



THE LANDGEEK

The Art of Passive Income Podcast With Mark Podolsky, AKA The Land Geek

Mark and Scott Todd talk with: Erik Peterson - LandOpia.com, Tate Litchfield - FrontierPropertiesUSA.com, Aaron Williams – BearLandProperty.com, Mimi Schmidt, and Scott Bossman on the Land Geek Round Table

Transcript

Mark: Hey it's Mark Podolsky the Land Geek with your favorite nichey real estate website www.TheLandGeek.com and on today's Round Table Podcast we've got a full squad post-San Antonio Bootcamp. What's up y'all? We've got to start with the most feared woman in the country the 'Terrorist Hunter' Mimi Schmidt. Mimi, how are you?

Mimi: I am great. I am so motivated after Bootcamp, thanks. How are you?

Mark: I'm great. I'm great. I'm so excited to hear about the takeaways. We've got 'The Technician' Erik Peterson. Erik, how are you?

Erik: Well, I'm starting to wake up a little bit. I've been trying to get some extra sleep. It's been tired but it's good to be home.

Mark: Yeah. You know, it's tough if you're like a natural introvert to like talk for three days and then recover. You know what I mean? So speaking of extroverts 'The Nite Cap Meister' who is by the way I can tell already we are

recording this in the afternoon completely sober, Scott Bossman. Scott, how are you?

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

Mark: I'm great. I'm great. 'Bear Land' Aaron Williams is in the house,

Aaron: Grrr.

Mark: How are you doing?

Aaron: Hey I'm pretty good, still also recovering. Got a little extra sleep but could probably use a little bit more.

Mark: That's great. That's great. I love it when you call me Big Poppa, Tate Litchfield. Tate, I can't tell you how many people are in the Grill The Geeks segment that you were coaching are like crushing it. I mean Roberto is at 8500 a month now, passive?

Tate: Just under eight in one year.

Mark: What's Luke at now?

Tate: A lot.

Mark: A lot? I mean just like on and on and on and it's just unbelievable. Like a little tear kind of like comes out of my eye when I hear this.

Tate: Well, I mean these are the guys that are taking action, right?

Mark: Yeah.

Tate: These are the people are listening to the advice of those that have been where they are at before and they are saying, "Okay, if this what Tate and Erik and Mark and Scott say I should do then I'm going to do it no matter what." As a result, they are making money. They are happy. They are building businesses. They have built businesses. It's pretty impressive and amazing to watch them. It's inspiring honestly.

Mark: It's amazing. I like when Sam Ruble who wasn't in that segment comes up to me he's like "So this is my life now, it's before Erik and after Erik." He's like, "So before Erik, I did this big [00:03:03] [indiscernible] after Erik in four months I have 4X that amount." That was really, really inspiring to hear as well. Then, of course, last but not least you know him, you love

him, 'The Brain', 'The Professor', 'The Flight School Sherpa', 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, how are you feeling man?

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

Mark: I'm great. I'm great. You know I was a little under the weather in San Antonio. It was horrible luck. It was the least amount of caffeine think I have ever drank in the last like 10 years. I don't know if anybody noticed. I think there was a few times during the weekend Erik like elbowed me. He's like, "Are you up?" I'm like, "Yeah, yeah." I'm like, "This is me without caffeine." He's like, "Okay, I was just worried." Alright so let's talk about San Antonio and some of the takeaways. Let's start with Erik Peterson. Erik, what were your Bootcamp takeaways this weekend?

Erik: I think you know I spent a lot of time in the VIP room so most of my experience comes from there. But I will say we did some things differently this time around and I think that overall the students found it to be really beneficial. We had lots of great feedback on kind of how we reconfigured some stuff in there. So that was really great. It's always fun to help the students solve their problems. So that was good. You know I have also met a lot of the new students in the social hours and interactive sessions and whatnot. You know there are some people out there that are really excited about this business and what it can do for their lives and it's really fun to talk with those people and answer their questions about the business and also just create more excitement in them. So overall my takeaways from Bootcamp I mean it's always great to see everybody make new connections and just get reinvigorated.

