



THE LANDGEEK

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

Today's Guest: [Nancy Gaines](#)

Transcript

Mark: Hey, it's Mark Podolsky, The Land Geek with your favorite nichey real estate website www.TheLandGeek.com. And I'm really excited for today's podcast guest. She is really like Scott and were like just a total productivity, automation geek. But before we talk to our guest, I'd be remiss if I didn't properly introduce my co-host Six Sigma, you know him, you love him, Scott Todd from ScottTodd.net, LandModo.com and most importantly if you're not automating your Craigslist and your Facebook postings PostingDomination.com/TheLandGeek. Scott Todd, are you ready to geek out?

Scott: Mark, I am ready to geek out and I think I'm going to be able to teach Nancy something today with my tip of the week.

Mark: Really?

Scott: Yeah.

Mark: See, I have a feeling this is going to be like the 1UP Show. Like "Oh really, really Nancy".

Scott: Yeah, hold my beer while I do this one.

Mark: Right and then she'll be like "Oh by the way, have you seen this script" and then this is going to be like a marathon thing. Like we may to break it up into like four or five different shows, I'm scared.

Scott: Yeah, could be.

Mark: But we've been saying Nancy's names so we should really properly introduce Nancy Gaines from NancyGaines.com.

Nancy: Hey, guys.

Mark: Nancy Gaines, in case you don't know her she is the CEO, founder of Gaine Advantages Inc. and has been advising small businesses and Fortune 100 companies how to increase revenues through proven systems for almost two decades. She's a best-selling author and international keynote speaker. She's kind of a big deal. Nancy has been named in the Top 100 Productivity Experts to follow on Twitter and has a global podcast downloaded in over 75 countries. Her passion is compressing the time it takes for entrepreneurs to get profitable because slow, inefficient drives her nuts. Nancy Gaines, how are you?

Nancy: Welcome. Hey, guys! I'm so excited to be on this show. This will be a 1Up episode. I can already feel it coming on. Scott, are you ready?

Scott: Let's roll.

Mark: Well, before we get into the one-upmanship I want to rewind the clock a bit, Nancy and just here how you sort of became this productivity, automation superhero. So, how did you start, how did you end up where you are today?

Nancy: Sure, great question. In about 3, almost 4 years ago now I was in the corporate world, loved my job and I was finding out that I was getting my work done quickly and watching other people struggle to late hours into the night and I didn't realize I had this gift one thing. But the real reason I quit is I was sitting in a motivational talk and this guy kind of like a Tony Robbins guy pumping us all up, telling us we need to do bigger things in life and I'm like, "I kind of like my job, good salary, it's very comfortable." And I had this "Aha! Maybe I was complacent." so I pulled out my laptop right there and wrote my resignation right there in that class and then I told my husband later and ever since then...

Mark: What did your husband say? I just have to know.

Nancy: So, he was on a different flight. He was coming in that evening and I went to pick him up at the airport and he barely had his suitcase in the trunk when I'm like, "Honey, I'm going to be an entrepreneur," and I was hoping he talked me out of it. Actually, I wanted him to say, it's hard, we've got a great job, we've got a secure future, we're paying down our house. You know things are great but instead, he gives me this big hug and says, "You've got this sweetie, go for it." And then, I was committed. It was hard though.

Mark: That's beautiful. That is like the perfect support statement, Scott Todd.

Scott: Okay, Mark so could you have fostered that same support for like your wife comes and she's like I'm quitting my job? You're like, "Yeah no problem."

Mark: I'd like to think I'd have that response. I mean, I can tell right now, if I was in Nancy's situation probably not. I would have been like, "What you didn't tell about this. We didn't talk about this first." So, I think, that really says a lot about that relationship.

Nancy: Now, he is awesome but you know what I think, we all thought it would go so much better, so much quicker being an employee is way different than being a business owner. So we had some points where we're like ha should we go get a job or stick it out. Probably every entrepreneur feels that way right?

