



THE LANDGEEK

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

Scott Todd talks with: Erik Peterson - LandOpia.com Tate Litchfield - FrontierPropertiesUSA.com, Aaron Williams - BearLandProperty.com, Scott Bossman - LandBosses.com and Mimi Schmidt - PartNParcelProperties.com on The Land Geek Round Table

Transcript

Scott Todd: Hey everyone. Welcome to The Land Geek podcast - The Art of Passive Income listeners this is the Round Table edition and we have a very fun topic for you guys today. Mark is off today so it's just the six of us. We've got Mimi Schmidt, we've got Erik Peterson, Scott Bossman is on phone, 'Bear Land' Aaron and of course Tate Litchfield and me - Scott Todd. So we're going to jump right into today's topic.

Today's topic is something that I think what might be pretty unique for us land investors. Maybe other real estate investors or heck people outside of even what we do but I was dealing with a problem yesterday. Yesterday, I had a very leisure day it's a Monday. Yesterday was a Monday very leisure day. I'll tell you about my day later on in the podcast after we've gone around everybody else but it was very leisure. I felt guilty.

I had like survivor's guilt and I literally got on phone, I started voxing Mark like, "Mark, am I missing something here. I feel guilty this can't be." You

know like I feel guilty. Shouldn't I be out there slaving away and then he reassured me with what his day look likes. So we thought we would just randomly, which was really good by the way, and we thought we would just randomly hold a group and see what did your yesterday look like. So three questions what did your yesterday look like, have you experienced survivor's guilt and if so what do you do to just to move on? Like don't you feel like you should be working harder? Mimi, you're up first go ahead.

Mimi: I always feel like yes there's more that I can do. So Mondays my husband and I since he works late on Sunday it's fine we can have a breakfast date. So we go to this cool coffee bar and we both sit in the sunshine and get fancy lattes and he works on this stuff and I work on my business I love it and then like I come home and I start knocking out business stuff. But when I was working I'd take a break and I'd go get coffee or something and someone would hit me up for a raise or tell me they're not getting along with someone or, you know what I mean? I have to deal with all these other things where's now if I take a break I call it like cuts around my flowers and pick the dead ones off, I water them, I look at how pretty they are I love it and it's in my house. I'm like I get on my pouch with my feet kicked up working on my land business so yes I always feel like even if I have a leisurely day I can seat there back and be working on my laptop. So I still deal with it but it's much more enjoyable than what it used to be.

Scott Todd: I mean that is a valid point. You know like if you every got away in your corporate gig, like if you ever got away man all over sudden like there was you were going to pay the price. Like you would come back get like a boat load of emails or whatever. And now it's just you're like Mimi let me just go pick up flowers, let me go weed the garden out, like let me go think. Let me just think for the day that's amazing. That's a cool Monday tradition though that you guys have too like coffee, breakfast together, that's really, really cool.

Mimi: We couldn't fit it in before and now it's really nice we still get to work but it's in a really nice location and we can talk too, catch up.

Scott Todd: Awesome all right. Erik what does Monday look at least yesterday's Monday and survivor's guilt and do you ever feel like I should be working harder than this?

Erik: Okay. So yesterday was pretty typical day. I took my youngest to camp he's going to art camp this week. So I spent the morning driving him over there, had a couple of errands to run after that, got back home a little bit later before lunch and spent a couple hours just catching up on some things, but then took a slow lunch, made myself a nice little lettuce wrap

thing and took a longer lunch. I sat on the porch enjoying the weather and then came back to work for a little while in the afternoon but all in all it was a pretty slow day for me. I am in the middle of hiring some additional VAs right now. So I did focus on that most of yesterday in the times that I did work.

In terms of survivor's guilt you know I think for me it most comes out when I see other peers around me that are like working a 9:00 to 5:00 or they are like hey I can't make it to that game or could you come get my kids and bring them to the game or whatever because they're working and that's when it really hits me. I mean I don't really think about it otherwise, you know I'm home and I'm just kind of doing my thing but it's when I'm interacting with others that don't have the freedom that I have that I start to realize like man this is pretty special and yeah it can definitely make you feel like well maybe I shouldn't be able to do that. You know maybe I need to be locked up in the office working away so yeah.

Scott Todd: Yeah, it's really cool. Like when you can help out other parents or they're like man wow maybe Erik can take our kids to wherever to the game or whatever because we can't make it, but Erik does something like shady he doesn't even work or something I don't know.

Erik: Yeah, they might even think that.

