



THE LAND GEEK

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

Today's Guest: [Ozeal Debastos](#)

Transcript

Mark: Hey, it's Mark Podolsky, the Land Geek, with your favorite nichey real estate website www.TheLandGeek.com. Today's guest is what I like to say the coolest guy in the room. But before we get to our guest, I'd be remiss if I didn't properly introduce my cohost. Six Sigma—you know you love them—Scott Todd from ScottTodd.net, LandModo.com. And most importantly, if you're not automating your Craigslist and your Facebook postings, PostingDomination.com/TheLandGeek. Scott Todd, are you properly caffeinated for today's podcast?

Scott: I'm ready to go, Mark.

Mark: I'm ready. Today's podcast is sponsored by TLFolio.com, which does not stand for Tate Litchfield by the way.

Scott: It does not stand for that but it's funny that people think that it is.

Mark: Right.

Scott: It doesn't.

Mark: It doesn't, but sell your notes and get paid; it's pretty much unlimited funds. Learn more TLFolio.com. Let's talk to our guest. His name is Ozeal

Debastos. Yes, that's his real name. He is a podcaster, a proud gen-xer and a digital marketing strategist for Houston-based creative marketing agency: REKORD with a K. His goal is to provide early-stage solopreneurs and creatives simple, practical lessons that Ozeal has learned along his extensive creative journey. His mission is to share his journey with you of how to create, give and help the community of entrepreneurial minded individuals achieve their personal goals and he knows what it's like spending endless hours researching, watching every webinar you can come across and suffocating yourself with information and he's discovered the more you consume, the less you move forward with real action. Ozeal, how are you?

Ozeal: I'm doing great. How are you doing?

Mark: I'm great, I'm great. Let's rewind the clock, shall we?

Ozeal: Yes and by the way, fantastic intro. I have mad respect for a podcaster host that can rock an intro like that, Mark, and that's the best intro I have heard so far. So much respect and I love it.

Mark: Thanks, Ozeal. I appreciate that.

Ozeal: Absolutely.

Mark: By the way, my head just got really big.

Ozeal: It's growing and I see it.

Mark: I know. Scott, you better keep my ego in check on this podcast.

Ozeal: Hold it down.

Scott: You've got it man. Just keep it rolling, Mark.

Mark: Keep it rolling. All right, Ozeal, let's just talk about your big "aha" moment; tell us about that and what you learned.

Ozeal: The big "aha" moment... Wow, let's take it back. So, I was always... growing up, I have a lot of memories just being fascinated by musicians and performance and so performance, expressing myself creatively. I was a break dancer when it was trouble, when I was breakdancing all over. I had breakdance crews and was involved in performance and I was always the shy kid, the shy breakdancer in the circle that was the last one to kind of get out and show them bust a move. So, it took me a while to kind of crack that shell but while one day there was his big dance battle - dance off and I

decided to kind of get out there and I was the last guy to get out. So, I was like, "All right, man, it's your turn to go on." And I decided to just step outside of my comfort zone and express myself. I remember there was a lot of people watching and I was nervous as hell but I went out there and just rocked it.

I remember everybody was like you know hollering and really just giving me a lot of respect and it was kind of that "aha" moment that really broke me out of that timid Ozeal shell and really kind of helped me get into that world of just expressing myself and being who I was. So, it took me a while but that was kind of the "aha" moment from a personal standpoint and that really kind of was the pivotal moment in kind of just getting me involved in business and getting involved in helping other people as well, so breakdancing. Breakdance battle actually got me. That was my "aha" moment to get out and do my thing.

Mark: Scott Todd, what are your thoughts? Our first break dancer.

Scott: I wish I could breakdance. I don't know, it's a cool story.

Mark: So, Ozeal, how does that translate, that getting out of your comfort zone? That's sort of taking this let's say hidden sort of talent that a lot of people can't do, but certainly judgment could be coming your way – whether positive or negative. And you just said, "You know what? I'm going to be me." And then how does that translate to you today with your podcasts - No Permission Needed and just the things that you're doing creatively?

Ozeal: So, the name of the podcast as you mentioned is No Permission Needed and it really was that moment where had to give myself permission just to be myself and it was a declaration. It was a statement that meant so much to me and I remember giving it out and seeing a lot of creatives struggle with being themselves, embracing business, becoming creative entrepreneurs, which back then it wasn't heard of and we were just kind of these struggling artist. So, that's where it ties in the No Permission Needed.