Mark: No, absolutely! I think that you kind of have this issue as far as like the big buckets of the benefits of entrepreneurship: it's time, it's flexibility, it's freedom and then it is hopefully money. Where the employee has sort of security but they don't have the time, they don't have the freedom and they don't have the flexibility. Then you make this huge trade-off to get these things and all over sudden you're like wait I'm missing security. Did you feel that way, Nancy?

Nancy: Oh, absolutely. Just because I was a great employee didn't mean I was going to be a great business owner and I totally thought "well, I'm consulting to these Fortune 100 companies and I'm rocking it". How hard can it be to just manage me? It was hard and I'll tell you why because I did not have systems in my business. I was driving all over town meeting anybody for coffee hoping that they'd buy my stuff and that is not a system

that's a hope, a wish. So, as soon as I started putting things in place like figuring out what days I'm going to go out and network and figure out who I was going to talk to and breaking up with things that didn't work that was a turning point.

Mark: So, how long did that take for you and was there a mentor that sort of helped you sort of create that sort of systems light bulb or were you already kind of that person and then you're like "Oh, wait! I thought if I could this in my job I could do this for me?"

Nancy: So, the second one, but before I spent probably over six figures in education in the first 18 months so much money that the IRS sent me a love letter and said, "Could you please come into our office and verify all this." So, I got the audit letter because of the outflow was so much higher than the inflow, but the turning point I don't know if you've got this where you guys live, but we've got streets where the lights are not timed. So, as soon as you get up to the speed limit bam you get red lighted and then you get up to speed limit again. Do you have that street in California and in Florida?

Scott: Yeah, of course! I think everybody does.

Mark: Yeah, I'm in Phoenix, but yeah.

Nancy: Well, that one street I'm at a stoplight and I'm just getting really annoyed because it's just not a system right and I'm like systems. These lights are not in a system, I don't have systems in my business. Hello! So, I do this U-turn and went home, put all my great knowledge, I spent all this money on inter systems and that's what I teach today. You need systems in sales, marketing your team money and operations, same way in land and real estate. No systems you're going to be a mess.

Mark: All right, phenomenal. So, let's get geeky Nancy. What is your advice to the new entrepreneur setting up their systems? What tool would you recommend today and then also, how would you recommend that they actually create their first system and actually think about it? That's a good question but...

Nancy: Yeah, let me kick off. Do you know what system actually stands for either of you S-Y-S-T-E-M?

Scott: No.

Mark: No.

Nancy: It stands for Save Yourself Some Time, Energy, Money. Write that down Save Yourself Some Time, Energy, Money. It's kind of like investing it is compounding. You put the effort in now to put in some structure and system doesn't have to be IT, it is just a process. Put the time in now it's going to compound over time and payback over and over.

The other thing do you know what the best system to have is?

Mark: No.

Scott: What?

Nancy: The one you actually do.

Scott: See what she did there, Mark?

Mark: Yeah, she dropped the mic on us right there.

Scott: She did right so we've got some make up to do.

Nancy: Yeah. So, whatever anything that you're actually going to follow. So the number one thing I would start with this get your time organized. One of my favorite things to use and I know you use this, Mark because I used it for your podcast is a scheduling link that you could just send to people to connect with you versus hey are you free on Thursday at 2:00, how about Saturday at 1:00 and that is so wasteful. So number one, if nothing else, go get a tool. I use You Can Book Me or Schedule Once. What do you prefer?

Mark: I like any of them actually. I just use Acuity but...

Nancy: That works.

Mark: Yeah, and it's just for me. I don't know if it's the best one but it works for me. You know what it is the system I use.

Nancy: That's perfect.

Mark: Scott Todd, what do you use?

Scott: Acuity.

Mark: You use Acuity, okay, I see.

Nancy: Yeah. Is that free or paid?

Scott: Paid.