Scott Todd: 'Bear Land' Aaron survivor's guilt and what did yesterday look like?

Aaron: Well, first thing I did yesterday was I went on a motorcycle ride and looked for a cheesecake factory.

Scott Todd: I thought you went on like an Amish horse and buggy ride.

Aaron: Yeah no.

Erik: He had to go a long way to find the cheesecake factory. So [00:06:52] [indiscernible].

Scott Todd: Well he never found it. I don't think.

Aaron: Yeah, I didn't find one. We don't have one so you know honestly I did ride but I helped my son kind of start working on starting his business. So I helped him do some things. I've been working on some WordPress stuff lately. So I came back and I did that.

But as far as survivor's guilt I don't know. See I still push a lot of the business myself so I don't have the... there's not this it's all completely automated or hand it off yet so that I have these big blocks of time where there's nothing to do but I can tell you that I do have the freedom to you know schedule my day in a way that you know I want to. Like I help with our kid's band a lot, you know building props and with a couple of other parents that have some more flexible schedules and stuff and that is nice. I don't feel guilty about it though because you know I guess I still do quite a bit as far as my business goes, but you know I'll get there and I'll probably still won't feel guilty.

Scott Todd: I would say that one thing there was like the mere fact that you can like stop working when you want and go help your son or the mere fact that you can stop and go on a ride that's something that you could not do in really like to me any other business. Because like go look at anybody that has a business of their own. Like the, you know, the sandwich shop owner or the place where I go get postage like my local mailbox, the Goin Postal I think it is what it's called. You know like when you look at these owners they're there. They're there working 50-60 hours a week and I had even talked about like last week the story of like these entrepreneurs at the seminar that I went to. The entrepreneurs are slaving away 70-80 hours, they're in tears, they're crying. They're not going on a motorcycle ride, they are not picking the plants like Mimi getting the weeds out of their garden they are slaving, they are like they have another full-time job and I think that's really kind of cool and encouraging to hear your side of it too because you may not experience that survivor's guilt but you know what it is that you benefit from kind of the businesses that you're creating.

Aaron: Yeah, absolutely.

Scott Todd: Yeah, that's great. Scott Bossman I mean what are you going to do man Mark is not even here like it's just me. You don't have the bro fest that you normally have it's just Scott's here.

Scott Bossman: I know I'm not feeling the love as much as normal you know sad.

Scott Todd: It's okay though.

Scott Bossman: All right, so yesterday was pretty low-key for me. Since I've been home now for about six months I think. A busy morning for me is when I feel like I have to focus I have to leave the house. So I'll go to Panera and I'll camp out for two or three hours and get a lot of work done.

On a lazy day like yesterday my new routine is exactly like Mimi I sit on my deck every morning and I have a nice coffee with my feet up on the other lounge chair and my dog is sitting next to me and it's the most amazing feeling in the world. Because I don't know... I mean I was in healthcare and half the time I used to work in a nursing home and I don't know if you guys can appreciate or know how absolutely chaotic it is in one of these settings because you go in at 7:30 in the morning and you leave at 5:00 in the afternoon. You don't sit down all day; you don't get time to eat. You're constantly doing something and I was in a role where I was speaking not only with patients but family members and nursing and doctors and I mean it was just insane how stressful it was. So now to be able to sit there on a Monday afternoon on my deck and seep coffee and work a little bit on my computer and wait for a wire to come in yesterday morning for a cash sale I'm like this is insane.

And then I definitely feel survivor's guilt. When I mostly feel it it's when I go in to cover. I still work just a couple of hours a week whenever they need me. If somebody needs to be evaluated at the nursing home I'll go in but it's like an hour and fifteen minutes. So I kind of walk in all sheepish and I leave all sheepish because you know I'm joining people who are working really hard and then I'm leaving an hour later leaving them working really hard.

Mimi: I've seen some of your posts on Facebook of your view in the morning and it's beautiful. I don't know if it was from your house or from a vacation spotlight there was snow and it was absolutely beautiful.

Scott Bossman: Yeah, I've taken a couple of them lately. So I'm not sure where that one was but yeah we have a beautiful backyard and it's amazing, definitely blessed.

Scott Todd: Yeah, it's rough when you have to go to Panera Bread you know to go in and work and then you go to the cheesecake factory for lunch. I know it, it's okay all right. I think that we have made what like... I'm going to guess we've probably made well like ten or twelve podcasts in a row where we have mentioned the cheesecake factory. It's got to be like the longest stretch ever and like cheesecake factory like anybody from that company that is listening show us some love like treat us once we go there.

