



# THE LANDGEEK

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

**Mark & Scott talk with Austin Krajicek**

### **Transcript**

**Mark:** Hey it's Mark Podolsky, the Land Geek with your favorite nichey real estate website [TheLandGeek.com](http://TheLandGeek.com) and I'm really excited for today's podcast because oftentimes people always say their favorite podcasts are the ones with our current or past coaching clients and today we have a current coaching client with a special twist. But before we talk to our guest I'd be remiss if I didn't properly introduce my cohost Scott Todd from [ScottTodd.net](http://ScottTodd.net), [LandModo.com](http://LandModo.com). Most importantly if you are not automating your Craigslist and your Facebook postings [PostingDomination.com/TheLandGeek](http://PostingDomination.com/TheLandGeek). Scott Todd how are you?

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

**Mark:** I'm great. Just a little reminder today's podcast is sponsored by Flight School and not just Fight School; Flight School Live. Wouldn't it be great to take 16 weeks of Fight School and compress it to a get-it-done three day weekend? To learn more go to [TheLandGeek.com/Training](http://TheLandGeek.com/Training) Scott Todd will be there as your head Sherpa, Tate will be there and as it grows the other coaches. So today's guest is Austin Krajicek. Now I'm going to put on my anchorman voice for a second. Austin is a big deal: a professional tennis

player. In fact Austin I don't think I can do you justice. So, kind of give us a little bit of your bio.

**Austin:** Sure yeah. Thanks for having me here Mark I'm excited about it. Yeah, I play tennis fulltime. I went to college at Texas A&M University and I played four years there and I've been on the tour now for it's coming up on eight years now. So I've been travelling around the world fulltime and at 39 in the world right now in doubles. So I play some of the bigger tournaments and basically live out of a suitcase. So a lot of times it sounds a little better than it actually is but it is pretty cool we get to do something we love, play our sport and travel around the world. So it's really exciting for sure.

**Mark:** I mean that's really, really cool.

**Austin:** Yes.

**Mark:** We have a few professional athletes in Land Geek and in fact I'd like to have like a Roundtable with the professional athletes. But being 39th in the world Austin you are the most celebrated of our professional athletes. So, which begs the question why Land Geek? How did you find us?

**Austin:** You know it's kind of funny. Like I said I travel around quite a bit so we play all the grand slams and all over the world but you know obviously with tennis you have a good bit of free time as I would imagine with any other professional sport there is only so much time that you can build up your body and training and so forth. So we find ourselves especially on long airplane rides kind of sitting there and thinking. So a couple years ago actually I was playing a tournament in China and a small town for China for their standards just a couple of million people. So it was in Anning, actually, and between practices I was kind of sitting there and kind of realized how much time we wasted it just kind of hit me and I saw something [00:03:40] [indiscernible]. Obviously Netflix is the big thing for us we were there watching shows and so forth. So I just realized how much time I was wasting and could have been using it in a better way.

So I just started looking at the podcast app and found a few different podcasts and started following that and had a couple books in my bag that I hadn't picked up in a while. So I read those and they kind of put me on an engine over the next six months I read over a hundred books and started really getting into the financial side of things just really interested me and I got Audible and things like that. So two times speed helped me get through that many things. In podcast I mean I was into well over 50 different podcasts which is a job in itself just to keep up with everything and yeah

sort of really interested in building wealth and passive income in real estate's, but also stock market and following different things like that.

So I kind of went down that path and then came across one where you were actually being interviewed The Land Geek himself and really thought it was interesting that you could build passive wealth with a vehicle like land and not have to worry about the tenants and property management and so forth and that was probably six to eight months into all of that kind of research and we had actually bought... My dad and I had bought a rental property in about four months into that and I loved the idea of passive income in real estate. So we had some difficulties up front with the tenants and property management and I was like man this is really a pain to deal with when I'm traveling with the paperwork and that property we were able to purchase with cash so it wasn't so much the bank mortgage problem but it was all the paperwork upfront and so forth. So I was like this would be a little bit simpler maybe and so I started following your podcast, listened all the episodes and really enjoyed your book, as well. By the way *Dirt Rich* was great.