It really ties into myself being this timid teenager that had so much potential, had so much in him to express himself to the world and share so much with the world but I couldn't break that shell. I was always seeking validation, seeking opinions and in criticism and just a fear of that. I think that's something that relates to a lot of solopreneurs, freelancers and entrepreneurs at an early-stage where they're kind of seeking the validation or are afraid to be themselves and voice. To voice what they want to share with the world. So, No Permission Needed is a declaration for those timid, those shy entrepreneurs that in the beginning stages that don't know how to

quite be themselves and I think that's important and not so much from a business standpoint but from a personal development standpoint, which I think goes hand in hand with entrepreneurship.

Mark: So, let's say Scott Todd comes to you and he has started this new company called TLFolio and he's insecure about it. He wants to make a big splash but then he's got fears, he's got doubts. How do you help him breakthrough? What would you say to Scott?

Ozeal: I think it has to do with figuring out, pinpointing exactly what he's afraid of but I think is just kind of scaling back and helping him either write out or record. That's the reason why, Mark and Scott, I'm so passionate about this online media economy, this world that we have so many things, whether it's voicing what we want to share with the world with podcasting and other platforms, video, written word and I think just writing things out and just kind of writing the things of that he believes in, his principles and his values. I think just, kind of peeling back the layers of that.

I think it's a great start to get somebody to a point where they can actually be themselves and really just based on just face the fears head on, face the dragon. Face the thing that you're afraid of and let's hack it. Let's hack it whether if it's if you're afraid of sales, asking for a discount, afraid of marketing. Kind of really stepping out and sharing that voice or that thing that you're trying to promote to people and I think it's just facing that specific thing. So, I think it goes back to just a lot of personal development and really pinpointing the thing that you're afraid of most and then attacking it head on.

Mark: Scott, what are you most afraid of?

Scott: That's a great question, I don't know. Mark, if you asked me like a year ago what I was afraid of, I'd say like standing up on my own and kind of not having a corporate job today. Today – I don't know – I guess more of what I fear is kind of like economy stuff or stuff that I can't manage at all. Like it's stuff outside of my control. So, then I just come back to, I can only focus on the stuff that I can manage or I can control and beyond that, I just have to react when something happens. I can't worry about unknown factors for example like the economy I can't worry about that what am I going to do about it.

Mark: You it's true. Ozeal, what's your biggest fear?

Ozeal: The biggest fear... great question, Mark. Sometimes I think that one of the biggest struggles that I've actually faced up to this point, Mark and

Scott, is just really asking you know selling. I think a lot of creatives, the creatives that are listening I think that's the biggest hurdle that we have to face and we have to jump over is asking for that sale. Saying, "Hey listen, would you like to purchase this?" I remember early on my first entrepreneurial business was actually selling breakdance videos I would go on AOL. You guys remember AOL chats?

Scott: Yeah.

Mark: Yeah.

Ozeal: Yeah, old school days then that was the way we connected and chatted with each other. So, I remember trying to sell breakdance videos and I was very shy, I was always kind of like undervaluing. I was building these relations with people, breakdancers from all over the world, Japan, Germany they were sending me these videos and at the time it was kind of illegal but you know whatever it was my first little project. So I was selling them, I was dubbing them and selling them but I remember just being afraid I would give them away and people were like, "Dude, why aren't you selling them? Why are you not selling these videos? They're international; they are things that people want to buy here in the states." So, I think that's kind of my biggest fear still and I still kind of struggle with is the sale, but I've gotten a lot better since then. But I think that's probably one of the things that I think a lot of creatives struggle with and I still somewhat struggle with. But I've gotten a lot better but it's always a challenge.

Mark: I think one of my biggest fears now is kind of like I am at that point my life now where I have more than more than enough. I work when I want, where I want, with whom I want, I have freedom, I have flexibility, I have all these amazing things. And so I think for me the biggest fear is all of that kind of going away and what does that look like. How would I handle that? So, I think for me what helps is actually like what you said is actually voicing it and leaning into a bit and feeling it and then going to this mental model well what would life be like and at the end of it not much different obviously. Like I would figure it out. I've already figure it out a bunch times, I'd figure it out again. I would get on the phone with Scott Todd; we would brainstorm for a couple hours and boom we're back.

Ozeal: There it is, yeah.

Mark: But it is the fear. Scott, have you ever had that fear of, "Okay, I've got all the success; what happens if I lose it all?"