Mark: Paid.

Nancy: Some of these are paid, some of them are free but that will... Let me ask you this do you think you got back at least one, maybe two hours of your week in scheduling time with that tool?

Scott: Yeah. I think that, I mean , just the fact alone that you can send someone a link and Mark, I think a lot of people even discount this because they think like I have to like have a podcast. Man, I used to use this thing when I was taking sales calls or whatever I would send them a link and say, "Hey, just go ahead and book and take a 15 minute time slot with me, let's talk about the land" and people would do it and yeah, I would get back well worth that time.

Nancy: Yeah, it's totally worth it and for people that don't have a scheduler don't worry nobody can see... They only see if it's available or if it's booked. So nobody sees what you're really doing in that time. You can schedule a time for a nap if you wanted to nobody knows. So yeah, that would be the first tool I would start with. How about you, Scott, what's your favorite tool you think people should use?

Scott: I like Hazel on a Mac. Do you use Hazel? Do you have a Mac?

Nancy: I don't use a Mac though but what does it do? It sounds cool.

Scott: See, that's the problem. I just won there's the mic drop, Mark. All right, look, here is what Hazel does. Hazed, you know the old housekeeper Hazel the TV show Hazel?

Nancy: Yeah.

Scott: Okay so, that's where it gets its name from, and what Hazel does is it allows to set up all kinds of rules for your computer. So like, hy after 30 days delete my trash, take these files that are in my downloads file that we all know just lives there forever after seven days move it to the trash then it circles out.

Nancy: Nice.

Scott: So, I have my computer working all the time to take stuff from your desktop. You know how you just save something on your desktop real fast. From my desktop I have a cleanup folder. So every night at midnight it cleans whatever is on the desktop and moves it into the cleanup folder, it will spend in the cleanup folder for a few days boom it's gone. But my favorite use, my favorite use of Hazel is when you team it up with something like Zapier right.

Nancy: Wow.

Scott: So now, you get really geeky. You save a file like you scan. I will scan a file from my scanner here put it into Dropbox and I'll label it like deed, for example and then you have Zapier... I'm sorry then you have Hazel that watches that folder and when it sees the word deed in the file it moves it into the deeds folder because all my scans go into the same folder. It moves it into the deeds folder and then you get Zapier that takes the deeds folder, watches that and then it sends an email to my intake manager who files and records the deed. Bam!

Nancy: I think Scott won. Round one goes to Scott.

Scott: Yeah.

Mark: All right, Nancy. Let's go to round two. All right, so once you've got your scheduler right.

Nancy: Right.

Mark: What's the next system that a newbie should set up?

Nancy: Their magic number. So, the magic number is basically your hourly rate. You've got to figure out whatever your hourly rate is or what you'd like hourly rate to be, delegate everything below that number. It's below your pay grade so you're only focusing on tasks that are that number or higher. Too many people say, "Oh, that will just take me a second to book a reservation", or to make a copy all of that's probably below your pay grade somebody else can do a better and this extends into your personal life. So, stop cutting your grass, you can probably find someone who can cut it better than you for a lot less than you make, stop doing your laundry, stop cooking all that stuff, stop cleaning your house somebody could do that probably better and less expensive than your magic power number. What do you think?

Scott: I feel like we are long lost relatives.

Mark: I feel like I found my female doppelgänger.

Scott: Yeah, exactly. Mark, do you use that same logic?

Mark: Scott, I use it so viciously that it's a huge, huge relationship strain because everyone looks at me and they're like, "Why do you delegate everything?" I'm like, "Well, it's below my pay grade". Because like my wife, she is like, "Why are you doing that", or I'll say to her "why are we doing this?" She's like, "Will you run to Chipotle and go get the kids dinner tonight?" I'm like, "sure." I go on my phone and I order Chipotle online and have it delivered. She's like, "No, just go and get it. Why are you paying this premium to have somebody else go and get it?" She's like, "You're so lazy." I'm like, "No, no I'm efficient." This time I could be doing something more productive than standing in line at Chipotle. Like I've got 11000 days left if I'm lucky. Like is this really how I want to spend my time? I valet park, I mean anything to save me time I will do, its nuts.

