



# THE LANDGEEK

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

**Mark & Scott talk with Mike Zaino, [ThreeLandGuys.com](https://www.threelandguys.com)  
(Updated)**

### **Transcript**

**Mark:** Hey, it's Mark Podolsky - The Land Geek with your favorite nichey real estate website TheLandGeek.com and today is extra super special because it's one of our own. One of our own land coaching students and coach extraordinaire Mike Zaino from [ThreeLandGuys.com](https://www.threelandguys.com) **(Updated)**. Mike how are you?

**Mike:** I'm fantastic. How are you?

**Mark:** Pulse is still normal, respiration still fine, I can't complain. So Mike let's just skip the pleasantries what's going on with you? What's your story? How did you go from full-time firefighter to you know land mogul.

**Mike:** Well by necessity really. Life is the way it is. I went through a divorce and you know I acquired a whole bunch of debt and the fire department is a good standalone job however I wasn't getting by paying off basically about \$40,000 in credit card debt. So I needed something different, something that the same old the same old wasn't getting me anywhere different than where I was. So I need to find something to change the speed and really dig in and get rid of them. So I could move forward in my life.

**Mark:** So why about Mike there are a million different niches out there to make money. Why land? What attracted you to the land model?

**Mike:** It's actually because it is exciting for one. To me I related it to like painting for gold. It's like if you have this fear for like the unknown and the possibility and the odds are much higher than scratch and scratch ticket.

**Mark:** Right.

**Mike:** Much higher than going to some sort of casino or anything like that because you're not just living your hands in fate you're actually controlling it yet you're still out there every day is like you know okay it's a little flake of gold and then oh my gosh it's a nugget you know they're there. So you just don't know what's going to roll around next and that is very attractive. Yeah so that alone was one of the major reasons that drew me to land.

**Mark:** Okay fantastic. So walk me through the whole process for you. So you knew you wanted to get out of debt, you wanted to make more money, you get into The Land Geek Coaching Program and then what happens?

**Mike:** Then I said all right I'm going to try it. Again you know the program I saw what you do, I see the other teachers out there they're doing it and I said well I want to give it a shot you know and like we talked at the Bootcamp this year taking that reap of faith it's not that easy. I'm like well they can do it but can I do it? So I went out there and followed you know. The hardest part in the first year of doing this was that for some reason in human nature you want to reinvent things you know but there's a set program that does work and finally after going through and trying to do things, adjust things and say, "I must know a better way to do" it but you stick to the basics and I did that.

I have to tell you the very first time I sent out mailings I got back; a lady called me up and she said, "Well I would like to sell you my property. My father passed away and left it to me." I said okay and I had offered her like \$177 for it. I didn't even know this county Mark, I didn't even know anything. I was like okay well I can't go wrong with a \$200 investment. I think she may have owed \$100 in taxes. So my whole philosophy then and it is now when people starting off they're not sure. Start small, you know, I'm not going to worry about losing a couple of hundred dollars and let's see what happens. So I bought it and then I hired somebody to go out, like a Craigslist, put a little sign on it and take some pictures. He calls me up on the phone, "Hey Mike." I was like yeah. "The lady next door wants to know about the property." I said really. He's like yeah and he goes how much are

you selling it for and I'm like I hadn't even thought about it Mark, I had no idea. So I came up I go \$3500 and then I'm like I don't even know and he's like, "She wants it. She said she wants to buy it. How does she buy it?" I just bought it for \$200 and I'm like 3500 that was like wow talk about sticking the hook deep in my mouth and getting me hooked in this. I was like wow it's amazing.

**Mark:** It's amazing. Yeah, I mean it's almost like you've got to be in it almost to believe it. It's crazy. It's absolutely crazy. The margins are crazy, the deals are crazy and... But don't you feel like you're helping people out?

