



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

Today's Guest: [Dan Candell](#)

Transcript

Mark: Hey, it's Mark Podolsky the Land Geek with your favorite nichey real estate website www.TheLandGeek.com and I am super pumped for today's guest for a number of reasons. But before we talk to our guest I'd be remiss if I didn't properly introduce my co-host Six Sigma, you know him and you love him, Six Sigma, Scott Todd from ScottTodd.net, LandModo.com and most importantly if you're not automating your Craigslist and your Facebook postings PostingDomination.com/TheLandGeek. Scott Todd, are you ready?

Scott: Mark, you don't know how excited I am right now to be talking to our guest because well, I got some things we've got to talk about.

Mark: Well, I do too. So it's going to be like a battle to ask Dan Candell questions.

Scott: This is the one podcast... no, I shouldn't say that. There are so many but this one I'm literally trying to figure out how I can record it at the same time as you because I know this one is going to be great.

Mark: I'll give you the recording Scott, don't worry about it.

Scott: I expect it. I would like nothing less.

Mark: I will share, Dan Candell. If you don't know who Dan is he's a world-renowned expert on high-performance and helping people break free from anxiety on all levels. Dan Candell, I'll be honest with you I'm an anxious guy. He is an international speaker, coach, and also board-certified Hypnotist and certified instructor through the National Guild of Hypnotists as well as a columnist for the Journal of Hypnotism. He teach people how to positively reprogram their subconscious minds to overcome the obstacles, achieve their full potential and get more of what they want in their personal and professional lives. Dan Candell, how are you?

Dan: Hey. I've got to live up to that introduction now.

Mark: Yeah, I mean, you know Scott are always talking about you know 90% of the obstacles that our clients face is mental.

Dan: Oh, absolutely.

Mark: And it's hard on us, it's hard on them because we have these sorts of tapes in our heads about maybe money or asking people for money. Because like when you're business or the marketing am I being too pushy whatever it is there's something to get in your way and it's really, really kind of a hard thing to embrace the suck. So Dan, how do you help people do this?

Dan: You know, after working with I would say thousands of entrepreneurs and business owners and sales professionals like anxiety and confidence it's self-doubt people lack confidence or are afraid of those no's. So, I actually teach people how to reprogram their subconscious mind so that way instead of dreading making those calls they now look forward to them, they like them, they embrace them and I also teach people how to get into other people's minds almost like mind hacking of sorts through the powers of hypnotic persuasion and influence.

So first and foremost I am a hypnotist and that's one of the techniques that I use, but it really... I would say hypnosis first and foremost it's about 50% effective with people. So I had to find other ways to make it more effective because I'm not happy unless I get like 93-94% success with my clients and with the people that I coach. So I'm sure you guys have had coaches on before and people always ask what's the difference between you and that coach well, right?

Mark: Right.

Dan: And I'm not knocking coaches at all. I would consider myself a coach but I don't like to call myself that. Essentially, it is where a coach will give you strategies, I'll give you strategies but also I'm going to teach you how to reprogram your mind. It's like getting into a computer, typing the right code in and then getting the results for the code that you typed in.

Mark: All right. Well, I know Scott has some questions because he was telling me about this act that he and his wife went to. It was Vegas, right?

Scott: It was in Vegas, yeah.

Mark: It was Vegas and it was the craziest thing Dan and I was very skeptical. So let's just talk a little bit about hypnotism and skepticism about it and how it even works. But Scott, tell your story, it's crazy.

Scott: I went to Vegas, to one of the shows right and Anthony Cools.

Dan: Yes, I know him.

Scott: And I was absolutely convinced... now I didn't go on stage but after watching it and I was doubtful and I was skeptical. Like he can't really hypnotize people or whatever and he did a great job of basically saying look, "I'm not going to be able to hypnotize everybody." Kind of exactly what you just said, right? He didn't say the 50% stats but he basically said there are some people that it's just not going to work and I will know it's not working on you and I'll ask you to leave the stage. And sure enough he's going through his show and he would say, "You've got to go." Because he could tell based on their response, based on their reaction but after watching that show I walked out of that theater one dying laughing, but two more convinced than ever that you can hypnotize people and then it can change because I watched people do things like you would not even believe that they did and there's no way that they would have done it had they not been hypnotized, right?

Dan: Right.

Scott: So, I kind of walked away from there with a new appreciation of kind of like being hypnotized or the fact that it can change lives. I mean, my wife always talks about one of her relatives that like literally stopped smoking because he went through hypnotism and boom all over sudden he stopped smoking. So, I think it's a pretty cool experience.

Dan: It is and you know being able to make some orgasm on command is a pretty good convincer right there. Yeah, I know that's the type of show you're talking about.

Scott: Yeah.

Dan: So I also do the comedy shows and I do like niche X-rated shows. I have to be careful because I also do a lot of corporate work so I can't mix the X-rated stuff with the corporate work that do that just wouldn't apply, that would be a HR nightmare. But then, I also do the clean shows and actually this past weekend I just did five hypnosis shows because we're at the time where we're recording this I'm in the middle of high school graduation and college orientation season. So I'm doing show at 1:00 in the morning, 3:00 in the morning, 5:00 in the morning because all the kids who graduate from high school they lock them into a facility so they don't go out drinking, drugging, sexing they wait till after to do that. And then they will have all these events like inflatable, the moonwalks, laser tag. They'll usually bring them to a place that has a pool, they'll go swimming and then they'll have the hypnosis show and it's a safe, clean, fun way of entertaining.