Scott: Mark, though... Nancy, I agree with everything you're saying there, I agree right and maybe you'll get to this, but the one thing that I would add to it is I always do one more thing in there. So, I definitely agree that you should have an hourly rate for yourself anything below that hourly rate you should get rid of or delegate it.

But I use this and I also teach it like in Flight School, Mark which is I look at everything I'm doing, can I eliminate this job and if I can't eliminate it then I will attempt to automate it, if I can't automate it then I will delegate it and something like you know I've got the robotic vacuum cleaner. I know you're like maybe that doesn't right? Maybe you guys are probably like duh, but man if I can automate something to save it so I don't have to delegate it that's like a dream to me. So now, you start to take like I do spend \$500 on a vacuum cleaner or \$250 on a vacuum cleaner one of those robotic ones. It becomes a no-brainer because man, am I going to save two hours over the next year or I could do it every year right.

Nancy: I like that. Well, I can, plus one that.

Scott: Okay, let's go.

Nancy: I like how we're playing off each other. I see people struggle with priorities too. So, I came up with a little formula for what is a priority because everyone is like they are all priorities. Number one does it make

you money, number two does it save you money and number three does it systemize or automate something. If it doesn't hit one of those criteria it's not a priority. Back to you, Scott.

Scott: I'm going to let you win this round.

Nancy: Yeah, ding, ding, ding. Do we have sound effects on this podcast, Mark?

Mark: We can edit it and create some sound effects. Nancy gets round two. So let's go to round three which is we've got our scheduler, we've got our sort of priorities, we know our effective hourly rates so we know what to delegate, systematizing and automate. Basically, if you've got a really high hourly rate it ends up looking like you don't do anything. So the question then, Nancy is when you have a really, really high hourly rate what do you do? What should not be automated? What should not scale? What should not be delegated? What should not be systematized? What are those things for you?

Nancy: Probably face-to-face relationships. This actually frees you to be present with your clients, get new business, your family whatever even yourself having some me time. Use that hour to the highest and best use. We actually call that Habu, H-A-B-U highest and best use of your time. So, I like to separate thinking from doing. I think too many people get into the doing mode and they don't step back and think about it, they just dive into a task but if they would've taken 10-15 minutes of that powerful hour to think about it. It goes so much faster because you know what you're doing. So there are some tips around a little bit around all that, Mark.

Mark: Scott Todd, what's your Habu?

Scott: I would say that it is about you taking the time out... I think were at the... like agree on this one because it's about taking the time to do this stuff is important you. I think that's what it really boils down to whether it's the face-to-face relationships; spend your time the way that you want. I mean mark I will tell you that I know that you count down your number of days left 11,000 whatever. It's been 11,000 for a while now but...

Mark: All right, let me just check, hold on.

Scott: While you're checking I would just say that our time here is ultimately limited and so, if you can use that time that you've created because remember like my own thought processes is that delegating and automating allows me to multiply my time. So if I can do that, then what

that will allow me to do is it allows me to live the life that I want and everything I can do.

I mean like, this is a foreign concept to people who have their day job simply because of the fact that you can't delegate your work. If you have an assistant you can, but look we're all paid. When we're seated in that corporate environment we're paid for our brains, our labor whatever it is we're paid a lift stuff or we're paid to do heavy lifting with our brains and you can't just say, "Hey this is Bob." Bob is going to be sitting in on these conference calls for me for here on out and Bob is going to run all these ideas by me and I'll just kind of... you won't have a job. So it's really a foreign concept, but once you have your own company, once you have your own time if you're not investing your time to get rid of the work so that you can enjoy your time you're making a mistake.