**Mike:** Oh yeah. They want nothing to do with it. At this point most of them that I've dealt with almost all of them have been scenarios where someone in their family in the past had bought it, to them it's a burden, they want to let it go, the taxes are owed on it. Some of them for \$100 just take this headache out of my life, please. I mean they don't want to go looking for a way to sell it; they don't want to put their time and effort into marketing and all these things that are in our niche. You know they don't want to do that.

**Mark:** Right.

**Mike:** So absolutely and positively I've made great friends. So I'm a talker. I know there's different people that you know although we're starting to really grow and I guess my ability to talk to everybody is going to get a little bit less and less but I've met some great people and the people I buy from and the people I've sold to and great people and happy on both sides of the equation.

**Mark:** Yeah, it's fantastic and you probably have that competitive advantage over someone like me that doesn't like talking to the customers; where you can then say hey I've got this special you know property that I'm just about ready to close on but I'm going to presell it to you. So as soon as I close you want to buy it right away and you can probably sell property before you even buy it.

**Mike:** It's what I like to do. I'm definitely a people person and I lament the fact that if we get or we're getting bigger than we anticipated very quickly is how to be able to maintain that because I do enjoy it. I really do enjoy talking to people and it's like... to the point where I'm not comfortable in an area I'm going into and I really can't figure out what the values are I will send out a hundred letters and I won't even really put an offer on them. I just say hey you want to sell it call me and people call me and I'll get three deals out of that, four deals and I'll meet some people and in that way at that point I'll know the market and then from there I don't have to talk to

those people anymore. I know from the talking, from the conversations they teach me about their land, because they are the ones that know and so then I can mail out more and I know where my offer should be at that point.

**Mark:** Yeah. So if you were talking to someone who is just about you know they're kind of on the fence about getting into land investing and what would be your advice to them as far as like just getting started? And because your journey and look you had pressure on you, you were in debt. I mean to take that leap is tough.

**Mike:** I looked beyond. I mean it was psychologically debilitating and you know this has been only for the last few months now that I have actually come back to who I realize that I can be my normal self because if you go into this debts of any sort or life pressures like they can really dig in deep into you and they can change who you are. So you can come out of that and be a better of who you really forgot you were at a point in time.

So my advice to someone is just like you just have to do it. But you buy the Investors Tool Kit and I can't really say enough about how much the ability to interact one on one with somebody in addition to the Tool Kit. The coaching in the beginning is still essential because there are so many different things that could happen that are very unique to every situation and you have someone you can bounce it off of and talk to them about and they can give you advice to that particular situation. Because this is a generic idea of what we do and that's the blueprint and you've got to follow that. Like I said I tried to veer left and right and always come back to the middle of what we call the M and Ms - the mailing and the marketing and all of that streak and narrow just all of the plans. Just put the mailings out and get the offers out and accept to do your due diligence it starts small.

**Mark:** Start small.

**Mike:** Mark you know now I started out last year our first year with I think \$500-\$200 properties and we were making little on little flips like 800 to 1000 to 1200, but still look at the percentages. You are paying 200, you're selling for 800. You spent 400, you sell it at 1200. I mean you're not going to get that anywhere else you know that kind of a return and that's just testing out this program. Does it work? And then you say wow it does. So if I can take a hundred and I can make twelve. Why can't I take a thousand and make ten; which I have. You know I have partnered with other people in the business because you become friends with them and we've done deals together and it's the same exact process.

**Mark:** Yeah.

**Mike:** You prove it in the minor and then you apply it in the major. You know what I mean?

**Mark:** Yeah.

**Mike:** And you go for it.

**Mark:** Exactly and you know it's so funny because I talk to people and they email me and their biggest fear is that they're going to buy something and they're not going to be able to sell it. Who the hell wants raw land, right? Have you ever gotten to the point where you were like you couldn't sell a piece of property?