Mark: All right, great, great. 'Bear Land Aaron', how about you? What were your biggest Bootcamp takeaways?

Aaron: I have to say from a coaching perspective or a coaching client perspective that some of those changes that Erik was talking about were really fabulous. This Bootcamp, a little bit different than the other ones I've been to. Actually I came away with a much more comprehensive action plan and some pretty serious goals to move my business forward both in the action of the business as far as you know helping level it up as well as getting myself out of the business kind of thing as far as the actual workings of the business itself and not so much the action of the business. So really powerful Bootcamp, those changes are really dynamite.

Mark: Great, great. The 'Terrorist Hunter' Mimi Schmidt, what were your biggest Bootcamp takeaways?

Mimi: So, a couple things. I loved meeting all the new folks. Now that it's been a couple of years just seeing the look in their faces, the hope, and the excitement, it's really time to talk with them. I noticed that the Saturday Grill the Geeks where some of those coaching students went up and told their stories really helped loosen up the room and the room was like this is real. When they saw other students doing where they want to be it really jazzed the room. That's such a great segment.

Then I noticed that people really struggle with their planning. They get all these great ideas from Bootcamp. They really struggle with prioritization and you know they'll have something on their list like journaling their successes before they go to bed versus building a website versus consistently doing their day a week. They really struggle which with which one of those is more important, right? So remembering that the mailing and the marketing that's the most important thing. Then, the last thing I think I'd say is free versus paid marketing. We have so many free ways that we can market. So, when you're prioritizing which platform you're going to go market time on consider how successful that free forms are, right, Craigslist, Land Modo, Facebook, Xero before you go and spend all this money on some of these other platforms. But was interesting seeing everyone's perspectives.

Mark: Yeah, I know absolutely. It's so funny because you know as many times as I wanted that Microsoft Surface to malfunction which it never did, by the way, the entire weekend.

Tate: Questionable.

Mark: It's questionable. I mean it could have been easier there with that dong gong.

Tate: We had some we had some sound issues I'd say.

Mark: Scott, are you going to take this? Are you going to defend the Surface?

Scott Todd: I know the truth. You guys know the truth. Accept the truth and move on. I don't need to keep justifying it. You know that thing was rock solid. I carried literally I carried a notebook there and you guys are lugging around big old bags. So my shoulders don't hurt today. You know you guys are exhausted and you can blame it on Bootcamp. I'm going to

blame it on all the luggage, all the baggage you guys had to carry out there. See? I've rebounded like crazy fast.

Mark: Yeah, yeah. But I think to bounce back to what Mimi was saying as far as you know free traffic versus paid traffic you know I'm not sure why anyone wouldn't just start using the free plan on Land Modo. It boggles my mind that people just don't even jump on that right away especially when you consider the amount of traffic Land Modo is getting, the amount of visibility you can get, the lead gen and it costs nothing at least initially. Now I do recommend of course spending a few shekels to get more visibility. But you could still start to put your toe in the water doing that. But today it makes no sense to run paid traffic to your own website for sure. 'Nite Cap Meister' Scott Bossman what are your Bootcamp takeaways?

Scott Bossman: Hey Mark, well just a really inspiring weekend. It hit a lot of levels. I mean it's nice to go back and see friends and connections of old and to make new connections as Erik said and to hear the stories of the coaching clients that are really killing it. What I kept emphasizing to everybody is that coaching today is so much different than it was three years ago and that's because of Flight School. I mean when you when you have people in coaching for eight months that are at \$8000 a month passive income or four months and they are \$4000 passive income, that really to me speaks to the quality of our programs and the quality of our coaches. So it's really great to hear and it's great to see that evidence in person. It's very motivating for others. So you know that's what I took away.