Nancy: I have to agree on that one too.

Scott: See tie.

Mark: All right. So Nancy, I've got 11,020 days, 13 hours, 18 minutes and three seconds left as of right now and it's counting down. I've got the death clock.

Scott: Mark, you lost her.

Nancy: No, I know what it is. What age are you planning on? Because I'm planning on a hundred. What is that equal?

Mark: I'm not because that's not... That's really, really...

Scott: Nancy, he took the easy way out. He just went to this website that will ask him a few questions and then you know he's not going to calculate to a hundred.

Mark: I think I'm like the average male.

Nancy: 81-82ish?

Mark: Yeah. Maybe a little lower.

Scott: See, Mark I'm planning to go about 140, man.

Mark: You probably could but how much of that is going to be quality though?

Scott: Oh, 140.

Nancy: Yeah.

Mark: Maybe 140 lucid?

Scott: Absolutely.

Mark: Active?

[00:20:47] [indiscernible]

Nancy: You'll win every 10k because you'll be the only one in your age group. You could take the 10k, the triathlon, the downhill skiing race you just have to show up.

Scott: Imagine my story, man. I could be like the best-known guy ever.

Mark: Yeah. My biggest fear is losing the sense of taste as I get older. Is that odd?

Nancy: Taste?

Mark: Taste yeah. Like you lose your sense of taste.

Scott: Yeah, we think it's odd.

Mark: Like [00:21:15] [indiscernible] and I love food, Nancy. All right, I don't want to digress about my personal issues. Let's get back to Nancy. Nancy, what is the worst advice you see or hear given in your area of expertise of basically, small business consulting and helping entrepreneurs get a quality of life and create systems and automation?

Nancy: The worst advice I've seen?

Mark: Yeah.

Nancy: Probably trying to be everywhere instead of niching down. This isn't really about systems but people the sooner you niche down to exactly what you do, the sooner your business is going to take off. Like, you guys are very niched in land. When people need land they probably think of you versus another real estate company that's just you know we help anyone who is looking to buy a house. Well I know probably 25 realtors and I'm not even in

your field. Who am I going to send business to for a referral? Probably the last person I saw because they are top of mind. So, niche in whatever your business is.

Mark: Niching down. I love it.

Nancy: Yeah.

Mark: Round three Nancy, Scott.

Scott: All right, we're going to get onto her.

Nancy: That's a buy. Is that a buy?

Scott: No. You're up.

Mark: All right. So Nancy, what are some of the mental you know sort of barriers that people have to overcome? What do people actually end up fighting you on when you say hey look you've got eliminate, you've got to delegate, you've got to systematize here, here, and here. I'm looking at your business and they say what to you?

Nancy: Oh, this is a classic question. This is awesome. Every entrepreneur at some point when their success is really taken off, their business is just growing they have to choose between growth and control because it's their baby, they grew this business but at some point it's going to chokehold them if they don't let go of some control, do some delegation, do some automation because they can only get so far in their business, they are one person. So, the ever argument of growth versus control what's more important to you? You're smiling. They can't see this in the podcast, but you're smiling.

Mark: I'm smiling because I have struggled with this for years and the funny thing is, once I surrendered and began to delegate. I mean, life went from black and white to color, food tastes better, everything was better for me, but it was really, really hard to let go and I wish I knew you know 10 years ago. Where you could have just said, "Hey, Mark let go and you'll grow", but it took a long, long time and a lot of it was I would tell myself, "well, I enjoy this, I'm good at this, I'm being productive." What am I going to do with my time if I delegate this, right? Even if intellectually I kind of knew I didn't want to let go. So how do you help people let go or do you say it's up to you? Maybe there is nothing wrong with having total control with the realization that you're just not going to grow.

Nancy: Yep, that is exactly the conversation and most people are a little offended right off the bat but they have to let it process for a couple days, a couple of hours, a couple of weeks and they come back and say that was one of the best tips you've ever given me. So yeah, they don't instantly say okay here we go, you're right never. It's a big step.