**Mike:** No. It's always first we're buying right. We're not buying at market value and we're mostly kind of selling below market value. I mean you know I buy it cheaper than anybody can get it because they don't even really understand or put their head around how you get it and until they get into the program of course. And then you sell it cheap than anybody else because you've got the distinct advantage because you come at it so cheap. Everybody is selling it for just over 1000 and you can come in and sell it for 850 but you only bought it for 100 bucks. It's like why do I care? I don't need to make that extra 150, I just want to get rid of it and get another one and go on to the next deal. So we have a certain advantage.

**Mark:** Yeah and it's huge. Then have you ever had an issue with deal flow where you just couldn't find enough deals and you're scrambling thinking oh my gosh where is my next deal going to come from?

**Mike:** For me in the beginning when you get a couple of mailings out, you get some deals and you're like all right. You get so focused on those particular deals that you stop mailing or something and then you create like a little window of kind of a low and it's kind of like okay well I better get those mailings back out and every time sure it can be. You put out a couple of mailings out or you could do the smartcard method or 20-day whatever you do get them out there and then they start rolling in and sometimes they roll in a year later it's ridiculous.

Like I had a woman, you know an elderly woman, we corresponded only by... she didn't have a computer, didn't want to use the phone so we wrote letters back and forth and I trusted her completely. I send her all the money, all of that hey have a great day... so we got letters back and forth. I wrote to her a year ago... so I bought two beautiful properties from her and she didn't want them anymore. She's probably 80's or 90's I believe and

yeah it's just a really unique business Mark. I think you and I always talk about how this is a business, although the business is not your life as well as the business kind of serve your life and the life that you want to live but through the business you can express those parts of you that really make you happy. So it's very unique.

**Mark:** Yeah, you know I agree and it's certainly an indescribable feeling when someone has that much gratitude coming your way because you're able to solve their problem either on the buy side or the seller's side and ideally it happens on both ways. It's not just a customer anymore it's a relationship. I've been doing this since 2001 and I can just make a few phone calls now and sell out a property because they've done so many deals with me, they feel so comfortable buying from me and they know that they're getting such an amazing, irresistible deal they can't say no.

**Mike:** Exactly.

**Mark:** Yeah it's great. So what was the biggest challenge for you in the beginning? Everybody complains about getting the list. Was that a challenge for you?

**Mike:** No. I never really had an issue with that because so much is available where I've done my work and so much is available on their websites. If you call them for \$2 you get that. I never really had any issue with getting the list. To me that is not... and obviously because I was taught how to do it you know through the coaching and so it really hadn't [00:14:07] [indiscernible].

The hardest thing for me and I'm not a very organized person. I kind of off the seat of my pants and one of the coaches on the [00:14:17] [indiscernible] said set yourself up with a system because you know you'll have a couple of deals down but it's going to come a time where you're going to be like all over the place... you're not really sure, you're not sure you believe you're going to do this and then all over sudden since we went to this last Bootcamp which was in February we just skyrocketed and it's just like my head was like phew, like a 360 and I'm like wow maybe I should have had those systems in order a little bit tighter because it's just... and definitely no complains that we're getting a lot of deals coming through. It's just that I think the harder thing for me is that organization and so following what everybody else does through the Facebook and through the podcast and listening to get tidbits. You know everybody that teaches can learn, everybody that can learn can teach you know we're all speeding up each other and I'm getting that put together and starting to work more on the business than in the business.

**Mark:** Yeah. I mean you know making that leap is really, really hard because you've got to let go a little bit. I mean I struggled with it for years Mike, years but it stunted my growth. As soon as I let go then the business really got to the next level. Now every day I'm like okay what can I eliminate? What can I delegate? What can I systematize? That's like my mantra, eliminate, delegate, systematize, eliminate, delegate systematize. It's great. It's a struggle because you're only as good as your team sometimes. There is times where I will get frustrated I'm like, "Oh my Gosh, I just spent a half hour on a training with this VA and I could have done this task in two minutes myself." But obviously that 30 minutes I just saved myself two minutes for the rest of my life.