The other thing I kept hearing over and over and over again was how special our community is. I heard that from so many people. I think you know that that's one of the reasons that drew me into this over three years ago and I love it and I think we all do. But it's just a group of people that are forward-thinking and humble and ready to help. I kept hearing that over and over and over again so that made me feel good and made me feel like I'm still in the right place for sure.

Mark: Yeah absolutely. I mean that was a recurring theme that I kept hearing how great our community is and you know it's very surreal to me. Like it's hard to look back and be like okay like people keep coming up to me like you know it's amazing what you've built and it doesn't even feel real to me. It's just very surreal. Like just in that moment I don't have that ability to kind of go back and think about even like the first Bootcamp and what it was like. I didn't plan for it but it's just amazing that we're able to attract such quality people with you know everyone's kind of singing the same song sheet of you know improving their lives helping others, abundance mentality. No one's hoarding knowledge. Like you're not going around the

network hour like, "What are you doing?" They like, "Oh I don't know." Like everyone is sharing and everyone wants everyone else to improve and it's really, really special to witness. So yeah our community is amazing, just amazing. 'Big Poppa' Tate Litchfield, what was your big takeaways?

Tate: You know there's a lot of things that really stuck out to me. One of those things was that truly we have the best group of people that we get to work with on a weekly and a daily basis. You know the other thing that really stuck out to me is how people come to Bootcamp and treat it as working weekend. They come in there, they come with the goal of taking action and making changes. So many people set up goals and an action plan that if everybody does what they say they're going to do, their businesses are going to be so much further advanced than they were a week ago. You know some of the goals that people have set are going to take a month and others ... You know I got a message from Brent Bowers saying, " Hey I accomplished the number one thing on my list this morning just by sending one simple email out to Danielle."

So guys like that who are taking action, you watch him come Scottsdale in 13 weeks, he's going to not only have checked off everything on that list but he's going to have increased his passive income and the infrastructure of his business by who knows 10, 20? Who knows? But, I'm always just coming home from Bootcamp inspired and humbled truly by how much energy people put into this and how many good people we have on our team and who want to see other people succeed. So that's what I love about Bootcamp.

Mark: Oh yeah absolutely. You know Brent's dad had the Bootcamp magic not even being there. Because you know Brent and his dad are working together. He's like, "My dad had the magic over the weekend he made seven grand on a deal."

Tate: Well, I know a lot of people who sold properties. I mean John Burnett I think he sold what? Was it two Erik, one or two that weekend?

Erik: I definitely know he sold one.

Tate: Yeah.

Mark: You know I saw John in the air pool he told me he made like it was insane like 5,000 percent on the deal. He paid \$200 and he sold it for 10 grand.

Tate: Yeah. I mean I know a lot of people who sold this weekend. We had a nice deal ourselves so we can't complain. Everything went well.

Mark: Yeah. Yeah. Scott Todd, what was your big takeaway from Bootcamp aside that you loved the Surface. Don't miss your iPad pro at all.

Scott Todd: The Surface is great but that's not the key takeaway though. The key takeaway from me was really the fact that it's really cool to see how people are taking action to change their lives, right? You know like literally I think what's cool is that you find people that are kind of stuck in the rat race, right? You know you find people that have their corporate gigs or their full-time gigs wherever they are and obviously they know that there's a different world out there that they're not tapping into. You know the mere fact that you know everybody on this call is doing this business full time and supporting their families, I think that that's kind of a testament to the fact that it can be done and can be done by anybody. You know it's not like these people on this call have any special talents. I mean they're all skilled people. But speaking for myself I've got no special talent. The one thing that I think we all have in common is execution.

So you know it's really about taking action and doing it and really prioritizing. That's one of the things that I think ... That's one of the takeaways I always had from reviews that I ever got when I was in the corporate gig is that my bosses has always said, "Man, you get dialed in on what needs to be prioritized at the right time." Mimi kind of talked on it too is like there's so many things that you can do. What happens is we naturally gravitate to the fun stuff or we gravitate to what's the easy stuff and we put aside the hard stuff and really the needle moves not from the easy stuff the needle moves from the hard stuff.

