years for me. I know this is a lot about entrepreneurship and for

entrepreneurs and I have always kind of had a passion for entrepreneurship at least since after college. I grew up in a family that was big on traditional education; my parents were both teachers and the only goal really for me was you must go to college, and so I worked hard for that. I got into the only school I ever wanted to go to which was the University of Florida. Go Gators! I followed my dad there, speaking of Florida.

Then things changed because I read the book *Rich Dad, Poor Dad* by Kiyosaki, who I know many of your listeners are probably familiar with. And it got me thinking what about this idea about entrepreneurship and I tried my hand at a few things that didn't work. I tried a couple of sales things I sold alarms door to door for ATT. I don't think I sold any. It was not very successful. And then my then girlfriend, now wife, and I moved to California. And I started a couple of different startups, joined a couple of different startups, again nothing that worked out but I got experience doing a lot of different things.

We both ended up going back to school to get our Master's degree. I got my MBA from the University of Southern California, Master school of business again because I believe strongly in traditional education and got a job at... I was working in insurance for a while and had also again these start-up businesses on the side. I used to buy and sell sports tickets. I had season tickets at one time for about 15 different teams and I would sell the tickets individually to kind of make extra money on the side. It really started just I liked to go to Dodger games while I lived in LA, and I started accumulating Dodger season tickets to kind of pay for my addiction to Dodger baseball.

Then that morphed in to some other businesses that never really got big. And I got lucky because a couple of years out of business school, I got a job with a really awesome consulting company called BTS. I was there seven years travelling around the world, building business simulations, running workshops for big companies like some of the companies you mentioned, Sales Force, and so on. And just gained a lot of leadership and coaching skills from working with executive and managers at all these growing and big companies.

The last couple of years I decided you know I wanted to work a little bit more with individuals. I wanted to do something even more entrepreneurial,

so I got certified as a coach. I started getting into a little bit of one on one coaching. I started running a mastermind group for dads – ambitious dads – and I’m heavily involved in dad community online and run masterminds for them. And about three months ago, I left my job actually to become an independent contractor—selling and running training similarly to what I did before with the consulting business. So, now I am doing all of those things you know coaching, facilitating workshops, running training for big companies. And I also, as you mentioned, have the podcast The Entrepreneur Hot Seat which I started about six months ago in May 2017 and it’s been a blast. It’s how you and I met.

Mark: Wow, that’s quite a story. Scott Todd?

Scott: I mean I’m just shocked like that brought him all the way just to meet you.

Andy: All of that was to meet the two of you really. I mean since I was a little baby that is all I really wanted to do, so I set all these things in motion.

Scott: All that experience has brought you to today.

Mark: Yeah, I mean it’s like a butterfly effect, right?

Andy: Well, you know it’s interesting I talk to so many people and everything that we have done good or bad does bring us to today and lot of people sit down and have regrets about the bad decisions they made. I have made plenty of poor decisions. Like I said I have had a lot of failed startup businesses but I love my life right now and if I didn’t do all those things, I wouldn’t have got to where I am today. So, I try not to have any regrets.

Mark: I mean before the podcast, Scott, he is like, “I just played you know basketball for three hours.” He’s got a bike in the back. He’s wearing a...

Scott: I try to live a pretty active lifestyle as well.

Mark: It’s really active. It’s 1:30 in the afternoon; and so this lifestyle, Andy, is amazing. I mean this is kind of like what everybody wants. They want this freedom. They want flexibility. They want passive income. They

want all that. So, if we are going to rewind the tape on leadership, and let's say that Scott and I were in front of a big cauldron and we are making this amazing leadership stew; what would be the ingredients that we would need to add to make a great leadership stew?

Andy: That's interesting. It's something I think about a lot and there is obviously thousands of books on leadership and different opinions on that. I think the number one thing that I would put in there is empathy and the ability to connect with people and listen to people and it's something that I have been pretty good at. I still work at it all the time because I am an extrovert, so I have to stop myself and make myself listen to people. But I would say that would be number one.

