



# THE LANDGEEK

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

Today's Guest: [Colin Morgan](#)

### Transcript

**Mark:** Hey, it's Mark Podolsky, the Land Geek, with your favorite nichey real estate website, [www.TheLandGeek.com](http://www.TheLandGeek.com). And I'm really excited to talk with our guest today. He's got quite an interesting story and knows a lot of interesting people. But, but, but, but, before we introduce our guest, I would be remiss if I didn't properly introduce my co-host—you know him, you love him—Six Sigma: [ScottTodd.net](http://ScottTodd.net), [LandModo.com](http://LandModo.com). And most importantly, if you're not automating your Craigslist and your Facebook postings, [PostingDomination.com/TheLandGeek](http://PostingDomination.com/TheLandGeek). Scott Todd, how are you?

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

**Mark:** I'm great. I'm great. Are you ready to grill our guest today?

**Scott:** I am. I am.

**Mark:** I'm really excited. You know it's funny though it's like I noticed that I've only had one cup of coffee this morning and I'm less irritable. So, it's like maybe I'll be nicer on this podcast.

**Scott:** I don't think you're ever mean though. I don't think you're ever mean. Maybe I shouldn't say that.

**Mark:** There is like that little twinge of like caffeinated irritation sometimes. I don't know. Do you know what I'm talking about?

**Scott:** I know what you're saying.

**Mark:** All right. Let's talk to Colin Morgan from [DailyGrindPodcast.com](http://DailyGrindPodcast.com). If you don't know who Collin is, he found himself a couple of years ago in the daily grind. He felt unfulfilled and he wasn't making the money he wanted and so he leaves his job at the time and goes out on his own. He stumbles around and he finds someone who could show him the way and he thought that was kind of important and now he has a purpose and he looks forward every day with renewed enthusiasm. He has great relationships, he's grown his business and he has an insatiable appetite for learning and that's why he developed The Daily Grind Podcast to help people who are just like him. His podcast airs five days a week and features some of the world's most fascinating people. His guests included John Lee Dumas, Kyle Wilson Rod Khleif, Aaron Walker, David Mead (Simon Sinek's business partner), Noah Kagan and Walter O'Brien, just to name a few. Colin Morgan, how are you?

**Colin:** Mark, Scott, excited to be here. Thanks for having me.

**Mark:** Awesome. I do also want to just remind everybody today's podcast is sponsored by [TLFolio.com](http://TLFolio.com). Don't sit there without any money. Sell 12 to 18 months of the cash flow of your notes, reinvest in other deals. Learn more at [TLFolio.com](http://TLFolio.com). So Colin, let's just rewind the tape a bit; tell us a little bit about being caught in the daily grind. Like what was your daily grind? How bad was it?

**Colin:** You know what? It wasn't as bad as most people. I think everyone's story is... Everyone has a bad story. But for me, I was a professional golfer before I was in the daily grind. So, I was doing something that I love but I wasn't quite able to get to the point where I was on the PGA Tour making the money. I was stuck in the golf grind so to speak. So, I moved out of that; I got into the business world. I tried a lot of things myself. I tried an e-commerce site. I was in the in the used car industry for a little bit. I almost

opened up a used car dealership and then I kind of just went from job to job for a little bit. I was unfulfilled. I was tired with what I was doing. I knew there was something more but I was at a point where I just needed to make some money.

For me it came to a point where it was, "Am I going to do some for the rest of my life that I'm unhappy with just to make some money or do I want to make a real impact and do I want to make a real impact on the people that I want to make an impact on?" So, that got me to a point of where I am right now and I'm still learning. I'm still getting better. I'm still improving, but I am happy to say that I'm able to sit here, the sun's beating down on my face, I'm looking over after a nice snowy Tuesday here in Canada and I'm loving what I do.

**Mark:** I love it. I love it. What was a dark period in your life that you went through and how did you come out of it and what did you learn from it?

**Colin:** You know what? There was a point in time where I was in my early adult life and I had met someone who had a big influence over me and it was a very toxic relationship and an abuse issue happened out of it and it took me a real long time to recover from it, to be honest. I was in a dark place, didn't know what I wanted to do, I woke up unhappy. I was waking up at 1:00 pm which I'm sure a lot of people can relate to when they're younger just because you don't really know what you're doing.

It took me a real long time to be able to not get over that but learn to deal with it and so what helped was finding people who were in a similar situation to what I was in and speaking to professionals and learning how to overcome issues and deal with issues and how to turn those negatives into positives and once I really learned that I couldn't necessarily... I had always had this attitude, Mark and Scott, I don't know if you've had this of, "Why me?" When something happens to you, you are like, "Why me?" It wasn't until someone kind of flipped the switch on me and said, "You, Colin, why not you? Obviously, you have the tools in order to overcome this issue and you just need to start using them."