So I was having a conversation with someone I will let them remain anonymous they'll know who they are if they hear this and it will connect with them. But you know they have a tendency this one person has a tendency that they want to gravitate towards the easy stuff and avoid the hard stuff. So when that happens they put aside the stuff where the money is really made or the magic really happens they put that stuff aside and they go chase the stuff that doesn't matter, Mimi, kind of hit on it. Now do I mail and market or do I create a website? Well, the website makes you no money. That's ridiculous. It's a waste of time. You can get to it when you have extra time. Well, how do you create more time? You manufacture time by hiring people.

It's all the stuff that we teach. But it's all about connecting the dots in the right order. So you know a little bit of stopping and thinking and planning

and really figuring out like what it is going to take for you to execute on a strategy that will forever change your life. That's the cool stuff and that's why I think is kind of cool. Then what Tate said when everybody submitted in the VIP room when they submitted their kind of key takeaways, man, it is really, really cool to see how they could potentially move the needle on their businesses and change their lives.

Mark: No, yeah absolutely. You know one of my big takeaways was that even though you know I think Jeff Dittmer has been in the VIP room like three times now he still is getting something out of it. Like he'll hear the same thing but his business is different. He's different at that point in time. Just one thing that was said or Scott said in that room he's like, "Oh now I get it." Then he's able to execute on it. I thought just the fact that learning is so much repetition.

Even for the Flight School people in the in the main room it was even a good fun you know fundamentals sort of recap for them just you know drilling down to the fundamentals of this business, the county research, getting a list, scrubbing the list, pricing the list, all the way down to selling. You know maybe there was maybe a phrase or something that was said just in a little bit different way that might have stuck and it hit home for them and they were able to go you know off and really move the needle.

Also, you know I do think that it's really important that we understand how important our environments are. My takeaway was also like you know if we're the average of the five people we hang out with the most, this is an amazing average five people to be hanging out with. I mean these are really, really driven, ambitious, bright people that you know again sort of have this you know purpose that's way bigger than themselves. It's not just, "Hey I want to make a lot of money." It's, "I want to spend more time with my family. I want to you know be able to get rid of the shackles of this corporate lifestyle and do the things that really matter to me in life." It was just really for me super special to see all of that and just the whole room is so smart. I mean we had two Harvard MBA is in the room. It was crazy.

Scott Bossman, I know that we want to celebrate some people that right after Bootcamp, they're not thinking about it they are doing what Scott Todd says. They're moving their feet. They're taking massive action and they're going right into Flight School. You want to talk about those people a little bit?

Scott Bossman: Yeah we want to give a shout out to these people who took massive action and signed up for Flight School pretty much right away. You know I think it's not to trivialize anybody else at the conference because

that in my mind is also massive action coming to Bootcamp and learning in real time I think is a huge step for a lot of people so congratulations to all those people as well. But for the people who are taking the plunge with Scott Todd, who are going to experience that weekly accountability and actual guidance and the tools to help with it. So we had a quite a list of people here Dennis, Chris, Rick and Jackie, Cooper and Diane, I am sorry Diana, Logan and Alyssa, Andy and Jason, Dustin, Kristin, and Giuseppe. They're ready to go.

Mark: Congrats, congrats.

Scott Bossman: I'm excited for all of them.

Mark: Scott Todd, you have any advice for them as they get ready for you?

Scott Todd: Yeah. Don't fear taking action and don't fear change because you've got to have a lot of change and a lot taking action to change your life. It takes a lot to break the shackles of the corporate life or whatever the lifestyle is I'm assuming corporate life. But man you've got to like get out there.