Number two would be these days I have been thinking about this idea of being willing to go against the status quo and stand up and elicit changes and use that empathy that you have to get people to follow you, not in any type of coercive or nefarious way, but to do awesome things so that people want to be around you and take them with you and treat them fairly and treat them as equals. Surround yourself with smarter people. Like you said, you keep Scott with you because you know he is smarter and more talented. I would love to do the same thing as a leader so that's the top two qualities I would throw in.

Scott: I like what you said there about the empathy. I think that ... I mean what do you think about like development? You know, to me I managed a pretty large team for a while and the one thing I saw more than anything that was always lacking maybe it's just like an individual thing but it was when someone stopped to figure out like what are my goals, me personally, like when I had a manager that basically ...

I will never forget he said to me, he was like, "What is your goal in five years? I'm working for him now." It's not like an interview question literally; it was like a performance review and he said, "What are your goals in five years?" I said, "I don't know where I could go." You know like that's always a hard thing. It's like you need somebody in a way that believe in you to say, "Well man, he thinks I can do it." I said, "Well, I don't know. Where do you think I could be?" He said, "Well..." He was a VP at that time and he said, "I think you can be in my job". I was like nowhere close to being the

VP and I was like, "What? You think that I could be a VP? All of a sudden, my entire mind shifted like all of a sudden, it wasn't me saying I wanted to be a VP. It was a VP saying, "You can do this," and then that kind of set me off on this path.

So, what I did when I managed my team is I always like sat down with people like on performance reviews and I'm like, "Where do you want to go? What do you want to do in three to five years?" It's a question that a lot of people take back because they do not know how to answer it, right? Because I think once we get to our career, we might have these high-level goals but we don't really know how to make them happen. I remember this one guy said to me, he said, "Man, I would love to figure out how you got to where you are and copy it." I'm like, "Well, you don't have to figure out it out. I will tell you."

The guy was blown away and I will tell you that he was kind of my in a way... Now I had an employee that worked for me who was my biggest cheerleader. He was hoping that I got promoted so that he could get promoted. Like all of a sudden you got people pulling you from the top, people pushing you from the bottom, you've built this team. But I think it all started and like it all starts with I think having somebody around who is actually interested in what you are trying to achieve. Maybe that's a form of empathy I don't know. Some people say I'm not very empathetic, you know empathetic. What's the word, Mark?

Mark: Compassionate.

Scott: Compassionate. So, maybe sympathy or empathy and compassion are [00:12:40] [indiscernible].

Mark: Andy, when Scott coaches, he's got a mini bat, right? He is more like the Bobby Knight style of coaching old school—like get it done and get it done now; no excuses and pushes people past their limit.

Andy: Some people need that.

Mark: I think a lot of people need that. I mean look, we haze Scott but he does have that softer side because he has been there and he has been

through the struggle and he knows what they are going through so he does have that empathy. He is like, "Look this isn't easy," especially when people are let's say struggling with, let's say, Craigslist ads sticking. He knows what it's like and can be empathic.

I think what happens for leaders is they do skip that piece as if it's like a sign of weakness. "Well, of course, we have this all figured out." But no one really has it all figured out. And I think a good leader is aware that we are doing this together and that we are struggling together, we are succeeding together. But I think I am talking too much, Andy, so let's have you jump in and talk a little bit about, you know, leadership gets kind of bandied around all the time and empathy and all these qualities. What's some of the worst advice you see given in your area of expertise?

Andy: Well, I would connect that back to what Scott was talking about and I applaud what you did and what you talked about Scott. I think some of the worst managers out there have a sort of a scarcity mindset and I think we have all worked with managers like this where they feel like they need to protect their job and if they give you too much capabilities or you know too much, you are too talented, "This guy is better than me he is going to take my job." So, they don't help you get ahead. People don't like working for people like that, they leave.

There might be other... I'm trying to think of the bad advice of pay but if I could go back to Scott's question on good advice and what makes good managers, you know the opposite of that. I run a manager training we were just doing this last week out in the Bay area and for managers there is kind of three components and one of them, the first one is to know your role. Know how you play a role in the company and how you can motivate your team and get more results out of them and how you can multiply them by giving them the tools they need, having that empathy, having those conversations.