Once I made that switch in my mindset and I understood and I kind of followed that principle of "why not me", I really started to make a positive

change. I started to get over a lot of the issues that I had, I stopped feeling sorry for myself and I really went on a self-improvement binge which really took me from a place of where I was really down and had no vision, nowhere to go, to where I am today. So, I can definitely say that it was a dark period in my life but what got me through it was people and I continue to lean on people to this day.

**Mark:** Scott Todd?

**Scott:** I'm just telling you like I'm smiling because like I remember having similar thoughts. Like I would say like, I'd see someone who's successful and I'm like "Man, why can't I get that success? Or, "Look at them. They're lucky or I must be doing something wrong." Yeah, I was doing something wrong, right? Like there was no doubt. Even today I still say it like I see something I'm like, "Man, I must be doing something wrong." And I am and here's what I'm doing wrong is I may not be going after it the same way that person did. You know it's so easy to look at you or to me or to Mark and say, "Oh man, they got it easy." But there's no easiness to it. It's kind of like embracing the grind, powering through it, and kind of asking that question like what you said there which was, "Why can't I do this?"

I'll tell you that I started my land investing business and I was looking at other people who were who were successful talking about success. I'd be like, "Man, if they can do it, I know I can do it." So, the minute I had that that positive self-confidence and I'm like, "Again in the hardest times if they could do it, I can do it. Why can't ....?" No, no, no, I'm going to do this. The minute you start to build your self-confidence then men you're like unstoppable.

**Colin:** Yeah, absolutely and building on that I still go through that. I still go through issues every single day of doubt and looking at where other people are and wishing I was there and wishing that the growth that I'm having would be more rapid. But it's having that vision in place of what you want out of life and then the way I look at life is a success ladder with an infinite number of steps as I always say it and all I'm trying to do every day is take one step up on that success ladder and yeah there's going to be days which I can go backwards there's going to be days which I skip a few steps but I

have that vision in place and that allows me to get up, keep pushing forward, and keep improving.

**Mark:** Yeah. I mean you know just to build on what you're saying and then what Scott was saying about why is someone more successful than me or you know comparison is sort of the thief of happiness and the truth of the matter is there's like success porn in this country. Like you read Fortune magazine or Inc 500 and you hear about the latest billionaire that created an app or you know invested in Bitcoin when it was three cents or whatever it is. But no one talks about the mind-numbing, arduous hours, and heartache of the ups and downs of what they had to go through to even get any success, right, and the risks they had to take it's just like, "Oh look, they just flipped the switch and now they're successful." So Colin, when you hear the word "successful", what do you think of?

**Colin:** I think of fulfillment and I think that success is defined differently in every person. But for me I look at success is one, freedom. It's the freedom to do what I want when I want because I want to do it and it's just to feel fulfilled in my life. To know that I have not only a great business but my relationships are strong, I have great friends, I'm able to speak with people like Mark and Scott here on the podcast today. That is what I see success, as is being able to have that freedom to do what you want and a part of that is money, but money is just a part of it. Like that's what I really want people to know like success yeah it has to do with money but I think people idolize money too much. I look at the most successful people in the world and they have freedom and they have fulfillment in their life and that's what I continue to strive for.

**Mark:** Yeah, I love it. I love it. When you first started The Daily Grind Podcast, what were some of your biggest challenges just as an entrepreneur?

**Colin:** Yeah, I think your biggest challenge is like in anything is going to be yourself. I think I had a lot of self-doubt. I didn't really know I was going reach out to people like yourself. I didn't really know how receptive. I was very raw to the podcasting world. I was introduced through it actually through John Lee Dumas who does Entrepreneur on Fire and he kind of sparked my podcast start so I owe a lot of credit to him. But a lot of the

doubts and things I struggled with early on were then kind of going through it is like, "Hey, now I've committed to a five day week show like how do I start allocating time properly to not only do this podcast but to make sure that the business that I have here with my father is still going to make money and the marketing side of it it's going to be strong and we're still going to be able to generate sales?"

So, I had to learn in the mornings to really set myself up and even go further than that now I do it kind of more at night setting myself up for the next day but really time management is really what I still struggle with but I'm getting a lot better at it. But it's those two things that was time management for me and then it was myself. It was getting over my own insecurities, my own self-doubts, and self-beliefs and I had to start incorporating what I call winning behaviors into my life and once I did that I was able to start doing it. But like I want to tell everyone like I still struggle with it to this day but I continue to try to get better.