Scott: Yeah. I mean that's what I was saying about like the economy for example. Like you sit there and you think about okay well man what happens if the economy tanks? What am I going to do? And you can't live in fear like that because it's like, it's going to happen. It's just... like we know it's going to happen so what can you do about it? Well, I can save some money, I can build savings, and I can start to think about like what is plan B. Like what is plan B, like what's the backup plan, what game plan or strategy am I going to execute if this begins to happen and so I think you start to think about those types of things and then you can start a deal with kind of the unknowns. If you're just focusing on like oh man I can't do it because man the stock markets is going to tank any day now. Boom, then you live in fear and you don't take action at all. But Mark, like what you said like if something happens then we brainstorm and then we take action.

Mark: Yeah, and that's the thing is that even in an uncertain world which we all live in and there are so many things we can't control you know what we can't control are our thoughts and our actions, and I think having that confidence can get you through a lot of things when you embrace it.

Ozeal: True.

Mark: Ozeal, what do you think of when you hear the word "successful"?

Ozeal: I think of being spiritually successful, financially successful, but just awesome and those are just different elements but the important thing doing what you love and then pursuing the thing that you actually give yourself permission to pursue and I think to me that's success. I've learned early on, Mark and Scott, that the money and I've never been a money chaser. I've always just been a bonafide creative writer. I really was always doing the thing that I love to do and although early on I did it to accumulate a lot of financial wealth there was a lot of spiritual and a lot of self-fulfillment that I got from doing the things that I love to do.

To me again to answer your question specifically, success is doing what you love to do and being and owning it. Being completely just satisfied with say this is enough, and of course there is the next level but I'm going to embrace where I'm at now and then be present with it and just move forward. So, that to me is the definition of success is just saying this is who I am now, this is what defines me right now and I'm evolving and of course it can change next year but this is who I am and just again owning it to me I think that's success.

Mark: All right. Well, Ozeal, this is one of my favorite questions. So, you're having a dinner party and you can invite any three people alive in the world

right now. Who would you invite and what one question would you ask each one of them?

Ozeal: Man, that's a good one, Mark. Good question. That's one of those rather like can I just stop and think who I would rule out. There are so many of people that I would probably reach out to I'm just tied to three though woo. Oh man, I really admire from an entrepreneurial standpoint... actually I will tell you what that would be Elon Musk.

Mark: It's your party, Ozeal. I think Elon Musk would be like, "Ozeal, come on really?" He would be like I'm working a hundred hours here to save the planet."

Ozeal: You are exactly right.

Mark: You know I'm kidding.

Scott: I'm working hundred hours and losing money every [00:15:53] [indiscernible]

Mark: You're serving this, Ozeal? I'm kidding.

Ozeal: I don't know. There are just so many [00:16:00] [indiscernible].

Mark: Elon Musk is great. Okay, Elon Musk, assuming he would be a good dinner guest.

Ozeal: He would be a great dinner guest. Oprah Winfrey. I would like to interview yeah, Oprah Winfrey and who else? Man that's a tough one. I was going to say if he was still alive, Prince would have been because that was my idol, my musical idol.

Mark: All right, let's resurrect Prince. You've got Elon Musk, Oprah and Prince.

Ozeal: Yeah.

Mark: What one question would you ask them?

Ozeal: Mark, this is such a great question. It would probably have to be when was the moment when you decided, when you give yourself permission to do the thing that you love? That would be it. I love that pivotal moment. I think that is a great question because to me it opens up the floodgates of their story and it really kind of pinpoints what were they

thinking and in that moment where they conquered fear and decided to do their own things. So yeah, that would be the question.

Mark: I like it.

Ozeal: Who would you pick? Mark, I'm curious.

Mark: Three people?

Ozeal: Three people.

Mark: I would probably invite you will be sorry like I just hazed you on Elon Musk, but probably Elon Musk.

Ozeal: Elon Musk as well. You said that.

Mark: Yeah. Is it Elon or Elan? I never know.

Ozeal: Elon.

Mark: Elon.

Ozeal: Yeah and why by the way? Why are you fascinated?

Mark: Because he's such a big thinker, he is so fascinating. I would just want to know like what do you think about when you wake up in the morning. Like how are you thinking so much bigger than everyone else? And just the way his mind would work would fascinate me, the way that he executes fascinates me. I think I find fascinating from a business standpoint. From a creative standpoint I'd love to talk to Jay-Z.

Ozeal: Oh yes.