**Mark:** Thank you.

**Austin:** Yeah, it was awesome but anyways I started going down that path and ended up talking to Mike Zaino and Scott Bossman about Flight School and went through with Scott just last August. I really enjoyed that and there was the land map and you know all the like he says the recipe is there it's just following it and executing.

**Mark:** Let's pull the curtain back on Flight School because a lot of the listeners like they hear about Flight School but they don't really know what is that experience like because I don't really go on a lot of the calls. I'll watch some of their recordings but I'm kind of scared of Scott and the mini bat. What was is like your impression of Scott and Flight School and how it was laid out and what did you like most about it and [00:06:22] [indiscernible] accelerate you to the next level.

**Austin:** It was great. I mean it really got me going. I feel like I was... I had done the *ToolKit* originally and all the information is there, but like you guys say it really helps to have someone there with the mini bat and pushing you to make the action. I wouldn't say I was intimidated by Scott. I think it was awesome to be there and that wealth of knowledge that he has. Obviously he is extremely successful and if you're going to do something the best way to do it to learn from someone who is basically a master at it or one of the best in the world.

So I thought it was an honor to be in those classes and you know my time schedule obviously with traveling in the time zones it was so difficult. I wasn't able to make every single session live but that's what's so great about Flight School is the recordings and the community and I was able to get all my questions answered and just working it in real time and start mailing. There is no question in that module obviously you're going to mail that day so that was huge; that I just took the action and did it. Whether it was I did it perfectly or not it was just it was action.

So that just got me going and then I was able to buy property from that not too long down the road and then get my first sale within just a couple of months. So I did some things not perfectly upfront, which I'm sure is to be expected but I really think that helped trying to just get into the game and figure out as you go and I think that's the best way to do it and that really got me going and now you know I was able to sell a few properties into last year. And still I saw the value in that so then I wanted to get into coaching and I had a few calls with Tate originally when I first started Flight School. So that I think we had a good connection there and he's just as successful and I think he's a great role model as well. So we connected on some of the athletic sides. I know he did cycling for a while which is really cool. So I think he's a great mentor and trying to take advantage of as much as I can soak up from him as well and just grow my business.

**Mark:** Yeah, and to have the Scott Todd jump in here. Scott I don't know if you knew about Austin's background before he went into Flight School but I could imagine that here's a guy number 39 in the world you know he's got world-class tennis coaches helping him and now like you're stepping up for land investing.

**Scott:** Listen I did not know. I did not know who Austin was at all, like I did not know. Look I'm floored right now. Honestly, like I'm like doing like a Google search on Austin right now because I didn't know any of that and it's really kind of cool for me because you know that's really what Flight School is about. It's about helping people who want to transform their lives to create a passive income or to do whatever they want to do and Austin is right. Like it's really about taking action and it's about getting it done and building that foundation and I'm looking at Austin's Wikipedia page right now I'm like wow he was born in the same city as I am that's pretty cool to know.

**Austin:** Yes, exactly and I grew up in Florida and went to college at Texas A&M but that was a great experience going through Flight School and coaching and it was one of my big... obviously traveling so much I feel like I'm away from home and you always talk about having the freedom to do

what you want to do and that's one thing that I want down the road when I do settle down and have a family and so forth is to be able to not be forced to travel all the time and be away from and have the option to do it from wherever I like and yeah it's been great. The land business I think it's a great avenue for that and I still got a long way to go and so many things I can do better but that said with sports in general it's always a work in progress and there's always room to improve. So I feel like that strategy you just get better is what keeps me moving.

**Mark:** Yeah, I mean. You know, coming from a professional athlete's mentality. I mean to be world-class in anything is really, really hard. So, kind of like what is that mentality like? You know I played tennis. I took tennis lessons but I never became great. I was probably below average to average right. Like I really enjoyed it and I played a tournament, I got killed I'm like let's keep playing basketball. So what is that difference?