Mark: So, Nancy can you give us an example of something that you let go of and you're just enjoined with it?

Nancy: So, this is really minor, but I had this eight page PDF document that I needed in Word so I could change the words around. It was a contract which was really good I didn't want to pay \$1000 to have it. So, I got on Fiverr and I paid \$5 to this girl in Jamaica to type it because I knew that it would take me four hours. Are you okay, Mark?

Mark: I'm okay.

Nancy: So I went of Fiverr, I found this girl from Jamaica, paid her \$5 to type this and I'm like she's going to make all these mistakes I'm going to have to proofread it blah, blah, blah. It came back in 45 minutes, it was absolutely perfect. I'm like, if I can do that for \$5 imagine what I can do with \$50? Imagine what I can do the \$100 and it was a big turning point to just let go and let somebody else do something, but I was scared.

Mark: Yeah. Scott Todd, what was one of the things that you let go of and you were really scared of?

Scott: I'd say when I added people on my team to do sales. That was really scary for me because that was... at the time I did it, Mark little did I know, but I was literally about three months away from being like unemployed and I had just added somebody and really I was on a good roll and I didn't want it to stop and then when I have this person it took them a little bit of time to get up to speed and they've been phenomenal ever since. But that said I will tell you that I was really scared about letting that thing go and I almost made the decision when I found out I was being laid off I almost made the decision like I'm going to take that back because every dime will help and looking back I'm so glad I didn't make that decision just let it go.

Mark: Yeah. Nancy, what do you tell the person that feels like they don't have the capital, they have to do everything themselves because they don't have the money to do this?

Nancy: That comes up all the time, Mark, for sure. So first of all, we do the same exercise we did, we figure out there hourly number and then we talk about it doesn't have to be an employee with payroll taxes and contractors. Start small, find somebody on my favorite site is... My favorite site to find help is HireMyMom.com. This is basically, mostly US-based women professionals, college-educated who left the work world to have a few kids, but they want a little bit of money on the side and they want to keep their skills fresh. You can find graphic designers, admin help, accounting anything you can think of is on this. The list is like 25 categories and they're really good.

Mark: Why is this better than Fiverr?

Nancy: You're in the same time zone. They are a little bit more expensive but I think you usually get what you pay for.

Mark: Woo.

Nancy: HireMyMom.com. So yeah, you don't have to jump in and hire somebody full-time. You can just hire different tasks plus the beauty is you can have three people on your team that have three really good skill sets instead of trying to find that in one person who is a jack of all trades.

Mark: Wow. This is cool.

Nancy: Yeah.

Mark: Employers join now. What do you think, Scott?

Nancy: And it's free by the way. It's like Match.com for outsourcing free to join.

Scott: I like it, Mark.

Mark: I like it. You've got virtual assistants, bloggers, writers, social media marketers, graphic designers, ecommerce this is everything. Legal and real estate assistants; holy cow.

Nancy: Yeah, and if you don't like somebody you breakup and you find a different person. So there's no long-term commitment if it doesn't work out.

Mark: See, Scott. This is what happens when you have so much time like Nancy.

Scott: This is what happens, isn't it?

Mark: That's kind of cool. See, we thought we were the only ones that had the time to find these kinds of cool things but no. I think we're going to have to start like an automation support group with Nancy.

Scott: There you go.

Mark: Okay. So, Nancy we're at that point now in the podcast where we're going to ask you for another tip because even though this has been great. This has been great. We're going to have to have Nancy back, Scott.

Scott: We are, yeah.

Mark: We'll just have like a... maybe the Round Table where we'll just do tools and like just totally geek out. I feel like we don't have enough time to geek out.

Nancy: That will be really fun. That will be super fun.