Mark: Yeah. I also want to personally give a shout out to Mitch Milam. He was in Top Gun VIP he's like, "That's it, I'm going right into coaching." He's going to be you know in real time. We took him right to the VIP room and that was really special to watch. So Mitch if you're listening, lots more goodies are coming your way. So I'm really excited for you. He's just great to work with. He's been great to work with since day one. Our coaching clients are amazing. They really are. So we're at the point now in the podcast where we're going to... Who do we put on the spot this week? I know it's not Erik. It's a kinder, gentler, year 2019 for 'The Technician'. Who is it?

Mimi: Scott Todd.

Mark: It's Scott Todd?

Tate: It's kind of me talking to Scott because we got on the call earlier today and I said, "Scott I need your help." It turned out that this tip of the week might apply for everyone. So we decided to roll with it and share it with the community. So I'm getting bombarded with robot callers and those kinds of things. So I went to you know the man himself. I said, "Scott how do I make this stop?" He had an answer for me.

Scott Todd: Well, first of all, I highly recommend Hiya, right? Like the app. H-I-Y-A, I love that thing. You just got to make sure it's always updated. You got to make sure that you have it configured right on your phone but Hiya does a good job of stopping the calls. Beyond that though, I reject anything like Tate like said it up right like you reject everything except nothing. But beyond that when they break through the filter and this drives my wife crazy. I know it does but I love it. When I get them on the phone like when these people call me, I don't just hang up on them because hanging up on them it's like they don't know that you're serious or like that you're seriously crazy and you've got to be seriously crazier than they are. So what I do is I play along.

So let me give you a couple of my favorite scenarios. Number one the do you have pain or you're suffering from pain. I'm like, "Yes I'm suffering from pain." They like back pain. They really like it because they're trying to get you a brace. They like back pain. So I tell them, "Yeah I have back pain." They like to know that you have insurance. Ideally it kind of balances sometimes it's Humana they like to hear the words Humana. Sometimes it's Medicare, right? So it depends. So like I'm a little bit young for Medicare but I play along with them anyway. If they're like, "Oh you don't have Medicare?" I'm like, "Yeah, yeah, Humana Medicare." So I always go for Humana first and I kind of you know play it out a little bit. Then they're like you know how long have you had the back pain? I let them go man like three, four. I try to keep them on the phone as long as possible, okay? Because remember time is money for them and they are already wasting my time and man I got plenty of time thanks to the land business. So I waste theirs back.

Then, when they get the approver on the phone and like they're going to approve you, now this is typically like the person in America there are typically a little bit nicer but I still drop the hammer on them. Because they're like, "Okay, so I'm just kind of confirming that you have pain." "Yeah, I got pain." "It's back pain, right?" I'm like, "Well yeah you might say it's like lower back pain because really what it amounts to is you calling me being the pain in my..." You guys get the point but I drop the A word on them. Then they typically like cuss me out and hang up which is the best, right?

If they're calling you to try to get your credit cards down to zero, do yourself a favor, Google-like while you're talking to them. Google like you know test American Express card number and there's all these test numbers out there that still meet the algorithm. You give them that and you give them a fake expiration date and a fake like zip code and then they want to know is they want to know the last four digits of your social you make that up too. You

just change everything out. If you really, really, really want to waste your time you like skip a number like you drop a number so you're like 34728 like you mumble it or something then they can't read it. They got to read it back to you. You're just burning their time and then finally they get so mad at you they start cussing you out. It's great. But your calls, the calls the number of times they start to call you seriously start to go down and then it comes in waves. It's like you might get three in one day and you do that punch in and you don't hear from them again for weeks.

Mark: I can't believe. I mean honestly you have too much money and you have too much time. Now it's gone to the point where it's obnoxious. You have too much to actually do the Judo move on the people, these poor people. You should be like, "Look, I know you hate your job. No one is like [00:27:07] [indiscernible] this job. You've got to like one percent maybe you know that you're going to have a close. Go on Amazon right now get his book *Dirt Rich*. Get it for 2.99 on Kindle. I've got a plan for you to get out of this job. Now in exchange for me to help you get out of this miserable job and taking rejection every five seconds, never call me again."