Tate: I deserve a kickback for all the hazing I had endured.

Scott Todd: Yeah, right you know it's crazy.

Tate: I mean I'll just go there before the morning rush when it's not loud and I'll enjoy a meal no problem the cheesecake factory.

Aaron: Hey, I don't need any kickbacks from the Amish community.

Tate: There are no kickbacks to he had there buddy.

Scott Todd: All right Tate. I can only imagine what a Monday looks like for you but all right let's go with yesterday. What did yesterday look like and come on man I know you've got to have some serious survivor's guilt because all your buddies your age they're all like oh my gosh I've got to work so hard to get ahead, oh my gosh I've got to get a raise and Tate is like hold my beer or it's hold my coke here. So tell today about yesterday.

Tate: I think Scott you've got to back it up because it's not like my weekend started on Saturday right. I mean I was up in Idaho and I fished the salmon fly hatch. Prior to this I came home and I was set to work yesterday I guess it was. So my Monday morning actually was busy yesterday I had a lot of stuff going.

I woke up early, I rode my bike out to the Hoover dam with two buddies, came home, met my wife we went for brunch with the baby, came home, put her down for nap. I had a coaching call so I got to work with a good buddy of mine who's just surprised me and told me that he's just about one sale away from hitting \$8000 a month passive income in nine months. So that was really exciting. In the afternoon I hung out, I grilled some meat, so I started something on the smoker and watched that for a few hours and that evening I went and I actually fed the homeless. So that's what I did yesterday so one hour ago.

Scott Todd: Wow. You had to go with like I fed the homeless at the end of it.

Tate: I mean that's why when you said like what did your Monday look like I was like oh yeah I'm going to have a drop the mic moment here because it doesn't matter how lazy the rest of you were I did something good for the world.

Scott Todd: Yeah, yeah right like now I'm feeling guilty.

Tate: I dropped the ball on you. Like so Scott tell us about your day. How was the boat? You know like the geek party again. What were you doing yesterday Scott?

Scott Todd: Mine really doesn't matter at this point. You know like we'll just drop off on yours man. Like I should have known and like left you like at the end, I don't know. Like mine sounds very self-serving at this point.

Tate: But Scott you can't have... I mean I know you said I probably deal with survivor's guilt. The main time I deal with survivor's guilt is a lot of times in Nevada when I'm riding we have these amazing bypass and they go over the freeways and in the mornings I'll ride over the top of the freeways and I'll just see the traffic bumper to bumper to bumper first as far as the eye can see that when I have survivor's guilt. Because I think to myself man those poor people are just sucking on an exhaust pipe for an hour each morning that's terrible. Like I'm out here in the sun, enjoying some fresh air, I get my exercise in, playing with my buddies and that's when I really start to count my blessings and go you know what this truly is the only life for me. I'm a hundred percent unemployable now. Like I am broken I can't work for somebody. I'd be the worst employee.

Scott Todd: All right. So here's my Monday man. Like here it is so what's spawned all these was basically I had a very leisure Monday morning. Like I don't know, I didn't even look at my email yesterday. Like I don't think I looked at email all of yesterday like at all and I'm sitting there and I've been reading a book. So yesterday I ran some errands in the morning, had lunch with my wife, came back and basically sat by the pool. Just sat by the pool and read a book. Like literally just sat there and had no desire, no interest to even look at my email at all. Just like I didn't know what was going on in the world, didn't know anything about like no news was on. Like I don't know what happened yesterday, it's just like I lived in my own little cocoon yesterday and it was about.

It must've been around like 3:30 when I started feeling like guilty. Like man like I didn't work today and I've got a busy week with some family stuff this week and I'm not kind of going to do much work at all this week and then next week we're going on a weeklong vacation. So I'm thinking like man I'm not going to really be around to do much for the next two weeks. It's like I'm going to be around, I'm going to be able to look at it at the email if I wanted to or whatever but I have no desire. Like no desire and then you'll look at the numbers and it's like the money still came in the door.

Like everybody is surviving and that's when I Voxed Mark around 3:30 and I'm like Mark I feel guilty man. Like I'm not working, I feel like a bum, I feel like I'm not being productive. All of these things and then about two hours later he Voxed me and said, "Don't worry about it. I had the greatest day. I had a two hour lunch with my wife it's fantastic. I'm going to go home; I'm going to go swimming now because it's too hot, I'm going to swim. I might

take a nap." And this all being driven from obviously the passive income right. When you have that passive income that we're able to create all over sudden you're able to go back and like create the lifestyle that you want.