**Austin:** Sure yeah. I mean it's the small things I think that make the difference unlike most professional sports, but tennis is kind of unique because it's one of the few sports where every week, except maybe a couple of weeks a year, you're going to lose. So unless you're Roger Fetter or Novak Djokovic nowadays who win in a lot of tournaments. Even if you have a great year there's only maybe two or three weeks year where you're going to win the tournament and, which means that you're dealing with losing or failure quite a bit. And tennis is really tough in that regard because you can have one of the best terms of your career and make the finals but you're still going to lose a match and dealing with that I think is really what separates maybe not so much a beginner but the good players from the great players and guys that are successful and win slams and keep getting better and have long term careers is dealing with losses and being able to look at it as a learning experience and try to take even those really difficult for sure and I still struggle with that. But taking what you can out of it and trying to learn and improve. So I mean it's always constantly trying to get better and just make yourself the best player you can be.

So obviously you're competing, you're out there by yourself or with your doubles partner and that's it. I mean you don't have a team around you, there's no coaching. So I mean it's kind of a different unique feel to tennis, it's an individual sport besides your doubles partner. So it's just you versus them and it's kind of just mano a mano. So it's a different mentality and I think you know it's really unique and cool. That's what I love about it is you have to figure it out there and on the road, by yourself, you're trying to make things as familiar as possible or you're in a different part of the world, a different time zone, obviously different types of food, different hotels, different beds. Everything is different. So anything that you can control you

try to make as simple as possible and take care of what you can control and kind of let go of the other things. So it's a challenge every week. But that's what makes it fun and I think like every other sport I think the mental side of it is probably the most important aspect for sure.

**Scott:** So Austin like what is the best way to deal with kind of like a fear or the failure that you talked about, right? Because letting go of it very quickly is important, right?

**Austin:** Yeah.

**Scott:** Like letting go of failure is extremely important and I think a lot of times what people do is they have a failure and then they hold onto it and then they become fearful of doing it again. You know like you know, "Oh man I better not do this again because last time I did that it failed." But it could have just been a one-off thing. It could have just been the timing. What do you do? Like on the tennis court, what do you do? What is your mental process to say, "I've got to let that go?"

**Austin:** Yeah. I mean that's a challenge for sure I think. You know just playing tennis for so long since I was five years old you experience it so much that it just kind of becomes a challenge where you try to improve. I mean you deal with it every single week. So mentally I think it's just a toughness thing. I mean for whatever reason I've always been really driven to be the best tennis player in the world. So I just try to push through every week and it's just not necessarily ... I mean you have to have big goals but I feel like just taking it step by step.

So I think you know *12 Week Year* which is a book that you guys recommend is an awesome book. Kind of breaking goals down into manageable pieces has been huge. I mean obviously you want to be number one but you can't do that in one day. You can only tackle what's in front of you and take it step by step. You know whether that's the point in front of you or the next meal making that the best meal you can make it. Making the next workout the most beneficial it can be and just kind of breaking it down into really small pieces has always helped me kind of push past that.

But at the same time you've still got that bigger goal there, that's giving you direction you know? Then the steps along the way make it doable. You need to celebrate your little victories for sure otherwise it gets pretty difficult. It's a long path for anything building your business and land or becoming a successful tennis player or football player whatever it may be. But the failure is one of the more difficult parts for sure. But yes just taking the next step you know and just getting up and no matter what pushing forward and

trying to just get better every day. You know it's just the little things like that that keep you going.

**Scott:** Hey Mark, I was going to say just follow up on one thing and one of the things that Austin mentioned I think it's cool as you know you have that big picture that big goal of what you want to achieve. You may not know how to get to that big picture, right? You know like at any point in time how do you say I'm going to become a professional tennis player, right, or whatever your goal is? It's not like you know all of the steps to do there but you keep showing up and it's step by step by step. I think that this is one of the cool things even about coaching students or coaching with the Land Geek is the fact that the very first thing that someone's going to do when they enter into coaching besides Flight School is they're going to get that strategy call where you go and you build that big picture and then you reverse engineer back to the small steps that Austin was just talking about.