**Mark:** Scott Todd, what are your thoughts?

**Scott:** I think that when you have an overaggressive kind of goal, you know you said a podcast five days a week... I mean I think that when sometimes it seems like too much, it's probably a good thing because then... Like Grant Cardone would tell you like, "No one wakes up for small goals," right? Small goals are boring. I do agree like we when we go to set goals a lot of time, we want to be safe. Like I remember when I had my corporate job and they would be like, "Okay, set your 2017 goals or 2018 goals," and man, there is no way in heck that you really wanted to write some crazy goal up there because then they would be like you. "Well, you didn't achieve it." Well, no doubt you didn't achieve it because it was a big.

So, you go safe and, "Oh, I can do that. I can achieve that without really." They always loved to say like, "It needs to be a stretch goal." Yeah, okay. So, if you really want me to put down a stretch goal, that goal would be 10 times what you are asking me to do and then there would be no consequences if I come up short, right? But in the real world, there's consequences for not achieving your goals unless it's your own personal goal. Like you said five days a week podcast or whatever it is go big man and then get excited about it.

**Colin:** Yeah, you know what? That's exactly right and when I started it, I was like, "Oh, maybe I'll do one day a week." But it didn't get me up. I know myself and I know that I need to keep motivated with something and on a one day a week show it won't have been as good. I would have slacked off probably in about a few months just knowing who I am I probably would have stopped. So, I had to really commits to doing it and really once you set that intention and you put it out there for the world like, "This what I'm doing," it's very powerful and it forces you to continue to grow and building on kind of like the goal setting because I'm like it's what, is it, January? What are we 16th? January 16th?

**Mark:** Yeah.

**Colin:** So, people are a couple of weeks into their new year's resolutions and for 50 percent of them it's probably over for the other 50 percent good for you. But I think that one of the biggest problems of New Year's resolutions is people are setting goals one because they think that's what they need to do. They set a lot of goals that like the most common ones I'm sure you hear is, "I want to get in shape or I have to start going to the gym." One thing that I always tell people with that is like you have to go deeper than that and an exercise that I like to go through when I'm setting something is like I'll ask myself why multiple times so why do I want to go to the gym? Well because I feel overweight. Why do you feel overweight? Because when I look online and I see people who are in shape and it makes me ashamed of myself. Well, why do you want to do that?

A lot of times the final question will be what that deep-rooted issue is and for a lot of people it may be if I want to feel energized when I wake up, I'm sick of not feeling good about myself. I want to spend more time with my kids and be more energized. Once you have that goal in place, then just working out and going to the gym just becomes a part of that, right? It becomes a part of that bigger overarching goal. So, I think when you kind of go through that process of setting goals you're really going to find out what that deep issue is and you'll be able to attack it.

**Mark:** Yeah I love that. I love that why exercise and oftentimes we'll talk about this at Bootcamps, Scott. Not necessarily know the why issues but we

kind of sort of allude to it's like, "Why do you want to make a million dollars of year." "Well, I want to have freedom and flexibility." But you know and then it kind of gets down to like... I mean it's always about freedom. Well, you don't need a million dollars a year to be free, right? Once your passive income exceeds your fixed expenses, you're working when you want, where you want, with anyone, you're free. So, it's really an interesting way to sort of to think about things that are on the surface just seem so simple but when you peel the onion it's like, "Oh, this is the core value that I really want to achieve, more freedom, more flexibility, more energy, better deeper relationships," right? Peace of mind, less anxiety, right, those types of things.

So, Colin, this is a favorite question I like to ask especially I don't why, Scott why do I like asking Canadians this question so much? It seems like if you're a Canadian, you get you get the dinner question.

**Scott:** Is it cold in there? Is that the question? Is it cold?

**Mark:** Maybe it because of the poutine. Like okay, you're going to serve poutine to three people, three of your favorite podcast guests that you've had on the [DailyGrindPodcast.com](http://DailyGrindPodcast.com). What three people would you invite to dinner and what one question would you ask them and how do you think they would answer that question? It's a tough question.

**Colin:** That is a tough question. So, do you want me to include you on this or go with three others?

**Mark:** You don't have to. I mean you can include me. If you don't have me for dinner, you don't have to though. Personally, I would rather talk to Noah Kagan than me.

**Colin:** Yeah, you know what? Three people that are on a show excluding say yourself or my father-

**Mark:** Sure.

**Colin:** I'll go with Aaron Walker. I had a fascinating talk with Aaron Walker. I mean all my guests... I mean if any guest is listening and I don't include



you in this, don't be heartbroken because I'd probably include you if he asked it again. But this is right now, so I'd go with Aaron Walker. Probably a guest that I had on today was very interesting his name was Spencer Thompson and probably Dr. Alex Mayer, would be the three.