Mark: Because we didn't even really get into Zapier, we didn't even get into you know some other geeky things like Process Street, Zoom or Loom or systems like... I mean here is one more question for you like how do you define a good system?

Nancy: I love simplicity, the easier it is the better because if it is too complex like there's so many cool tools, but if someone who is going to be on your phone all the time why get one that's app. So, I go back to the first thing I said, the best system is the one you actually follow.

Mark: All right. So even though you gave us [HireMyMom.com](https://www.hiremymom.com) what is another tip of the week? A website, a resource, a book something else actionable where the Art of Passive Income listeners can go improve their businesses, improve their lives. What have you got?

Nancy: Can I give you two?

Mark: You can give us three.

Nancy: I'll give you two. I'll give you a book. I just finished reading this book it's called the *12-Week Year*. Did someone else just say that in your podcast?

Mark: It's my favorite book. Actually, it's like the book.

Nancy: It is. It compresses instead of counting every month count it as a week.

Mark: In our coaching...

Nancy: Go ahead.

Mark: In our coaching program we actually implement with our clients the *12-Week Year*.

Nancy: Cool. Well good, then I'll go to my second tip since you guys already know that one it's just reinforcing. My other tip if you don't do anything else from all of this great material stop multitasking because the more you try to do the worse you're going to perform on every task and this is actually scientifically proven. When I give a PowerPoint there's this amazing graph, not my slide, but if you work on two tasks at one time you lose 20% in switching. You know mental switching between the two tasks, 3 times 3 tasks is like 40%, 6 tasks you might as well not even do anything. So, one task until it's done will gain you back hours in your week.

Mark: Yeah. Have you read Carl Newport, *Deep Work*.

Nancy: No. Should I write that down?

Mark: Yeah, you would love it. He talks a lot about how people are not able to get to deep work because of the multitasking, they're constantly being interrupted and they can't get any real work done and now that real work is becoming super valuable because everyone's got the superficial work that they're creating.

Nancy: They're busy but not productive.

Mark: They're busy, they're not productive, they're working and all of a sudden they've got to check their email. They hear ding and just like what you said right now they're multitasking and it goes down 20%.

Nancy: Someone actually told me, I heard this tip a couple of weeks ago and I tried it. I'm not doing it very well only one a web browser tab opens at a time. I was like aah I need my calendar, my email and something else. So going down to one that would be really, really challenging.

Scott: I can help you with that.

Nancy: Okay, help me with that.

Scott: All right. Do you use like Gmail?

Nancy: Yeah.

Scott: All right. Check out... I've got it right here hold on, hold on, hold on. Check out Meeting Bird. Meeting Bird it's a Chrome plug-in and one side of the screen you have your email and on the other side of the screen little column over here you actually have your calendar.

Nancy: I'll try that, thank you. Very cool.

Scott: There you go. Mark, see.

Mark: No, because Nancy is going to be looking at her calendar, she's going to be looking at her email, she's not going to get the deep work done. I see...

Scott: She is going to get the deep work done. She's going to do it I have faith in her.

Mark: My tip is you go to Station. Let me see what is the website is it Station.io? Anyways go to Station... Is it Station.com? It's a free download and basically what easily what it does is it... let me just see this hold on. Let me give you the right site. Okay so you know how you have your tabs right?

Nancy: Right.

Mark: So, Station allows you to literally its one app to rule them all. So you just have Station, there's no reason to switch to go to one app to another app. Like let's say you have QuickBooks and you've got stripe and you've got LinkedIn and you've got Gmail right it's all in one app. So you can just have that one app open and go to the one thing you want to do. Web browsers aren't [00:34:39] [indiscernible].

Nancy: That's cool.

Mark: So, no more web browsers.

Nancy: That's cool. It's like a dashboard.

Mark: Yeah, it's like a dashboard GetStation.com.

Nancy: Got it. Cool.

Mark: That's my tip.

Scott: That's pretty good, Mark. It's pretty good.