**Mark:** Yeah. I mean Austin do you see a lot of parallels between the land business and being a professional tennis player as far as the breaking it down, doing those steps, you've got those five big buckets of land investing, being consistent with the mailings and marketing?

**Austin:** Absolutely. Yeah, I think it's you know obviously it's two completely different things but it is very similar. You know I mean there's always going to be some uncertainty there with everything. You don't know how it's going to work out but if you can chunk it down in smaller pieces and just kind of believe or have faith in something that it's going to work out if you put in the work. I mean tennis is a very delayed gratification sport which I think you know similar to land business you put in all the work, you do all that the little things with building list mailing every day. You might not hear back for a while, you're marketing all the time and you think no one's seeing ads or you're not getting any leads and then all of a sudden you might get... You know that's kind of how my sales have been it's kind of strange how it works out like that it kind of bunches into twos or threes at a time. But you might not get anything for three weeks or a month and then all of a sudden you get three sales.

In tennis, you might have an off season or a training block where it's two-three weeks where you work really, really hard. You know whether you're trying to work on a new part of your game or nutrition or get your weight down a little bit. Then you might go to the next three months and not have very many good results. But then all of a sudden you win a big tournament you know that makes it all worth it. It's a weird sport too because everyone is always analyzed, everyone is a little bit too emotional sometimes in each little thing. You know every time you lose a match you know you get kind of

upset and say oh you know he's not playing great or whatever it may be. If you have a couple bad tournaments in a row then you play one good tournament everyone's like, "Oh Austin's been playing great." It's like well I've had a pretty difficult three months here.

It's always delayed gratification I think sports in general but especially tennis because there are so many tournaments and you know it's tough to have that long condition but you have to be able to look you know six months or a year down the road and say you know if I keep doing the little things every day it's going to pay off. You have to have that belief and like you said you have to be a little bit crazy to play sports full time and travel around. But you have to have that unwavering faith that it's going to work out I mean if you do the little things, right? Everything else is out of your control but just doing the things every day is what counts.

**Mark:** Yeah, yeah absolutely. So now that you're in coaching how does that differ from Flight School and what's been your favorite deal so far?

**Austin:** You know it is a little bit different. It's great, I mean the one on one aspect of having someone holding you accountable and you really feel like you're working together to make your business better. I think you can't really put a price on that, it's awesome. So I've really enjoyed working with Tate and having the access to all the other coaches too. I mean I had a talk with Mimi the other day about Facebook and you know a few small issues I've had. So fixing those things has been great. I think it's it really narrows down in your business and you find the pain points and the weaknesses you have and improve on it, you know? At the end of the day, it just comes down to work. So I feel like I've been able to really identify what I'm not doing well which is still quite a few things and you know find a way to make that better and then grow.

So you know I would say one of my favorite deals was on my way to Australia this year in December. I had purchased a property wholesale the day before I left from another actually Flight School student who we kind of became friends and we were talking and then I bought a property wholesale from him. The next day I was flying down to Australia. So I was in a lounge in LA waiting for the flight and I had about an hour. So I was eating quick and I was on my computer and I was like I will do a Facebook real quick see if I can get some interest on this property. Threw it up and then like five minutes someone had responded.

So at this time, I had eaten so I had probably like 20 minutes to run to the gate. So I was talking back and forth a few times and she seemed very interested. So I sent her the link for the Geek Pay down payment and doc



fee and I had sent out my Deal of the Week as well the day before that. So I sent a couple of messages at the last second, shut my computer, ran to the gate. I was one of the last people on the plane because I was trying to get a few more messages out. So it took off the 15 and a half hour flight to Melbourne which is you know a grind obviously, landed and when I turned on my phone I had two down payments. So she had made a down payment and then also one of the guys from the Deal of the Week had purchased a property. So it's pretty cool that I was on the plane headed down to Australia and made two sales. So that was kind of a cool one. You know I'm sleeping on the plane and [indiscernible] [00:21:38] I'm trying to make the time go fast and was making money while flying. So I was excited about that. You know it was pretty cool.