Scott Todd: Well, maybe I need to set up an affiliate link because I get affiliate commission for the Amazon piece.

Mark: Of course. You know it will probably pay for you maybe for like one sock.

Scott Todd: No, come on.

Mark: I mean if you're fancy.

Scott Todd: You think I shop at Nordstrom or something, come on. But Mark, think about this. My wife is like, "I don't know why you do that. Like why you do it." I'm like, "Well, one it's a lot of fun I think because I really don't talk to a lot of people."

Mark: Yeah, for you it's a lot of fun.

Scott Todd: My favorite one though, my favorite was when the guy called me up and he's like "Hey listen you were at the mall. Now when was the last time you ever saw one of these things? You were at the mall and you filled out a thing to win a free trip." Like what, in 1980? Like when did I do this? Who's done that in like 20 years? Nobody. So they're like, "Yeah you filled out a thing to win a free trip." I'm like, "No I didn't." They are like, "Yeah, yeah. Well, you won a trip to the Bahamas." Then you start screaming at the top of your lungs, "Oh my God I've never won any freaking thing in my

entire life. I can't believe. This is the best day of my life. If you're really, really dramatic and good at it they will start laughing. Then when they start laughing you're like, "Hey man listen, no disrespect but you and I both know that a bunch of crap. That's why you're laughing I didn't win crap. It's a scam. Do yourself a favor, call somebody else because I'm not buying it, okay?" Then they hang out, right? They get it. But it's a lot of fun, Mark. It's like my acting skills come out.

Mark: Honestly you've got way too much time way too much money, to put that much time in a telemarketer.

Scott Todd. I should write the book on how to handle these things.

Erik: You should turn it around on them and try to sell them a piece of land.

Scott Todd: Yeah. I thought about that. That's a good one. I will try that. Maybe I can record it next time.

Mark: I don't know man, that's insane. Well, that's a good tip though Hiya and literally how to make sure that a telemarketer is so abused that they never want to call you again, so emotionally scarred.

Scott Todd: I'm not trying to emotionally scar them but all these calls are like look at how much Tate is losing hair over this.

Tate: This is true.

Mark: Alright, alright.

Tate: They call all hours of the day and night. It's like I'm trying to ride my bike over here people. Let me ride in peace, you know?

Scott Todd: Yeah, right. I mean like you start to ... I mean like oh man. Just have fun with them, man. Just have fun with them.

Mark: If you're listening to this podcast and you're ever thinking if things have gone so badly in my life or I want assurance that things don't ever go so badly in my life that I have to become a telemarketer and God forbid I have to call Scott Todd on some random day because it's my job, the way out is simply Flight School, schedule a call. Go to the LandGeek.com/training. Build yourself that life insurance literally like lifestyle insurance that you will never ever... You will have so much passive income coming in that you will never ever have to take what we could argue might be the worst job in existence. Remember that show, 'Dirty Jobs'?

Tate: Yeah.

Mark: Anyways, so this is the way to do it. Also, a reminder that the only way that we're going to get Erik Peterson and Tate and Scott Bossman and 'Bear Land' Aaron and the 'Terrorist Hunter' and Scott Todd to keep coming on these Round Tables is if you give us a little love. You've got to subscribe, you've got to rate, you've got to review the podcast and we read all the reviews. Send us a screenshot of that review to Support@TheLandGeek.com. In exchange, we are going to thank you with the \$97 *Passive income Launch Kit*. Then you know with Flight School comes two free tickets to the next Bootcamp in Scottsdale. As well includes the *Investors Tool Kit*. You owe yourself you know that that favor of making sure that you'll never have to pick up that phone and just randomly call that number in Tampa that could be Scott Todd.