The second one is to know the business. The more you know about how the business works the easier it is to convey that to the people you work for. I mean I think we have all... Again a bad manager is going to be someone maybe they care about you but they have no idea how the company works and when you ask questions they can't connect you to why things are going

on. Then the other piece is to be able to connect the team. Are you asking those questions? So you understand what the people in your team really want out of the job and out of life and help them get to that even if it's not to take your job or to move up in the company? What if it's, "I just want to work there as I need to work and put food on the table for my family and I have got other stuff going on"? Well, great. Let's talk about how we can make that happen so that we both win.

I think it's really making that connection and understanding who they are and what they want to get out of it and helping them understand why you are doing the things you are doing and how they can play a bigger role and making sure that they feel valued and they are not just doing a job. I mean if you look at... I don't like to generalize but if you look at studies about the millennial generation, which is now the largest population in the workforce, a lot of studies says that they want to feel like they are part of something bigger and that they are making a difference. And if you can help people and really everyone feels that way, I think if you can help people feel more like that they are going to be happy and more engaged and more productive at work. So, that is my tips on management given your questions.

Mark: So, Andy, given your background of both parents are teachers, work really hard in school, go to a good college, get a good job, sort of the conventional wisdom, and then you got an MBA. I mean do you feel that for your children, you are going to go ahead and give them that same advice? Or what advice would you give them today?

Andy: That's an interesting question. I have two kids and I was just having this discussion a week ago with the guys in my Mastermind group that I am in and we were talking about that. We are all entrepreneurs and the value of traditional education versus the experience of getting out starting up a business. And I would say I have definitely softened a lot from where I grew up. I think there are a lot of different tracks that people can go down. I have certainly made lot of friends recently who don't have more than a college degree or even a college degree at all who are very successful in business. I think there is a lot of things you can do. You can go out and start a business and gain a lot of experience from that. You can go and get a more non-traditional education.

I'm big on personal growth and I just went to a Tony Robbins seminar a few weeks ago and it was amazing and all the things I learned from that. I want to take my kids when they are teenagers to a Tony Robbins seminar and learn about life—the things they won't learn in college. But I would love for them to go to college, too, because there are a lot of things you can learn there and one of the biggest things that you can get in other places but one of the biggest things is relationships. I think everything in life most of success in life is about relationships. I think it goes back to who know, who you've met, who you're friends with.

I have a lot of friends from those experiences in college and especially in business school. I have made friends in other places having this podcast was a great way to connect with people and I like to think we that we are going to be friends now and know each other but...

Just as an example, before we met, I never knew anybody who invested in raw land. And what if one day I was like, "Hey, I really think that could be a good opportunity, who do I know?" Now I know the Land Geek, right? You and I know each other. I have got your number, I can call you, and that's what all that stuff is all about. I think back to all the jobs I have had, the business opportunities I have had, the one I currently have has been all about relationships.

My wife is currently getting involved in a startup that could turn out to be a really big opportunity and it's all because I met this guy at a podcast conference a few months ago and just talked to him and built a relationship. So, I think there are a lot of ways to do that but I think been in a classroom or being on a college campus is a great place and time where people build those relationships. But I still think it's valuable, but I am definitely more open minded these days than I was growing up on the idea that we don't have to force college. There is a lot of other things that kids could do and still get great experience and be successful.

Mark: Yeah, I agree. Scott Todd, what's your advice right now to the kids?

Scott: Mark, you know like I have a college degree, right? I've got a Master's degree and everything and I think that the tide has shifted in a way to where you don't necessarily always have to go to college, right? I don't think that every person is a university material. What I mean by that is look

there are great paying jobs that you can get without a university, right? You can be a land investor or a real estate investor, right? You don't necessarily have to go to college to do that. What you need is you need motivation. You've got to have that burning desire to do it, to do anything.

Look, there's teachers out there that are making you know \$40,000, \$50,000 a year that have \$70,000 hours' worth of student loan debt, right? Then there's like I don't know air conditioning guys or welder's or electricians that basically went to a trade school; they're probably making more than the teacher with no student loan debt. So, I think that you really have to have that honest discussion and I think as parents we have to kind of have that open eyesight to say hey, if your passion is to be a teachers, look the world needs teachers and unfortunately you just can't just go and say, "Hey, I'm a teacher." You have to have education to do it, right?