**Mark:** Nice what was the ROI on those deals?

**Austin:** Yeah.

**Mark:** Do you remember the ROI?

**Austin:** What's that? Sorry.

**Mark:** Do you remember the return on investment on those?

**Austin:** Sorry, I broke up there a little bit.

**Mark:** Scott can you hear me?

**Scott:** Yeah I got you. Austin, do you remember what the return was?

**Austin:** I'm sorry. I lost you for a second, guys.

**Scott:** I think Austin is having some problems.

**Mark:** We are having some internet issues. This is what happens when you're you know a famous tennis star.

**Austin:** There we go. It's back now.

**Mark:** Internet is always a little ... You are never home.

**Austin:** It was good last week and then next time I come home it's not working so go figure.

**Mark:** Yeah. Just the return on investment on those deals, do you remember?

**Austin:** Yeah. That property I purchased for 1600 and was able to sell it for just over 5000, a hundred a month. So yeah it's was a good one and it was a terms deal obviously. The other one I sold that for 150 a month and purchased it at 2200. So that was good as well. But the sale price on that one was just over 7000. So not too bad. I'm still trying to figure out all the, you know, keep tracking. I'm taking Scott's accounting class now which has been a great as I do that. So I'm trying to get all the systems in place. I've still got ways to go to make it efficient as possible but I'm getting there. So it's just one day at a time.

**Mark:** Yeah I mean it's a slow drip. You know it starts off as you know grocery money and then you know you've got it up to, you know, I don't know like for your passive income probably vacation money or?

**Austin:** Yeah it's just over 600 a month. I've had just recently a default that was my first going through that process which was actually not that difficult. But yes I dropped it just down to about that level. But I was getting pretty close to a thousand there. So I've got my goals with Tate should take it in and hopefully I can keep that going and I definitely want to get it done. You know push as far as I can make so make myself a little uncomfortable with this for sure.

**Mark:** Yeah, absolutely. So what does your dad think of all this?

**Austin:** They didn't play tennis but my dad played college basketball. They are both athletes. My mom actually water ski professionally Scott down in Florida. She was one of the best solo skiers in the world for a while. So they both were very athletic. But they're still living in Florida actually in Lakeland still working and so forth. But yeah they try to come to some tournaments when they can. They'll probably come to Miami here in a couple of weeks that tournament down there. You know they try to make US open every year in New York. I think they're actually going to make it over to Wimbledon this year. So make it to London for the first time which will be really cool, but yeah they are supportive.

You know my dad liked the real estate thing quite a bit so I think you know I wanted to see if I can get this kind of going my business and I'm sure he will be right there to maybe get in as well. So I'm really hoping to make Bootcamp here. I mean obviously, my schedule is insane, but I'd love to make to Bootcamp this year to try to get into the VIP room which I've heard is really a treat. So hopefully you can make it with me that would be great.

**Mark:** Yeah, yeah for sure. Yeah because I'd imagine you know if your dad's background of just buying you know conventional real estate he's like, "Austin raw land?" And like just kind of skeptical.

**Austin:** Sure.

**Mark:** So was he skeptical? Were you skeptical in the beginning?

**Austin:** Yeah. I mean I think you always have to have some sort of healthy skepticism. But you know doing the research and so forth I was a little bit fed up with some property management issues and tenant issues as well with the property that we did buy. So you know I think that was a breath of fresh air that we didn't have to deal with that anymore. Obviously, there's you know things you have to do in every industry.

But I think the idea of passive income with real estate is awesome and the way that you guys can turn the land business into that is some phenomenal. So yeah I knew now I'm all in and love the process. Like you say sometimes you have to embrace the suck and some little things that go wrong here and there but that's like everything, you know, you're building your business and that's all part of the process. So it's been a fun ride so far and I know I've got a long way to go. But you know the good thing is I've got the support system you guys have set up and working with Tate. You've got my back so I'm excited about that and I'll keep trying to go.