**Mike:** Exactly man, those two minutes are forever. That's what I've been thinking about. It's like okay I will take the time and I will meticulously document and get some help with it and that will be it. It's done. I don't have to do it again. So that's kind of an incentive I'm going to do it.

**Mark:** Right, right.

**Mike:** You have time and convenience.

**Mark:** Yeah, yeah. So I want to ask you about your wife Laura because she works with you. I can never work with my wife like we would just fight. She wants control. I want control. She wants it done her way I want it done my way. A lot of people...

**Mike:** And I recognize that. That's another beautiful part of this whole business. 40 grand down and I couldn't even get her a ring. We are getting married this June and I got her a ring this last Christmas because finally, I can stomach the money to do it. I had it. I couldn't do it before that. 10 years we were together I couldn't get her a ring. I didn't have the money. I couldn't put that aside. So you talk about gratitude for the land business the truth is in all that we are doing I was able to do that. So, I think that the fact that we are doing this together and the land business is making these things happen is helping us work together in the land business because we recognize what it is doing for us.

**Mark:** Yes, so how do you guys delegate your responsibilities? Like what are you responsible for and what is Laura responsible for?

**Mike:** That's funny because today we just had a meeting this morning her and I which she ran very well.

**Mark:** Of course.

**Mike:** I love *The E-myth Revisited* and we were talking about even though it's two of us and all these positions are filled we finally started realizing which one of us is doing what and which one is better at what. You know she's great, she's fantastic at making the ads and she makes beautiful ads. She picks into the details. She's like really color coordinated. I don't even know which color is what sometimes. She puts together beautiful ads.

The thing is once she has that done it's like the templates and I can use it any time. It's available for me to then just go in and just change the data. So she's really good at design aspect and things of that nature. As beautiful as she is she's very shy when it comes to talking to people. So I handle the phone calls and things of that nature. So it's definitely finding our natural grooves.

**Mark:** Yeah, that's great. I mean that's really nice that you guys have that system in place and you guys are working together and you're aligned and you have a common goal. Would you say it's strengthening your relationship or well there is a little friction?

**Mike:** Well there is a little friction at times only because they're processes they are not in place completely yet. Once those are and they are slowly coming that's what going to release that minor friction. However, you can't beat the fact that we can get up in the morning and go for a walk in the woods like we did yesterday or go out and do something together because we have that time to do that. We make that time were we can enjoy each other's company. So again because of what we are doing, we can do that.

**Mark:** Right.

**Mike:** I've decided you know this is my thing. What do I want to do? Why am I doing this? Because one of the things I want to be able to do when I finally got this down I'm doing those things now like the walks or fishing things like that. Because why I'm I waiting? The more I do those now the more it will inspire me to work harder at the land. So rather than sit at the computer all the day I'm going to time block it. I'm going to do something that I really love to do.

**Mark:** Yeah, yeah.

**Mike:** So that way I'm not waiting to do it. I'm doing it now.

**Mark:** Yeah. I mean I love that. It's so smart. I mean look life is short. We don't know what's going to happen tomorrow. So you might as well enjoy



what you can today and the beautiful thing about the land investing model is you've got that passive income coming in. But you've also got the system in place to create the cash flow as well. Because how many hours a week are you working at this? You're a full-time firefighter.

**Mike:** Yeah I'm in the full time. So with systems we do a few hours here a few hours there, you know? It's not tremendous in that sense. I found though actually it's weird this was through talking to you and also another book I listened to it's like if you give it time and don't respond right away to all these people sometimes... I had a time where the guy offers me some money on a land and I didn't respond. I was just like I will talk to him whatever. He's like, "Okay, forget it. Forget it." He offered me like \$800 more money. I'm like wow. He offered it because it took me a little longer.

**Mark:** Yeah.

**Mike:** I didn't respond. I guess it gave him a little threat and he was like oh boy I'm going to offer the right money. I was like, "Wow. That's something. I did learn some bit more."