**Mark:** Doctor Alex Mayer.

**Colin:** Yeah. I think one of the biggest things with those three people as they all have a unique way of looking at life. I'm more fascinated with human development than I am looking at you know people who make millions of dollars even though like I said that's important but to me that's what it is. I would just ask them... Probably one of the things I ask on the show is if they could go back in time and offer yourself one piece of advice.

I would tell them kind of where I am right now when I would ask them like what should be my number one focus? The reason for that being is that what I think my number one focus should be may not be right and hearing it from people who are more successful than me and who I look up to as mentors I think having that in place and them being able to tell me what they think I should do far succeeds what I think I should do. So, I think those three people right there Aaron Walker, Spencer Thompson, and Dr. Alex Mayer. But like I said all the other guests I'm sure it would change if you ask me again tomorrow.

**Mark:** What do you think they would say to you? How do you think they are going to answer that question?

**Colin:** I think they would have to get some context in terms of where I want to get to which I think that after speaking with them personally like that's what their real thing is like they really want to get down to what the issue is and being able to do it. I think they would tell me to just like have your own set of principles in place and information which you're taking and learning attribute those. Like a lot of information which you read out of books or what you listen to from podcasts or you get from webinars there are a lot different and if they don't align with what your set of principles are then don't waste your time with them. Waste your time with things that you believe in and have a vision and trust the process.

**Mark:** I love it. I love it. Have you read Ray Dalio's *Principles* book yet?

**Colin:** I certainly have. Actually it was my last book that I read that's why I brought that up.

**Mark:** What did you think of it?

**Colin:** I think he's brilliant. I really enjoy the way he looks at life. I mean he's one of the most brilliant investors of all time. He has most successful hedge fund and anytime you get to learn from someone like that, amazing. But his principles on life and business are very interesting.

**Mark:** Yeah. I love the idea of you radical transparency, radical open-mindedness, and radical honesty. Scott Todd, any thoughts?

**Scott:** I do like the idea of like talking to people who are more successful than you. Like that whole concept of, you are the average of the five people you hang around with or socialize with or talk to. I think that a lot of times it's easy to hang out with people who are maybe lower than you or at the same level as you in whatever you're trying to achieve versus trying to spend time with somebody who is higher because I think it takes a lot of self-confidence to really hang out with people who are maybe where you want to be or ahead of you because there's always that self-doubt that can creep in.

So, as long as you can kind of do that, then hang out with them, learn from them, and figure out... You know it's one thing to go to them and say, "Hey, let's hang out and let's go to lunch." It's another thing to try to understand like how you can add value to what they're trying to achieve, right? Because if you're going to add value to them and what they're trying to achieve well mean you're just helping to solve a pain point for them. You're going to be included in that circle just because of the value that you can bring.

**Colin:** Absolutely and that's the number one thing that I've learned is exactly that if you do go for lunch with someone, you do speak to these people, like really try to do your homework first of all. But then when you're there, like try to see what they need help with. And if you can help them, then just kind of go just do it for them. Don't ask for anything in return.

Don't ask for money for a service. Just go ahead and help them and you'll see that it's going to come back to you tenfold.

**Mark:** Yeah. I think that's great advice.

**Scott:** Mark, someone contacted me recently and they are like, "Hey, I appreciate like I'm learning from you." I'm like, "Oh, that's awesome, great." They're like, "What do you need help with?" They tried to apply the same logic, but I don't necessarily always know what I need help with that I could just say to you like, "Here you can help me do this." But maybe if you like you said do your homework, figure out how you can add value to them, and suggest that or propose it because it may not be an exact fit but at least it's something to start working with as opposed to, "Hey, how can I help you?" Well, I don't know how you can help me.

**Mark:** Right, right. Well, we're at the point now of the podcast where we get to put you on a spot, Colin, 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 improve their businesses, improve their lives. I think your mentorship has been phenomenal the last 25 minutes, but now we want one more piece of Colin wisdom. What do you got?

**Colin:** Yeah, I think that I always say that certainty is a recipe for stagnation and I think anyone listening today really look at what you view and what you think is certainty in your life and question it because you don't want to be certain about anything. When you're certain about something it will stagnate you. You're not going to be able to grow and develop as a person, develop in business, increase those relationships which you really value. So that would be my biggest tip to anybody and I really thought about it because I wanted it to be all-powerful message and not just you know read a book or whatever like that.