And today I had kind of another weird experience about this because like whenever people see me or ask me like okay so what you do now or what you do? I don't really know what to tell them. I tell them I'm a real estate investor but like I how do you tell somebody that you make your living selling dirt and that people literally like keep sending you paychecks. Doesn't that feel weird? Mimi do you feel weird when people ask you oh what do you do now?

Mimi: They don't really believe it. They don't really get it.

Scott Todd: Yeah, like I'm a land investor. What? How does that work? You can cash flow this stuff? I mean is that not a weird conversation Mimi?

Mimi: Can I tell... I love this. When I first started my LLC with my bank I went in and I talked to with folks, got it all set up. I tried to get a \$15000 loan couldn't get any money to start my business. So now it's been a couple of years I go in there every week or every other week to either get a cashier's check or to put a cash sales to sign the deed over and I've been talking with the notaries and the bank manager.

The bank manager will come out now and find me when I walk in and he can't believe because I'll tell him oh you won't believe this. I bought this one for this much; I sold it for this one at the end of the day I double crossed. I'm getting the money before I'm even paying for it and he wants to become a Land Geek. The manager of my bank he's like you have to send me information because over the years I've sold him. He's like you know we have great rates on business loans. I'm like I don't need it, thanks though.

Scott Todd: Well, it's funny. Mimi I had that same conversation with my wife just today. I said you know what it's the weirdest thing like back in the day when I was starting off like I ran out of money. I bought all these land and I like ran out of money and went to the bank and I'm like hey look here's what I got. I like showed them everything that I have and I'm like can I get some loan from all these stuff to keep it rolling. They're like well you can do a home equity loan or whatever and I'm like no, no, no I want it on the business. I don't want to take it out of the equity of my house. They're no, no, no you can't do it.

Well like today like you said today I don't need the loan, I don't need the money and it's been the nuttiest thing because they're like you walk in and

every time I'm there they are like typically I'm like hey here's another deposit or I need to open up another company LLC or whatever and all these other stuff. They know me I walk in and they're like what can we do for you today? They always ask me like can we have the commercial banker call you? I'm like no I don't need your money and they're like what! Today like I went to go and I'm like buying something and they're like would you like to finance this and I'm like no not really and they're like why and I'm like why pay interest when I can pay cash. What's the problem and they're like well it's kind of cheap money and I'm like I don't need it, I'm good here just keep rolling and I'm telling my wife like I can't even fathom you don't understand. Like I see the world differently than they see it now and that's a really cool thing. So it's funny that you brought that up.

Mimi: Yeah, you're going to be meeting my bank manager at one of boot camps soon. Imagine that.

Scott Todd: Erik what do you tell people like what do you do?

Erik: Yeah. I don't like that question because I never know how to answer it. You know I mean you say you're a real estate investor and then they're thinking all right what you own some apartments or a single family home you're renting out or what is it. It just turns into like a longer conversation than a lot of times you want to have but when I do take the time to actually explain it people are always just kind of blown away by it and they're like that is really cool. Sounds exciting and often you know they want to know more about it. But yeah it's one of those questions I don't enjoy too much.

Scott Todd: It is. It sounds nutty because they don't understand it, they think it's weird. I don't know Bear Land maybe your neighbors they all get it but maybe not. What do you say?

Aaron: No, I kind of have that same feeling is there but usually when I get the question you know I tell them I'm a real estate investor. I buy and sell raw land it's kind of like flipping houses only with just land and then they give me that blank stare and that's about it. So it's like, "Hey it was nice to talk to you."

Scott Todd: [00:23:46] [indiscernible] it's like what? It's crazy. Scott what happens over there.

Scott Bossman: What happens over here? Same thing I try to keep it brief or I just work at home with some real estate investing and if they press the issue I tell them a little bit more about it. But it's funny that you will actually get it every once in a while. I saw an old coworker a few weeks ago who I

hadn't even worked with in about four or five years and I'll see her occasionally but she's like, "Where are you now? Where are you practicing?" And I said well I actually hang up the PET the work. I still work a couple of afternoons a week for an hour or two. She's like what! I said yeah I'm in real estate investing now. "What kind?" Well you're going to think it sounds funny but I buy and sell raw land. She's like what? She was completely off-guard because at that time when I knew here I don't think that she would conceive the possibility of me doing that.