**Mark:** I love it. I love it. You've become in our community like famous as the eBay 'Zen Master'. Mike Zaino, what are you doing on eBay that the rest of us can't do?

**Mike:** You got to make it irresistible. Who doesn't want to buy something for 99 cents? Who? Who doesn't want to own land for a dollar? I mean there is a doc fee but that's negligible. They are looking at I can own that for a dollar? It's like they see that. I'm not scamming them it's a great deal. I know it's a great deal. I just want them to see it's a great deal.

**Mark:** Right. But you say it's a dollar but it's really not a dollar. It's a dollar plus what?

**Mike:** Yeah, most of the deals I do on eBay, I love eBay because the first year we did it we were looking to just flip little flips here and there.

**Mark:** Right.

**Mike:** Since we got back from the Bootcamp we said geez we want start out, we'll sell them with \$100. See if we can have \$1000 a month passive income and we did that. We are already over that and we haven't even got to the Bootcamp yet. So it's like we are doing these deals where –

**Mark:** Wait a second. You're telling me in less than 90 days you already got to over 1000 in passive income?

**Mike:** Yeah.

**Mark:** Oh my Gosh. That's crazy. Oh my gosh.

**Mike:** The next thousand is going to be easier. I think it's like the first one you know from there you figure it out.

**Mark:** Mike, walk us through like a sample deal like a recent deal. What did you pay for it? What did you sell it for and what were the terms on eBay?

**Mike:** \$500 I paid for it. On eBay, I think it was 3997 maybe around \$4000. They put \$400 down. That was actually doc fee, \$400 doc fee. So it doesn't come off the plate so I guess you have to make it twice. You have it \$400 higher because that goes towards ... But clearly, that's because we have time we have to do the documentation and getting the deed, in this case, the land agreement.

**Mark:** Sure.

**Mike:** Then they were bidding on the down payment. So, in this case, I think the last down payment went to maybe like \$25. That number to me if gets up high enough to cover the eBay fee that's typically \$70 that's fantastic. I'm not worried about it that's like 600 or something. So they paid me like \$99 a month and I just started getting \$99 a month in the land I bought for 500 and I have already got that almost paid off. I'm just getting \$100 a month.

**Mark:** I mean with the doc fee and the down payment you almost got your money back.

**Mike:** Yeah.

**Mark:** Then by month one or two you're all profit.

**Mike:** Yes. I just look at every different one in my world it's like okay it's paying a bill. I have this bill and that's paying it. I talked to one of the other coaches and at back in the day it's like you know great when you can get it to your passive income it's paying your monthly bills. But then I'm like, why? Because then my other job doesn't have to do that and I can take that and put it away or I can take my passive income and reinvest in it. You can do it the way you want.

**Mark:** Yeah, yeah. The financial flexibility is fantastic. Are you almost out of debt or do you still have a little debt?

**Mike:** Very little. I'm under the 110 now. So from 40 grand, that's 30 grand down, under 110 and that's going to be an easy walk in the park to get rid of so not worried about that at this point because I just know that the deals are out there. I have already been buying some good deals. I just picked up a few in the last couple of days. I know they are going to translate into good money so I'm not worried about it.

**Mark:** Wow.

**Mike:** That's cool.

**Mark:** That is cool. That's really cool. Now that you're over 1000 in passive I mean even if you just took all that money and just paid down debt or took half of it to buy more property and paid down the debt. I mean your debt is getting paid for.

**Mike:** Yeah. This is the year it goes away and then we are going to pay for our wedding with a land deal.

**Mark:** Wow.

**Mike:** So that's good goals, you know? Now the matter is just tidying up our systems. We proved that it can work.

**Mark:** Right.

**Mike:** Beyond a doubt. This works. We have proved it. We now know that we can do it and all there is a matter of we know the money is coming in. It's just we just need to tighten up our systems which we always talk about in this podcast and these different things and work more on the business than in the business and then so pull the rakes so then I can go drink some coffee... meditate, things I have to do, you know?