I think that really don't be certain about anything. Really look at every picture, every different side and that will lead to the decisions that you make. A great book like I said I would say it's Ray Dalio *Principles*, fantastic book. Also big into habits, I'm big into journaling. I think that *The Freedom Journal* from John Lee Dumas is a great little resource for people to use, to

wake up, be able to set yourself up for the day, write down your goals, finish your day the right way. So yeah, that's what I would leave you off with.

**Mark:** I love it. Do you have a morning routine?

**Colin:** I do have a morning routine. I like to wake up and have a bulletproof coffee in the morning.

**Mark:** As do I.

**Colin:** As do you, yeah. I really enjoy that. I like to first of all like right when I wake up I just look at where I am and I'm thankful for the things that I have and the position that I'm in. I think a lot of people overlook that and like you said they look at people online or over the internet and they see their success and they forget that their lives are great and you'll eventually get there. But just be happy with who you are what you have. That's how I like to start my day off then I can go through a little bit of planning throughout the day and then I just execute on the things that I need done.

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

**Scott:** Mark, this is going to sound strange, but man, I've really started using this one website—this free website for some different things and I'll kind tell you it's... The website first is [RandomWordGenerator.com](https://www.randomwordgenerator.com) and basically, it just gives you like you can download like what you want the word to start with or with or end with or whatever but you can go in there and you can create some like random words which that's kind of cool. But here's what I've been doing. I've been using this website because if you scroll down a little bit, you can do a random noun, verb, name. That's what I've been using the name, random name generator for different Craigslist accounts so random name generator.

**Mark:** Ooh.

**Scott:** See? Because sometimes it's like, "Man, what do I want this account to be?" I like to use names. Here's another one, random passwords. Okay, I kind of have my passwords down, acts of random kindness.

**Mark:** I just clicked on that. I love that.

**Scott:** Mine right now says "Open the door for someone," right? So, if you're trying to like... Maybe I should say this one from Mike Zaino because you know he's always saying I'm not compassionate. Here's a great way of coming and finding ways that you can add compassion or kindness into someone's life.

**Mark:** I just clicked on five and I was like, "Make a hot beverage for a friend or family." Okay. Make someone want a cup of coffee, easy? Purchase ethical goods. Neighbor's lawn looking messy? Offer to mow it. Make an effort to get to know someone you don't usually talk to, pretty cool.

**Scott:** Who will be making dinner for your family tonight? Tag, you are it. I don't know about that one.

**Mark:** Yeah. Uber Eats, Postmates, Panera Bread is getting delivered kids. All right.

**Scott:** Yup.

**Mark:** I love hazing Scott about Panera Bread, Colin, even though he swears up and down that he rarely goes there anymore.

**Colin:** Can't do without it, Scott?

**Scott:** I mean the problem as I used to go like almost daily for lunch right because it was like where we went but we don't go there as much anymore. So you know I still get the harassment from a couple of years ago.

**Mark:** It's always fun. My tip of the week is the start getting daily mentorship five days a week at [DailyGrindPodcast.com](https://DailyGrindPodcast.com). You had me on the podcast which means you know it's going to be amazing, right? I was on there, John Lee Dumas, Noah Kagan. So, you're talking about you know very accomplished people. I don't know. Did I mention I was on there the same podcast as those guys? No, I'm just kidding. But no, it's great. It's great and Colin is a great interviewer. And it's phenomenal to be able to kind of get that sort of insight into these very successful interesting people within you

know a 25, 30 minute podcast. So, check it out, [DailyGrindPodcast.com](http://DailyGrindPodcast.com). Colin Morgan, are we good?

**Colin:** We are good, Mark. Thanks for having me.

**Mark:** Thanks for being here. Scott Todd, are we good?

**Scott:** We are good, Mark.

**Mark:** All right. You're going to run the first watch, get the usual.

**Scott:** No, I'm good. Thank you.

**Mark:** You're good, okay? See Colin? See how I roll? I want to thank the listeners. I want to just remind them to do us three favors. The only way we're getting the quality of guests like a Colin Morgan at [DailyGrindPodcast.com](http://DailyGrindPodcast.com) to come on the podcast. You've got to subscribe, you've got to rate, you've got to review the podcast. Send us a screenshot of that review to Support@TheLandGeek.com. We're going to send you for free *The Passive Income Launch Kit* a \$97 program. So, please do that. Also again, today's podcast is sponsored by [TLFolio.com](http://TLFolio.com). Need money? Sell your notes, [TLFolio.com](http://TLFolio.com).

Then I just want to thank everybody for spending time with us on the podcast. We really appreciate it and it's going to be a great 2018. So, thanks again and we will see everybody next time. Let...

**Scott:** Freedom...

**Mark and Scott:** Ring.

*[End of Transcript]*