Mark: You know for creativity as well as business and combining the two and I know he would have some amazing stories as well. And then you know a guy like Ray Dalio who's this billionaire. He is the billionaire hedge fund from Bridgewater you know transparent. There's radical transparency, [00:18:41] [indiscernible] and just kind of delve a little bit deeper, hearing it from him and arguing with this guy and just watching him argue and see how it works in practice. Scott, who would you pick right now?

Scott: Jeff Bezos, all right.

Ozeal: Good one.

Scott: So, I would like to have Jeff there. I would like to have President Trump there at my dinner and I think my third choice would probably be Mark Cuban.

Ozeal: Yeah that was wow.

Mark: You know Cuban and Trump are going to go at it.

Scott: Yeah, you've got a little bit of tension there.

Mark: [00:19:29] [indiscernible] no sharp knives in the room.

Ozeal: That makes sense, exactly.

Scott: No. We're eating sea food, we're eating scallops, and we're not eating steak all right. I think – Jeff Bezos – I would want to know like essentially how do you go for an online bookstore. You know he had the whole thing, maybe he didn't see the whole picture at the time he started but he knew it was bigger than big. When you think about what he has grown Amazon into the thing is just massive, right. Like it's just massive we all use it in some fashion whether we know it or not, I mean even down to websites in terms of being on his infrastructure. The guy is just all over the place and he's built a platform that really has transformed e-commerce and transformed the world. I mean just think about everything in your house that comes from Amazon's, it's amazing.

Mark: I would have bought my actual house on Amazon if I could have.

Scott: Yeah right. You know like the guy is it just gets better and better and better and better and there's no end in sight. You know like they just keep creating. From Mark Cuban I think I would like to kind of understand kind of what he sees, what he's looking for like in companies. Like on Shark Tank for example because he's very vocal in terms of like when he's out he's out. If there's something that he doesn't see that he likes he's out. Like there's no is no gray area he's either in or he's out. I think that when you can have that type of a focus, that type of kind of this I know this boom you're off to the races.

And then from President Trump I think I would like to understand really kind of the whole concept of thinking big. Like he's well known for saying like if you're going to think why not think big and all of his projects they are all huge. Like everything in his life is huge and he doesn't go through and like hey let me try this little deal here when he's going he's in man. Like he's

building the tallest skyscraper there is, he is making it great, he's not necessarily trying to make it just mediocre or just kind of test the water he's either in or he's out and I respect that piece of him. Then kind of as another side note of him and Cuban get into it about business I need to change the topic then I would really talk to him about, how he raised his children in terms of they truly are his business partners and when you look at how much faith he has in all of his kids I mean it's amazing to see how he has groomed all of his children.

Mark: Yeah, you can say whatever you want about Trump but those kids are you know...

Scott: They are really top notch man.

Mark: Pretty solid kids.

Scott: Pretty solid kids right.

Mark: For growing up as billionaires.

Scott: Yeah, not bad. So that's who I would have.

Ozeal: Those are some great guest's guys.

Mark: So, Ozeal, can you tell us about a dark period in your life that you went through and how you came out of it and what you learned from it.

Ozeal: Yeah, a dark period. One of the things that it was a challenge and I went through a period where I was living paycheck to paycheck, struggling artists. I was in a band for many years I devoted about 10 years in my 20s at that time I was trying to be a rockstar and get a record label deal which who needs a record label deal now it's changed. But back then it was a big deal and I remember doing that and I was pretty much putting things on my card, I went all in and I had this dream of making it and as a paid musician, you know traveling band tournament and would just rack up this credit card debt and got really heavy aboveground which is over 20,000 just heavy. I was paying equipment, studio room you name it and I was paying for everything I was the band leader.

So, it was one of those things where and then I lost my job and got to a point where I couldn't rent, I couldn't even pay for the credit cards statements and it was just really a rough period. And that was a moment where I really was a very entrepreneurial moment there guys because I decided to pick up side hustles and learned. I was bartending and then I

really got into bartending private events and it was more [00:24:39] [indiscernible]. I was making some crazy money and I started just funneling this crazy cash flow to pay off my debt and got out of debt in a year and a half doing that.

So, I came out of that but it was a really dark period. It was scary facing the fact that I didn't have money in my account and it was one of those moments where I'm like I never want to be back in that position again where I can't make rent, I can't pay these credit cards and once I got out of debt I was like that was that was a big "aha" moment because I discovered that I could make money on my own terms. I took a skill set that I learned, took it to a different industry, which was private events and created a whole new business doing mobile bartending. I guess that's another story. I'm not sure I ever shared that story with you, Mark, but I did that and that was really where I cut my teeth, started learning about business marketing and sales where I really kind of started making some serious cash.