Andy: Right. Yes.

Scott: So, does that mean that you need to go to Harvard? No, it doesn't mean that you go to Harvard, right? Now if you're going to be, I don't know an attorney, your mission is going to be to be the CEO of a Fortune 300 company. And well, you better go to a school that's going to groom you for that. But I think you really have to know what your child is hoping to achieve and also kind of match that up to their abilities.

Andy: There's something I want to jump on there, Scott. I think and this is just personal opinion but you've mentioned kind of a trend and I think I feel like paying attention to the business world the tide has shifted a little bit. There are definitely some jobs that will always require that degree like you said but I think we're coming off a peak maybe a few years ago where I just felt like you had to have a college degree. It was like table stakes because everybody was trying to get a good job and jobs required a college degree. But I think as we enter the gig economy the so-called gig economy and more and more people are kind of doing their own thing and making money in different ways people probably value experience more.

Again, going back to if I'm trying to get into land investing, I really don't care where you guys went to college. I care more that you've done 5,000 deals and that you know what you're doing, right? That's going to be more

important to me. Again, even with a lawyer you want to know what kind of experience they have but it's kind of table stakes that they have to have a law degree so something's that'll never change but others it's really maybe not that necessary

Mark: Yeah absolutely. I mean last time I went to the doctor I didn't look at their degree, right?

Andy: You kind of assumed that he probably had one.

Mark: I assumed like, yeah. But it's not like I did a background check and I checked their transcripts. I just kind of assumed. Would I have not gone like if they went to Harvard for medical school or they went to you know somewhere else like a degree is a degree? They got trained; that's all I care about like, "Okay, now fix my foot or whatever it is." So Andy, what's been the best or most worthwhile investment that you've made recently? It could be an investment of money, or time, energy, or otherwise.

Andy: The best worthwhile investment besides the time that I took to come on this podcast and have you on podcast -

Mark: That might actually be the best investment that you have ever made because of that contact but you know.

Andy: There's been a lot of great things, but I mentioned it just a moment ago. I'm still kind of high off of this it's been about a month. My wife and I went to *Unleash the Power Within* which is a four- day Tony Robbins seminar; it was down in Palm Beach. I think he does it three or four times a year in the US and it was a significant investment for us. You know hundreds of dollars for a ticket and I had not been following him for a long time but a lot of friends told me how great it was and we needed to go and it was fantastic. I mean what a great investment the things that we learned and it brought us closer together. I think doing it together was awesome and just a great experience, a lot of lessons. I've got a notebook full of notes. I've been using some of the knowledge to help and coach other people since then and I think it's something that's going to pay off for a long time. You know speaking of I would call that more alternative or nontraditional education maybe kind of in line with what we're talking about. So, I would say-

Mark: What was your biggest takeaway from *Unleash the Power from Within*, biggest takeaway?

Andy: Oh man, a couple of things. Number one is I'll give you a phrase, "Trade your expectations for appreciation". You could change your whole life if you do that, and a lot of people are upset angry about certain things and almost the root of all disappointment and anger comes from missed expectations. If I catch myself doing that or you can catch yourself doing that and change that to appreciation for the situation you have, figuring out what you can learn from it, you can move on and grow from things so much quicker it's amazing.

The other one was we dedicated a significant amount of time on a third day to overcoming limiting beliefs and setting more empowering beliefs for ourselves. I consider myself a fairly confident person but I realized I still had some limiting beliefs that were holding me back and to go through that exercise and to basically kill those limiting beliefs and instill new empowering beliefs.

I have been more confident over the last month since I left that in myself and my abilities in my whole life the most of my whole life I would say and it has allowed me to accomplish more things. I've had people coming to me telling me how impressed they are and what they admire with me. I'm not trying to brag I'm just trying to prove a point because I still have those... I like to think of myself as a fairly humble guy, but I'm confident, more confident, in myself than I ever been and it was because of that and what I did at that event which was awesome.

Mark: Yeah. I mean I think confidence is very different than cocky, right?

Andy: Yeah.