**Mark:** Right.

**Mike:** There are other things that I can do. This is not to be all indoors by any stretch because it is in a sense going to finance all that but not in the sense that it's going to occupy all my time which is a beautiful thing.

**Mark:** Right. Yeah, exactly you're not creating another job for yourself. You're creating a business that's going to operate whether Mike Zaino is fishing or doing martial arts or meditating. You're still bringing in money.

**Mike:** Exactly.

**Mark:** Yeah.

**Mike:** Exactly. I got my garage out here. It's 20 by 20 find things like it's my studio. My goal and this is going to be out there you know we are working out with some close friends. Like said you know doing some different yoga-type activities, meditation, things like that, reading, I'm reading philosophy, religion, I'm going to be engrossed in all that.

**Mark:** Yeah, yeah. Yeah, and I have to say I really love the fact that this entire podcast you keep going back to your goals. Like you have a specific plan and you're just executing on that. You've full clarity on what you want this business to accomplish which I think is really an essential ingredient to your success. Would you agree?

**Mike:** Yeah I think so because I come from a very fantastic family. You know my parents are absolutely fantastic. My father is unbelievable. My mother, you know I get my social skills from her. My father is just you know such a caring person always giving, giving, giving. You know they are not old... I can't say that they are getting up there in age and they're getting older and older to me. I have to be able to help them. I need to be able to help them, Mark. I need to be able to step in and do the things they do for me.

So in addition to you know our family here our kids are getting older but you know they live in the same town and I want to be able to help them and obviously not just physically but financially be there when things, you know? Not that they need it right now or anything like that. But you know just set myself up so down the road I know that I can be of support.

**Mark:** Yeah. Now that's great. All right Mike we are that point the podcast now where you know you and I don't need to argue about this being the best passive income model. I mean I will just ask you, do you think it is? Is there anything better?

**Mike:** No, no. Let's say you want to have fun are you kidding me? No way. Who doesn't love land? Who doesn't love travel? Who doesn't love the great United States of America? I mean really this is what we're talking about

**Mark:** Right. Yeah. You don't have to convince me.

**Mike:** It's like the frontier like in the Tom Cruise movie we're running out there, dropping the flag down and we are like celebrating. This is what we're doing every time we buy land you know? This is you know Frontier Properties I can give you props I guess. We're out there.

**Mark:** Thank you. All right Mike so I'm going to put you on the spot now. What is your tip of the week? A website, a resource, something actionable where the Best Passive Income Model listeners can go right now and improve their business, improve their lives. What do you got?

**Mike:** I've got a technique Mark if that's okay. It's something that's very real, very applicable. Actually we've reference that I do the martial arts. I've done that my whole life and one of the arts is a Japanese martial arts. They have this technique called Shi-Ho-Dorr which is for directional catch.

**Mark:** Wait a minute, Shi-Ho-Bori ?

**Mike:** S-H-I, Shi.

**Mark:** Shi.

Miki: Then H-O.

**Mark:** H-O

**Mike:** Then D-O-R-R .

**Mark:** Shi-ho-Bori.

**Mike:** Dorr with a D.

**Mark:** Oh, Shi-Ho-Dorr. Okay, Shi-Ho-Dorr and what it does it mean?

**Mike:** My interpretation of it you know is roughly four directional catch. What that means in terms of say in martial arts is anytime you come in contact somebody whether their [00:30:13] [indiscernible], anything you don't have to worry about it. That point of contact is when things begin. You don't worry about does my left arm have to be inside of them my outside arm, it doesn't really matter. Once you really have the skill and developed your basics and once you make contact you move from there and you just go into your natural trained sequences that are ingrained inside of you.