So, that was a really, really dark period but there was also light at the end of the tunnel and the fact that I really discovered my entrepreneurial bug and really came out of it and I'm okay now because of it. So. there is light at the end of the tunnel. So. always when I tell creatives, pick up something you're good at – some skillset that you know there's something in you – everybody has a skill set. Some people always come up to me and say, "I don't know what I'm good at." I say you know what I believe there's something you can do and this is the beautiful thing about this all online world as you know, Scott and Mark, that you can take that now and make that into a business. Side hustles is a huge thing and that's where I am at right now guys is really helping people. I do believe it's just a great gateway to entrepreneurship. It's building, creating, taking that idea, hobby or passions, turning into a side hustle and then come out of the darkness. If you want to become an entrepreneur, do that side hustle until you learn and you cut your teeth and there's a lot of things you learn out of it and that something always give credit to. So, I am a big believer in the side hustle and it got me out of that dark period.

Mark: All right, phenomenal. Now we're at that point now in the podcast, Ozeal, where we're going to put you on the spot.

Ozeal: Cool.

Mark: And your mentorship has been great but we're going to ask you one last question – 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 the businesses; improve the lives. What have you got?

Ozeal: Improving your lives? Guys, definitely check that out and if you guys haven't checked it out yet, but it's a Netflix documentary called *Minimalism*. It's a documentary about the important things you've got to check it out. It's one of the most amazing documentaries you will ever see and it really puts perspective on having enough and being okay with having enough and really scaling down and embracing minimalism as a lifestyle. So, I'm going to show you. You guys should have him on the podcast. I think it seems Josh and I think Brian and they run a podcast called *The Minimalist* and I believe they have a blog TheMinimalists.com I believe.

But I'm just inspired and these are guys who were successful entrepreneurs and they just gave it up to pursue this message and share this message with the world about minimalism and they just let go of money. They said F' the money we're going to go ahead and help people shed away this notion of having a lot of money and the need to have a lot of money and to have a lot of stuff and really pursue the things that truly matter you know family and the things you love to do. So, I highly recommend for all of your listeners check it out *Minimalism* a documentary about the important things and I think it's only available on Netflix. So highly, highly recommend it; it was a game changer and put a perspective on my life for sure.

Mark: All right. I've got it right here on my phone, my new fancy iPhone 10.

Ozeal: Oh, wow.

Mark: Which isn't really minimalistic. Oh, like now I'm ashamed of it.

Ozeal: That's the only dent that you have, Mark; that's the only thing you just...

Mark: It's only gadget I have really. I actually live in the iPhone 10.

Ozeal: Do you like it man, by the way?

Mark: I love it. It's by far the best phone I have ever owned.

Ozeal: Okay.

Mark: It's phenomenal and the only reason I have it is because Scott Todd had it before me. Otherwise, my life was just fine with the iPhone 7, guys.

Scott: Hey, Mark, I'm thinking about getting a Samsung Note.

Ozeal: Oh, watch out.

Mark: Are you serious? He's joking.

Scott: No, I'm serious. I have been on the fence with it.

Mark: Why won't you get an iPad?

Scott: I've got an iPad.

Mark: Why would you get the Samsung Note then?

Ozeal: Yeah, good question.

Scott: To replace my iPhone 10.

Ozeal: Uh.

Mark: You don't like the iPhone 10 anymore?

Scott: I like it. Next year though I might be switching. I might leave Apple for Samsung because Samsung has had all these technologies in the 10 for years man.

Ozeal: You know, Scott, it's funny you mentioned that. I was talking to a friend of mine and I have been an Apple user for a few years now. I have had the Galaxy 4 and I enjoyed it. I never had an issue with it and then I switched to iPhone and I like it. It's just I've been having Apple products ever since but I also have been thinking about making the transition. I know Mark is probably like, "No! What are you guys talking about?" But I was thinking about that. I went to BestBuy the other day and I was like these Samsung Galaxy Notes are pretty nice, I don't know man.

Scott: Yeah, that Note, man. I went and looked at it. I was like, "You've got to be kidding me."

Ozeal: Yeah. Mark?

Scott: Mark is speechless.

Ozeal: He put us on mute.