**Mark:** Yeah, yeah. You know shamelessly we're going to get to that Land Geek patch [00:26:49] [indiscernible] will be like, "What's this all about?" So we are going to be sponsoring him.

**Scott:** He's going to have a Land Geek shirt out there and everyone is like, "What the heck man?" Mark is going to be yelling at his kids, "I told you this was the big thing."

**Mark:** That's right, exactly. Then my kids will be interested. You know they're going to get like an Austin poster in their room.

**Austin:** For sure.

**Mark:** You know an Austin frat head. It's going to be about Austin now. So it will be kind of cool. But you know Scott what's your takeaway from Austin's journey? Because you know for me it's I think when you apply that mindset that he has toward our land business it's just inevitable that he's going to be

Uber successful. Now given his time constraints and his traveling constraints it might take a little longer but it's just inevitable. Do you see it that way?

**Scott:** Yeah. Mark there's there is one thing that he said that I think is the key takeaway for anybody and I actually wrote it down and I wrote down a few things. But one thing I took away from it was that he said that tennis was all about delayed gratification that's the one thing so is this business honestly. He's the one that said that, okay. So the reality is that you know people want to push success fast right? Like people want instant success. Even though they say they don't like literally I had a laugh because I saw someone on I think it was on the Facebook group. They said, "I've mailed out three days' worth of mailings 20 a day for the last three days I'm surprised no one's called me yet." I'm like, "No." Even through Flight School, I see the same thing. People are like ... You know some people start to get some accepted offers back and then other people don't and then that self-doubt starts to creep in as opposed to saying kind of cool that's cool. But it's that four to six weeks' time frame that we talk about to get to accepted offer back.

I think that when you realize like man, I'm just building a house one brick at a time and I'm going to build this house and it's going to be a solid foundation. Time horizons are garbage, man. They are self-imposed deadlines that we put on ourselves. Maybe it's because we can't stand our jobs or whatever it is. But if you look at this from a very long term perspective and play the long game and you just do what I would say like Mimi Schmidt did. Mimi just slowly chiseled away at it, right? She didn't have to be the fastest. She didn't care about being the fastest and really it's not a race. It's really about I'm just going to keep chiseling away on this thing and one day it's like you said Mark is going to build up. It's grocery money, it's car payment money, it's vacation money, it's house payment money, it's serious money but it takes time.

**Mark:** Yeah absolutely and hopefully I mean it sounds like Austin you're enjoying the journey.

**Austin:** Absolutely yeah, absolutely. It's been fun and I really enjoy doing it every day the little day things. I try to binge some of my days to make it a little bit easier to remember no matter where I'm at. You know like I said we do have some free time on the road there so as long I can get internet to work you know it's great. I can do my mailings and do all the marketing stuff and reach out to the buyers' list and I really enjoy keeping up with it. There are ups and downs like everything but it's been a great process so far.

**Mark:** All right. Well for those newbies listening, what words of wisdom do you have for them?

**Austin:** Sure. I mean like Scott said I think delayed gratification is massive. You know one thing I do recommend, you know reading so much like I did I've spent obviously a lot of time on all these books. I think Blinkist has actually been a huge help for me recently. I'm not sure if you're familiar with them but they kind of do like 15 to 20-minute summaries of key points of books and that really helped me get through. You know my reading list has grown substantially recently especially listening to many podcasts you get books here and there and you're always writing them down on my notepad to make sure I come back it. But Blinkist is a great way to kind of narrow them down and see what book really relates to you and then from there if you want to go more in-depth with it you can. But it's a great way to kind of just really amplify the amount of books you can cover and things that you can apply to your life. So I think that's been huge for me. I've been able to really get into you know a bunch of books in the last just couple of weeks with Blinkist.