Mark: It's pretty good. And then should we talk about AirTable? You know we're going to have to have...

Scott: We're going to have to have her back because we've got to move on.

Mark: We've got to move on all right.

Nancy: We don't want to overwhelm people because then there's too many ideas and nobody implements. So, I think we're right at the right number.

Scott: Mark you know who is going to hate this podcast?

Mark: Philip Mar.

Scott: Philip Mar.

Mark: Philip Mar is going to hate it.

Scott: If he's listening he's going to hate it.

Mark: I know too many tips. Yeah, Philip has been chastising us. So Scott Todd, do you want to do the tip of the week or should we just stop?

Scott: I'm going to do one only because I know I have to. I have to do this one.

Mark: Well, I thought Meeting Bird was a really good tip.

Scott: Yeah, well that one was for Nancy. All right, but I have to go because I've become a raving fan on this one company Mark and I'm going to give you credit mark because you're the one that actually brought this one up and then I stole it as a tip of the week. Just kind of like yeah, just playing the game I play sometimes but I'm going to do it again. This is the third time we've talked about on this podcast but over the weekend I implemented it and it's my favorite thing ever, it's [FileThis.com](https://filethis.com).

Mark: Oh, I love [FileThis.com](https://filethis.com).

Scott: Mark, I had all these bank statements that were online at the bank and I need to get them onto Dropbox, okay. So, I went to File This, I went in and just very simply just log in with your bank information. It logs in and downloads all your statements for you. Once we a week it's going to go check for new statements for me, puts it in the Dropbox in a file folder. Mark, I've gotten a little geeky with it because I hooked it up with Hazel so that when with certain bank statements, I can move it over to like certain folders that I share with other people and then they get all the bank statements as well.

Nancy: That's cool.

Mark: That's really cool because that's really cool.

Scott: It saved me so much time as opposed to having to scan in all these things and figure out what I'm going to do with them or log into the bank and get them. I cannot recommend File This enough. You can get it for free if you need less than six connections. I'm like at 12 not, it's \$2 a month for 12, just \$20 a year. How can you beat that?

Mark: It's the best. Well, Nancy Gaines, are we good?

Nancy: We are good. This is so fun chatting with you all.

Mark: Scott, are we good?

Scott: We are good, Mark.

Mark: Doesn't anybody want my tip of the week?

Scott: No.

Mark: Which is learn more about Nancy Gaines...

Scott: Yes.

Mark: ... at NancyGaines.com. I'll have a link and she will get you geeky, productive, you will learn so much and she's got a bunch of cool stuff on her website too. Go to NancyGaines.com and stop or I shouldn't say stop I'm like get more of your time, be more productive and do the things you really want to do in life. Isn't that why we all became entrepreneurs anyways?

Nancy: Yes.

Mark: It's like how many people are like it's like you either time or you have money. So few people have both and Nancy is like, no you can have it all, right?

Nancy: Right.

Mark: It's not a bad way to go through life. I want to remind the listeners that today's podcast is sponsored by an automation app. It is GeekPay.io is the only set it and forget it way to automate getting paid with your lenders, as a lender to your borrowers, it's web-based, it's amazing, it will save you tons of time. Stop being on the phone calling your borrowers and pick up the phone hey what's my current balance it's all automated GeekPay.io. Get your first note free, go to TheLandGeek.com/GeekPay.

Also the only way we're going to get the quality of guests like a Nancy Gaines is if you do us three little favors. You've got to subscribe, you've got to rate and you've got to review the podcast. Send us a screenshot of your review to Support@TheLandGeek.com we're going to send you for free our \$97 *Passive Income Launch Kit* course; so please do that. Anything else? Are we good?

Scott: That's it, Mark, we're good.

Mark: All right. Let...

Scott: Freedom...

Mark & Scott: Ring.

Mark: All right. Thanks, Nancy.

Nancy: Thanks guys.

[End of Transcript]