Scott Todd: Yeah. I'm telling you like it's so crazy and then the thing is it's like people never even think about land. It's the nuttiest thing because it's right there in front of them. We walk on the earth; it's beneath our feet all the time. It's is like you ever heard like something so simple like you know the simplest things are the best things. You can't get any simpler than land its crazy. Tate when you meet someone and they're like hey what do you do what do you tell them? Like I am independently wealthy. I don't know.

Tate: Like I used to when I bought my house my neighbors were all really curious about me and I used to just tell them I'm in the import and export right and they looked at me like what does that mean? I was like you know shipping and they looked at me like this guy has lost it. Who just moved in next door? Now when people ask me my wife doesn't like it when I allude to the fact that I've got a shady career choice. So I just tell them I'm in real estate and people are always plying. It's like argh it's not exciting you wouldn't probably like it but it has to do with vacant land in the middle of the desert. And they look at me like all right next in line. Who can I talk to next?

I mean like even my in-laws I'm not sure they fully understand what I do you for work. I mean first of all they don't think I work and that's probably not earning me any brownie points but you know. I mean it's a funny question to ask because I do have a lot of friends that are very curious about what I'm doing and why I'm home and available to do anything they want to do at any given day or time of the week. They're definitely curious but it's a niche market and the competition is honestly nonexistent. Nobody's has ever met another land investor right. I mean before this had you ever spoken to anyone in your whole life Scott that was in raw land?

Scott Todd: No. It's the nuttiest thing man. It really is.

Tate: So when do you tell somebody? It's like the chances of you meeting like a rocket scientist are probably greater than meeting a land investor. So it just goes to show you how small the competition market is. I'm not worried about other people that's why we do these podcasts. Like the more

the merrier honestly but yeah it's a weird question when you get asked that but it's good to pull people's legs and make them think that you do what you do and they could never understand it because the reality is they have no idea that this marketplace even exists.

Scott Todd: You can always tell them that you created the iPad.

Tate: Yeah.

Scott Todd: You could.

Tate: Yeah, that's true.

Scott Todd: There was an Adam Sandler movie where that was the line, "I created the iPod."

Tate: "Oh really?" He's like, "Yeah, I created the iPod." And then everybody just kind of drops it. Like oh!

Scott Todd: Yeah, oh wow sounds great. Yeah, it's all good.

Tate: I do tell people like oh I'm on a weekly podcast. I tell people that.

Scott Todd: I'm on a weekly podcast like I don't know. We talk about [00:28:29] [indiscernible]

Mimi: They get that and there's a wow factor yes I'm a professional podcaster. They come into the house and they see the cool, funky lights, "Oh wow you are really are."

Tate: I had a friend come over and he like came into the garage Mahal and he saw my podcast mic and my computer and everything setup and he's like, "Woo, what's going on here?" And I was like oh you know I'm on a podcast every week and he was like, "Oh, oh, yeah yeah. So that's what you do. You're a podcaster." I'm like it's one of the many hats I wear.

Scott Todd: Well you know what, it's funny you bring that up because you know like I always joke I've got a TV studio here. Like I got high-end cameras, light, microphones, all these other stuff and especially at night when I'm doing Flight School and the lights are bright and its' all on. Sometimes I'll go outside and look up and you just see these big white softboxes up there because the blinds are open and I'm thinking like anybody walking by must think like man is that guy on like Fox News, CNN,

CBS. What network is that guy on? You know and I'm like, "Yeah you know don't worry about it. Don't worry about it we're on The Land Geek network.

Tate: They probably think you've got some sort of illegal grow operation up there.

Scott Todd: Oh yeah.

Mimi: Yeah, with those lights.

Tate: It's like glaring; it's like the second sun of the earth coming out of Scott's upstairs.

Scott Todd: Yeah, I have to take a picture one night and I'll put it out there. Maybe I can get it tonight. I'll put it out there and just [00:29:59] [indiscernible].

Erik: That's what you could do for the rest of the day.

Scott Todd: I could get that setup that's right.

Erik: Yeah, that could be your afternoon.

Scott Todd: Yeah, but I don't need anything because it's already setup.

Erik: Or you could plan for it.

Scott Todd: So this week Mimi has the tip of the week. Mimi what do you have?

Mimi: Okay, this is the coolest thing. So I bought a couple of properties lately and people go out on the weekends and I'm so excited to go and visit my property and they'll call me and they'll say I can't even imagine how you'd build on this slope. I'm like slope? Oh my goodness. So I can go look at the elevation.

But I found this it's called Topo View by the US Spatial Survey okay. So when you click on the link, bring your cursor down and click there somewhere I just used Costilla. It will show you all the maps that it's got from like 1880 up to like the present and if you click on the word show, I don't know if you can, it will put like the old map.