So now how to relate that to the land business is because I know we talk or I see on Facebook and we talk about people get angry letters back or angry phone calls or this guy called should I offer this much, that much. Anytime anybody makes contact with me it's the same way my skills go into use. If they are contacting me whether they're angry, they're happy, they're sad, I'm converting that they're angry I love it. It's my problem. But they want something otherwise why are they contacting me? So there's always an opportunity to make a purchase anytime someone contacts you. So if your offer was too high maybe readjust it, do due diligence, maybe were a little bit offer was too low. Whatever it may be it doesn't matter.

If someone contacts you, they're interested in doing something. There is an action that's going to happen there and you just have to use your skills which we learned through *The Investors Tool Kit* and through the coaching. I suggest you practice your phrases in front of a mirror on your fiancé or anybody who will listen. Practice your language skills and so that you are comfortable when it comes to that moment when someone calls you and they are like, "Oh my God." Within a minute there are already like oh yeah okay. They've calm down. Now they are your friend and now you're working a deal. I've done that a number of times. Anybody can do that so Shi-ho-Dorr.

**Mark:** Shi-Ho-Dorr, I'm going to start practicing it.

**Mike:** It's effective from all direction. It doesn't matter where you're coming from.

**Mark:** That's great. That's great. All right, so my tip of the week is you're going to love this Mike go to Lily L-I-L-Y.Camera. Yeah, wait Lily.Camera I think that's it. L-I-L-Y.Camera

**Mike:** Oh, L-Y, okay

**Mark:** Yeah, L-I-L-Y.Camera. This thing is so cool. It is a drone that follows you. No sign up required. Just throw Lily in the air to start a new video. It's that simple. So imagine going on a piece of property as you're walking it or you can even run it and the drone follows you around the land, takes the video, and captures it.

**Mike:** I'm looking at it. I want one.

**Mark:** It's so cool. I mean this is cool. I was even thinking like okay I'm not going to go to the property but I could send this to my representative in that area, right? So they would put down a deposit for it. So I know they're not

going to keep it. So I'd mail to them, they would go out on the land, they would shoot the video with the drone, right? They would mail it back to me and I'd upload the video and there's my Lily video for my customer on the property for marketing. Then would I go snowboarding or skiing I've got Lily too.

**Mike:** Lily is a pretty looking much machine, man. I like it.

**Mark:** Yeah, yeah. You've got to watch the video. It's crazy. All right, So Mike Zaino are we good?

**Mike:** We're good. We're great. Not good we are great.

**Mike:** We're great, all right great. Well, I really appreciate you coming on. If you guys want to learn more about Mike go to [LandPilgrim.com](http://LandPilgrim.com), [LandPilgrim.com](http://LandPilgrim.com) and you know give him some love. Go ahead and acquire some wholesale property. Then while you're giving him some love go to [TheLandGeek.com](http://TheLandGeek.com) download for free the *Passive Income Blueprint*. Get the eBook *How to Avoid the 3 Fatal Land Buying Mistakes* and of course it is always informative and engaging podcast delivered each week to your email inbox.

Mike Zaino, you're crushing it. I couldn't be more proud. I love the fact that you're going to start sharing your knowledge, your wisdom, and helping other people with their land investing business as a Land Geek certified coach. I couldn't be more excited about that as well. Just you know I love it. Thanks again for sharing.

**Mike:** Thank you, Mike, I'm honored and I told you the last one along with you that Laura and I are with you and I wholeheartedly meant it You know you're a great person and I can tell from the first time I met you. I know you believe in what you do. You're a businessman but you're a businessman with a good heart and you're doing very nice things. What you're doing for us, what you've done for us, can't say thank you enough and I'm honored.

**Mark:** Thank you, Mike. I really appreciate it. I really do. So I want to thank all the Best Passive Income Model listeners. Please subscribe, rate, and view the podcast it really helps us. This is Mark Podolsky the Land Geek, Mike Zaino [LandPilgrim.com](http://LandPilgrim.com), thanks again and we'll see everybody next time. Thanks Mike.

*[End of Transcript]*