Mark: People like quiet confidence. People are repelled by sort of cocky you know swagger but Scott Todd, we kind of like to rip on Tony Robbins a little bit here.

Andy: Bring it.

Mark: You know the Netflix, I'm not your guru and the cultish sort of feeling of it. Now you're like the fourth or fifth person to really say how great he is and his events are and I'm starting to drink the Kool-Aid. I think, Scott, we're going to have to go to one of these events and really find out for ourselves.

Andy: They say you can't knock it till you try it, right?

Mark: Yeah. What the heck is going on here?

Scott: Hey, Mark. I've got the website up right now. Are we sitting in the general admission for the next one or are we going to the diamond premiere right in the front row?

Mark: Andy, does it matter general or diamond premiere?

Andy: I sat in the back because that's what fit my budget. If you can afford to sit in the front, I think would be amazing, but I really don't think it matters. There were 10,000 people there and just being in the room with him is just an incredible experience. The man is 57 and he has more energy than any person I've ever encountered in my entire life.

Scott: I think [Indiscernible] [00:28:12].

Mark: Yeah. You know what it is? I think it's a testament to his purpose, right? He's doing this, it's such a bigger purpose than himself because he doesn't he doesn't need anything else, right?

Andy: No.

Mark: Like what's going to motivate this guy to get up in the morning and it's really to help other people and when you have a purpose that's so big and so powerful you've got tons of energy. You can't wait to get going. I think a lot of people you know skip that kind of like going back to that other question about education like I know myself as a parent I'm anxious, right? I don't want them to suffer, right? Their happiness if I'm really, really, honest, isn't probably forefront in my mind. It's more about security. What can I do

as a parent to make sure that they are more secure? The traditional route is to go get a good education, get a good job where I know instinctively and intuitively because I've lived it that's not going to make them very happy.

Andy: That's not what you wanted for yourself.

Mark: It's not what I wanted for myself and yet I can't help but say to them, "Hey, you got to you got to study hard in school and do all these things," but in the back of my mind I'm like, "Oh, do you really? You can just Google it and get all the information you want now and learn whatever you want and deep with it and probably be really happy." But it's just hard. It's hard to kind of talk about it.

Andy: It's that constant balance in parenthood and I think you guys are probably more advanced and with more experience than I am but it's that balance between not coddling them but like making sure that they're secure and have everything that they need and also challenging them and making sure that they overcome challenges because we all know that's what we actually learn from.

Mark: Right, right, exactly. So, we're at that point in the podcast, Andy, where we're going to put you on the spot and ask you for your 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 the lives; what have you got?

Andy: So, I'm going to be a little bit more general here and give advice. We are in December of 2017. We're coming up on the New Year. This is where a lot of people start to say, "Hey, what am I going to do next year? Maybe I should set some goals or some resolutions, whatever it is." My advice, my tip of the week is to block off some time and sit down and write some very concrete smart goals for 2018. Whether you're a believer in writing goals for the entire year or you want to do it on a quarterly basis which has been trending lately just kind of do things quarter by quarter, sit down and write some smart goals for every area of your life.

Go and look up Google The Wheel of Life. I don't have a website to send it to you, but you can get it from Tony Robbins or a bunch of other places to kind

of think about where you are in different areas of your life, work, relationships, spirituality, health, that sort of thing and where are you really satisfied and where do you feel like you want to make some improvements and set some goals around that—some SMART goals.

I'll take that a step further not just a goal but write down a result. What is it the result that you want to achieve and then start to write down the methods that you're going to use to achieve that. What's the action that you're going to take to get there? Because I think that sometimes we're like, "Oh, I want things to change next year," but unless you write down a goal and start to put a system in place and take action on that, things don't ever change. Then the last piece of advice connected to that I'll tell you is to tell a friend. Find an accountability partner, someone who can hold you accountable that knows what you're trying to do that can support you. If I tell you guys that I'm going to do something, then I'm more likely to do it because I know that you're watching me.

So, I'm leading a whole call on this next week for a bunch of dads in the group I'm in and I may do a bigger one if I have enough interest. But there's a lot of courses and books and stuff out there on this. You can go find your own I'm not going to recommend a specific one but I would just say go block some time before the end of the year, if you're listening to this before the end of the year and setting goals for the New Year.