Like right now I've got a map from 1954 and you can move this transparency bar up and down or back and forth and you can see how it's

changed over time. Like Sanchez Reservoir is like six times as big as it used to be. There used to be a railway track through there. So I think it's the coolest thing and all you have to do to download the picture you can just press this JPEG arrow, KMZ, GeoTiff or PDF. It even tells you how big before you do it. So you just press that or you can of course you know click it where your property is and then do a screen grab you know but I think it's so cool.

Scott Todd: Wow that is really cool. All the way back to 1880 you know potentially all the way back to 1880.

Mimi: Yeah, it will show you the list of all the maps that it's got. So some of these street names I haven't been able to figure out and I got them out of here so it's a cool little spatial tool.

Scott Todd: Wow and look at that. I mean I went back and look in this one area I was looking at I went to 1954 and when you compare it to 2016 there are actually weird changes in the elevation too.

Mimi: It's funny.

Scott Todd: Like the elevation of the ground has changed too.

Mimi: Yeah, when you ride it back and forth. And it's got a lot of things listed in it that I didn't know were there. So always useful to learn about the area.

Scott Todd: Wow, that's' really cool Mimi.

Erik: I just bookmarked this. That's cool actually. That is really sweet.

Mimi: Oh you know you can always use it to enhance the pictures that you've got for the property since we don't get out there to actually see them.

Scott Todd: Which is another funny story.

Mimi: Yes, I completely agree. They're like you buying it and you've never seen it?

Scott Todd: All right, well I thought this was a good Round Table, glad for you guys could make it, glad for you guys that you listened to it. Hope you found it entertaining. Please leave us a review, rate it, subscribe, share it with a friend, and get the word out. Look we cannot keep continuing to get

the good talent that's on this call without your love. So let us know, hit us up, review we read them. We don't even talk about that but we do read them. You know put it out there, let us know how we're doing and tell us how we can get better and listen to the next one. All right guys, are you ready to do this? One, two, three.

All: Let freedom ring.

Scott Todd: Peace. Aaron actually did it.

Aaron: No.

Scott Todd: Oh you didn't? I thought I heard you.

Aaron: No.

Scott Todd: Oh well, that's how it's always been. I think we were trying to go slow for you.

Aaron: Oh sorry.

Scott Todd: All right, so what are you guys doing for the rest of the day?

[silence]

Scott Todd: Nothing that's it.

Scott Bossman: I'm going to mow the lawn.

Aaron: Revamping our website.

Scott Todd: All right, really fast. Tate are you done or still working today?

Tate: I'm done and I'm going to go get some froyo.

Scott Todd: All right. So for you it's lunchtime froyo. Bossman what are you doing?

Scott Bossman: Mowing the lawn right now at 2:45 in the afternoon which none of my neighbors can do and then I have two baseball games tonight for my boys.

Scott Todd: Well, it's 3:43 here I was getting ready to go like go see the mess the pool guy has made when they mowed the lawn and threw all the

debris into the pool but I'm draining. So I might get a little bit. Bear Land what are you doing, working on your website?

Aaron: Working on the website. I'm going to go run first I think then I'll probably help my son with some stuff at his work to get him setup for the next week.

Scott Todd: Are you taking the WordPress class on [InvestorNinjas.com](https://www.investorninjas.com)?

Aaron: I just finished it.

Scott Todd: And?

Aaron: It was excellent.

Scott Todd: Excellent.

Aaron: Yeah, I've got to say it because WordPress you know updated to this Gutenberg and I've been kind of procrastinating on fixing some website issues because I thought well it's something else I have to learn. You know it's going to take time and then this class showed up on the Investor Ninjas site and I'm like that's perfect. I went through it and now I've got a great understanding of all things I need to do. It was perfect.

Scott Todd: You know what's really cool about that, is that they're going to keep it updated. So any changes they take care of it. That's cool right? You're always going to go back and get the most latest update. All right, Mimi you're going to go pick some flowers, some weeds or what are you doing?

Mimi: Do we have a coaches' call? I think we have a coaches' call. I've got to finish an offer on a 10 property deal. I've got to set up the payment for my sale from this weekend and then I'm done.

Scott Todd: Nice. Erik what you got?

Erik: I'm going to review some applicants on UpWork and that's about it.

Scott Todd: That's fun. Me we're going to punch out now. So I appreciate you guys joining in and we'll see everybody next week.

[End of Transcript]