**Mark:** Do you have a favorite book right now?

**Austin:** You know I did really enjoy *Dirt Rich*. I've read that several times. One of the things I do like to do is go over books multiple times as well. But you know *Rich Dad Poor Dad* was one of the first ones. I know everyone always says that but just developing that mindset. I think that one was a big one for me at the beginning and just kind of getting that mindset of making your money work for you rather than working for money all the time. So that's always one of my favorites. I usually go back to that one now a few times a year for sure

**Mark:** All right, I love it. So Scott Todd what's your tip of the week? Austin gave three so no pressure.

**Scott:** Look I'm going to do something I don't normally do and that is this. I'm going to give two. But number one is kind of like a no brainer. Number one is, look wherever you are on your journey, wherever it is, you seriously if you want to build passive income you need to learn about Flight School. I'm saying that not to be self-serving but I'm saying it because I truly, truly believe it. Mark tonight actually we are starting our 26th class of Flight School, okay. There are literally hundreds I think there's 400 people that have gone through Flight School. These are lives that have been changed, okay.

It may not be instant like you may not get done with Flight School ... I can guarantee you you're not going to get done with Flight School and have your income replaced unless your income is very low. That's not going to be the case. The reality is that you're going to have the foundation that you can build a lifelong quest to build a passive income. You can chisel away at this thing and day by day by day just keep beating away at it and build that passive income. If you're looking for the ultimate job killer it's passive income. That's it. That is the ultimate job killer. So do yourself a favor, learn about Flight School and take some action. Change your life.

The other thing Mark I love this thing. I think that everybody should go do this. Mark you know, you know for a fact I hate phone cases. I hate them. I despise them. I can't stand them. I walk around with a phone like my super slim phone. My iPhone XS it's super thin, it's beautiful and then you go put a case on it is big and bulky. Mark riles me like, "No case on that thing man?" Then I drop it in and it cracks and I'm like, "Aaaaaah." Then I go get a new screen put on it. Then the last one I had the iPhone X it was cracked because I dropped it and instead of going to have it fixed right away I waited and then I dropped it in the water which the iPhone is waterproof really, it's water resistant, but whatever and it doesn't work if the phone is cracked. So there goes the whole phone I get a lot of crap for it. Mark, I'm walking through a kiosk on Sunday and I come to this kiosk it's called the Zagg, Z-A-G-G. It's the Zagg screen protector.

**Mark:** Oh yeah, I know Zagg.

**Scott:** So they have a kiosk in this mall I was at and they have this thing called the 360 Wrap. It's a screen protector on the front, a screen protector on the back, with a bumper a bumper around it and it's so thin it's so lightweight. I'm in love with this thing. If you hate phone cases go check out ZAGG. It's called the 360.

**Mark:** All right cool, very cool. Well, my tip of the week is follow Austin's career. If you can, you know, go to New York, support him at the US Open. Go to London support him in Wimbledon. Heck, he was just in Acapulco. It's a nice vacation and support him all over the world. However, if you don't have the wherewithal to do that support him in his land business. Follow him on [LandModo.com/Austin](http://LandModo.com/Austin) and you can see a professional tennis player concurrently working on the land business at the same time. No excuses everybody. No excuses. If Austin can do it with his grueling schedule you can do it too. So Austin Krajicek are we good?

**Austin:** Yep, we are great.

**Mark:** Thank you. Thank you so much for taking time out to share your journey with everyone. If you are listening it really helps us out please subscribe, please rate, please review the podcast. Send us a screenshot of that review to Support@TheLandGeek.com. We're going to send you for free the \$97 Passive Income Launch Kit course. It really helps us. Scott Todd, are we good?

**Scott:** We are good, Mark.

**Mark:** All right. Well, again I want to thank everybody. Are we going to do it?

**Scott:** We have to. Ready?

**Mark:** We have to.

Scott and **Mark:** One, two, three, let freedom ring.

**Mark:** Austin is like, "Man did you guys just do that?"

**Austin:** That was good.

**Scott:** Austin sat out, geez.

**Austin:** That was a good one. I wanted to jump in but I thought I'd let the professionals handle that.

**Mark:** I don't blame him.

**Scott:** I'm set too, Mark.

**Mark:** He's like, "In my business that's called a footfall."

**Austin:** There you go.

**Mark:** All right. Well, thanks everybody and we'll see everyone next week.

*[End of Transcript]*