Scott Todd: I'm the telemarketer hunter?

Mark: You might be now the new telemarketer hunter, absolutely yeah, yeah. Mimi is like, "I don't need this app." She's like I think I had a telemarketer call me once and then like she went through some like you know government algorithm and like removed her own number.

Mimi: I sent the UAOB over there.

Scott Todd: Yeah. See?

Mimi: No problems.

Scott Todd: Yeah see? That's the thing. She's like that just dropped the mic on me, man. Like don't mess with Mimi

Mark: Yeah absolutely.

Scott Bossman: Gone, one call.

Mark: Scott Bossman is like come on seriously just go on Nite Cap. Like, let's not waste time. Just go on Nite Cap we will have a drink together. I know yours is job stressful. You know? It's all good. Erik Peterson is playing the guitar in the background with the telemarketer. Aaron doesn't even have a phone on Amish country so he doesn't have worry about it. You know Tate obviously has the problem now it's solved.

Tate: Yeah.

Mark: There we go. Are we good? Tate, are we good?

Tate: We're good.

Mark: Erik, are we good?

Erik: Yeah we're good.

Mark: Scott Bossman?

Scott Bossman: Great.

Mark: 'Bear Land' Aaron?

Aaron: We are good.

Mark: Mimi?

Mimi: You guys are too much fun. You make my day.

Mark: Scott, any more words of wisdom?

Scott Todd: Yeah, just mail and market and if you've got to call me just say I'm mailing and marketing first. Then that will take me off guard I won't know it. That's the secret keyword mail and market.

Mark: There you go. By the way, in the chat here everybody said you need to create your own YouTube channel so we can watch and listen to you...

Tate: And learn

Mark: Learn.

Scott Todd: I might have to figure out how to do that one day like just hit record real fast and have some fun with it.

Tate: What do you mean? You've got that time.

Scott Todd: Well, you know sometimes I'm not at my computer when it's happening. You know like I'm out driving or something. I've never thought of the logistics behind doing that.

Mark: Yeah, that would be fun though.

Tate: You could ask them to call you back. I'm sure they wouldn't have any problem with that.

Scott Todd: Yeah.

Tate: "Will you just call me back later?"

Erik: Maybe you're just wearing GoPro helmet wherever you go just turn that on.

Scott Todd: Oh yeah that's good. That's a good one.

Mark: I can't even end this podcast. I have tried to say like thank you three times now.

Scott Todd: See? Everybody is speaking because they know what to do now Mark. I've solved the major problem in the world.

Mark: Yeah. I feel like this podcast is really inspiring and motivational all the way up to the tip of the week.

Tate: I don't know, the tip the week is going to change my life. So I'm pretty grateful. I think it was good.

Scott Todd: Yeah I'm changing lives here Mark.

Tate: One podcast at a time.

Mark: Why can't you just tell the telemarketer get *Dirt Rich*. It's three bucks on Kindle and Amazon

Scott Todd: I might have to try that but I never really thought about that. I mean it's kind of a good idea.

Mark: Go to TheLandGeek.com/DirtRich get a discount on the Tool Kit. That will help them. Invest yourselves human capital. I mean what boulevard of bad choices has someone has walked on that they're in that environment where they have to be dialing just random strangers asking them for things that they don't want to hear? I mean it's like human spam. It's terrible.

Scott Todd: I'm making America great again one call at a time.

Mark: By the way, he wants to be Larry Overstreet is hearing this right now and he's just shaking. He's just shaking his head. Mary Beth she just did like a spit take.

Scott Todd: Yeah, yeah, right you know? I always tell my family...

Mark: You're on mute Scott.

Scott Todd: I'm on mute? How did that happen?

Mark: I still can't hear you.

Mimi: I can hear him.

Scott Todd: You're just messing with me. Come on? See? That's what I should be doing telling a telemarketer you're on mute.

Mark: We will see everybody next week. Thanks, everybody.

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