Mark: I mean you know this is like Obi-Wan Kenobi saying, "You know I'm kind of toying with the dark side, I don't know. Because that lining thing is

pretty cool. I [00:30:48] [indiscernible] lining out of my fingertips enough with these elegant light sabers."

Scott: To be determined, Mark, to be continued but for now I'm going to stick with you on Apple side. Look, here's my tip of the week.

Mark: Yeah.

Scott: Okay Mark, check out this website it's MailCastr.com. It's M-A-I-L-C-A-S-T-R, MailCastr.com and what's cool about this is it's a plug-in for Gmail and it creates a signature. You know, "Hey, how is it going?" and signature, professional looking signature but there's something really, really cool in there and that is real time email tracking. So, you know based on this signature if they're opening your email, whether they got it or not, historical data so that you can make some better decisions. Like essentially, if you're sending an email and they don't respond to you and you're trying to sell a piece of land. And they don't respond to you and you go back and you look and they opened it, well then they're kind of telling you something, right? So, maybe now you can tweak what you're saying or the way that you approach something to try to get your response rates, close rates up. It's kind of pretty cool and you know what you can even get the like Pro version or whatever it's called the upgrade yes like the Pro version for \$1.90 a month.

Mark: It's not bad.

Scott: [00:32:17] [indiscernible] So, like less than \$25 a year.

Mark: I mean but Mixmax does it for free.

Scott: Yeah, well, you know. Does it give you web dashboard reporting?

Mark: Yes.

Scott: Does it give you unlimited event tracking? Is there support?

Ozeal: You've got him, Scott.

Mark: I don't know. It's free.

Ozeal: Yeah, it's free.

Scott: You know what you say, man. You know what you always say.

Mark: I know.

Scott: If it's free, how do you know they're going to stay in business?

Mark: Well, they do have a premium model.

Ozeal: Check it out.

Mark: All right. I will check it out, MailCastr, great tip. All right, my tip of the week is learn more about Ozeal, listen to his podcast, get some digital marketing tip at ThinkOzeal, O-Z as in zebra E-A-L.com, ThinkOzeal.com. I'll have a link to the site and Ozeal Debastos, are we good?

Ozeal: We're good, but thank you so much for the tip. I'm honored, man. Like I got a Mark's tip of the week.

Mark: Yeah.

Ozeal: Thanks for dropping that. Much appreciated man and thank you so much for you and Scott; it was great meeting you. To be honest the show, having the opportunity to be able to share the No Permission Needed with the rest of your listeners, so I thank you so much man, it's an honor.

Mark: Well, thank you. I can't speak for Scott but I know just talking to you and spending time with you I do feel a little cooler even though I'm a huge geek. I do feel like some of that cool is going to be rubbing off of me. What about you, Scott?

Scott: I am Mr. Cool man. I might just have to you know... I don't know.

Ozeal: Take up some breakdance classes maybe start breakdancing.

Scott: Yes. I try to impress my wife sometimes by doing the worm.

Ozeal: There you go.

Scott: And she just laughs at me when I'm like clawing around on the floor in pain.

Mark: I just popped and locked while he was talking.

Ozeal: There you go.

Scott: Popped and locked.

Ozeal: Everybody has seen the movie Breakin' come on man.

Mark: Yeah, come one.

Ozeal: [00:34:25] [indiscernible] knows what's up. Good stuff.

Mark: Many of fights have been avoided just through the power of calling someone out in dance.

Ozeal: Yeah. Probably you guys knew this. Breakdancing came out of actually in the Bronx where there was gangs there that were just kind of beating each other up and a DJ started playing some music on a record and that's where the DJ came from and then these thugs, these gang members decided to drop down their knives and started fighting each other through this form called breakdancing. So yeah I'm glad thank goodness for breakdancing it saved the New York City back in the late 70s and early 80s, at least some parts anyway.

Mark: Fantastic. I want to remind the listeners the only way we're going to get guests as cool as Ozeal is if you do us three things: you've got to subscribe, you've got to rate and you're got to review the podcast. Send us a screenshot of the review to Support@TheLandGeek.com we're going to send you for free the \$97 Passive Income Launch Kit. If you have a note and you need cash go to TLFolio.com and learn more there and sell 12 to 18 months of that cash flow, get your money out redeploy it and then get that passive income to revert back to you in 12 to 18 months. Scott Todd, are we good?

Scott: We're good, Mark.

Mark: All right. Well, I want to thank everyone again and...

Mark & Scott: Let freedom ring.

Mark: Thanks everybody.

[End of Transcript]