Mark: All right, fantastic. Scott Todd, what's your tip for the week? I'm starting to write goals right now as Scott's telling me his tip.

Scott: Man, I mean that that's gold right there. But hey, Mark, check out this app. It's called GIFable and it's for the Mac. It's in the Mac Store which I know you love. It's G-I F-A-B-L-E, GIFable and it's a cool screen recording app that allows you to create GIFs. I mean like we all know that GIFs are pretty dang good especially for relaying information quick like screenshots or screen grabs or what to go do. It's a \$1.99 and think about all of the ways that you could just very quickly without having to fire up a screen recording system just you just want to show something you can do it with this.

Mark: Wait a second. I thought it just creates Gifs like I can do screen recording?

Scott: Well, screen recording is small GIFs that you could send to a VA or somebody that's like constantly asking you like, "How do I do this or how do I do that?" No, man you don't have to worry about that. You can just simply make a quick GIF for them and then you're off to the races. You don't even have to like record a whole video or anything.

Mark: This is better than Zoom?

Scott: Well, look, Zoom and I just sent you another link there. What's cool about Zoom is that you know you can go in there and you know you can record a whole kind of tutorial just like we do all the time. But maybe you just need to show somebody like they are like, "I can't figure out how to..." "Like where's the button for this?" No problem. Just fire this thing up and screen record your screen and just go click the button they need to go to.

Andy: It's basically like a three-second screen recording or something.

Scott: Yeah, yeah, yeah, you got it.

Mark: I don't know.

Scott: Check it out at GIFable.co.uk, GIFable.co.uk.

Andy: It would be cool if you could do one right now.

Mark: Well, I'm buying it right now so ...

Scott: Even their website says, "Stop waiting and start making GIFs."

Mark: You know what I like about it? Is that I can buy it on the Mac just with my fingertip.

Scott: Yeah. I mean like look at their UX cases. They have got great UX cases, demonstration of like an interface.

Mark: It's making me sign in. This is terrible, why is it making me sign in? Social media and some stuff.

Scott: I know in your own Bootcamp presentation you use GIFs, right?

Mark: I do.

Scott: Now you can create your own. Now instead of having the kid, it could be you dancing.

Mark: All right, I'm buying it. Hold on.

Andy: Geez.

Mark: I got to edit. You know what? I'm really upset that I have to put in my password again.

Scott: I just got a 19 cent commission off of Mark, hawking all these apps.

Andy: One day the technology will know exactly what you want when you want it and it will just appear there but for now you've got to sign in.

Mark: Yeah, why is that?

Scott: With my phone I just look at it give it that like hey it's me again look and it's off to the races

Mark: All right, I just bought it. Here it goes. All right, my tip of the week is learn more about Andy Storch at the aptly named website AndyStorch.com and look I've got abundance mentality. You can even check out his podcast Entrepreneur Hot seat. Because why not? I mean you know? As long as you-

Scott: We are just going find you there?

Mark: Yeah. As long as you do three little favors because, Andy Storch, the only reason he came on the podcast was he looked at our reviews. He's like, "Okay, this is a podcast worth my time." You've got you subscribe, you've got to rate and you've got to review the podcasts, send us a screenshot of your review to Support@TheLandGeek.com. We're going to send you for free the \$97 *Passive Income Launch Kit*.

Look, everyone needs money. If you have unlimited funds and we kind of walk you through it, Scott and I are going to do a webinar. Go to TLFolio.com, TLFolio.com. You've got a note but you need the cash to do another deal, sell 12 to 18 months of your income stream, get your money out, redeploy that money and start supercharging your returns. Go to TLFolio.com. Scott Todd, are we good?

Scott: We are good, Mark.

Mark: Andy Storch, are we good?

Andy: I'm good. I appreciate you plugging the website. I would just say that I'm also pretty active on Facebook and LinkedIn if anybody wants to connect with me there and this was great. I really appreciate you having me on.

Mark: Awesome and we will put in the links to all that good social media stuff as well. So, I want to thank the listeners and let ...

Scott & Mark: Freedom ring.

[End of Transcript]