But Scott and Mark, it's also a way for me to showcase the positive side of hypnosis as well because at the end of every one of my shows I do what's called the two minutes of transformation exercise. So I take the people that are up on stage, usually I like about 20 people on stage and as a thank you I help program their mind to rewire themselves so they're less stressed, less anxious, they're more confident, more motivated and for students I give them a photographic memory, and when that happens, I'll give him a photographic memory for about three weeks you'll hear all the other students go like, I should have volunteered because it's like legal cheating.

Mark: But Dan, I'm skeptical. First of all, if hypnotism is so powerful why aren't we doing this with our children at a young age you know reprogramming their mind?

Dan: Exactly.

Mark: Everyone's going to therapy and spending thousands and thousands of dollars. Why not just go to hypnotists, reprogram the mind, get rid of mommy issues and sky is the limit?

Dan: Because people don't realize the power that they themselves have. They don't realize that they can make changes quickly because of what we are told and what we're taught mainly from therapist and again I'm not knocking therapy, I'm not knocking psychology, there's a time and a place

for that. Some of my best friends are licensed therapists and they will also share with you. I have some clients that I've been seeing for 10 years and they still have the same problem. So many of my referrals come from doctors and therapists and they give me four sessions to change a person. And what my ideal is you give me one hour and I can totally change your perspective on something that has happened because I've worked on murder investigations, I've worked on rape cases, I've worked with rape and trauma victims, I have helped people with memory recall to recollect if they were witnesses to a murder or to a crime. So I've worked on some heavy stuff. I've worked with murderers when they got out of prison because they have anxiety about being integrated back into real life.

Now that's not what I... that's it. I don't really do much of that any more but that's not really my ideal. That's kind of what life breeds to why I came today and people say I'm skeptical because hypnosis does have this connotation of that that guy had to have paid all of those people to pretend like they were doing whatever they were doing, but now hypnosis is widely used in medical cases and you see it it's now being investigated and researched by Harvard, by Yale they're having studies, Oxford University are doing studies on hypnosis on the effectiveness and the efficiency of hypnosis for us traditional therapeutic approaches and if you come in with an anxiety or fear I would say about 90%, 86 to 90% of my clients leave after that first one hour session knowing that they've made a shift. Because I'm going to change you in front of you. I'm not confident unless you tell me I feel different. So I'm going to put you through exercises that's going to change all of your crap and that's going to change your perspective of it so you acknowledge and you admit, "Okay Dan, this is weird. Like, I felt this way about this thing like of 0 to 10 my anxiety was at like a 7 about this particular thing and you've helped me lower it down to a two in a matter of four minutes. Like how does that happen? So those are the experiences that I'm putting people through.

Mark: Scott Todd, this incredible.

Scott: Okay. Can I be hypnotized, like through Zoom? Like we're using Zoom right now.

Dan: Yes.

Scott: Can I?

Dan: So you can be hypnotized through Zoom. I would say 50% of my clients are through Zoom where we don't ever meet in person because I travel all over the world doing this and a lot of people they'll like see me

Speak and then they'll say we've got to work with you. So option number one is you fly to my office which is in Northborough, Massachusetts. You fly to Northborough, I spend four hours a day for two days with you, so it's a total of eight hours and that's option number one, but most people don't want to fly so I actually will see them over Skype or Zoom like this and I hypnotize them like this.

But hypnosis isn't just close your eyes and go into this trance where you're like blah, right? It's not like that. That is like the staged side of hypnosis. I can hypnotize you with your eyes open; I can implant a thought into your mind within a matter of seconds. I can implant 25 thoughts in your mind within a matter of about five minutes or so. So that way it totally changes your perspective about something. So it's not just by like closing your eyes and going into this trance where it's like it appears as if you're sleeping and hypnosis isn't sleep. It's more of a state of receptivity that mirrors a deep relaxation but then you don't even have to be relaxed to be hypnotized. It's just anything that changes your perspective. So yes, you can be hypnotized over Skype, over Zoom, I can hypnotize you over the phone, I can even trigger something to hypnotize over text message.

Mark: This is incredible.

Scott: You've got to get hypnotized right now on this.

Mark: Yeah, well you know. But let's just talk about the 50% that why don't those 50% why isn't it effective? Why aren't they receptive?

Dan: So, I'm talking about like a stage setting.

Mark: Okay. How about just one on one sitting where I say I'm really anxious, you know?

Dan: Yes. So one on one the reason and I get a lot of hypnotists who come at me for this and they're like hypnosis is way more than 50% effective. It is when it's done right. That's why I combine all these other techniques to make it in around mid-90s effective. So the reason why traditional hypnosis is about 50% effective it's because the way most people are trained is a one-size-fits-all approach which is utilizing a progressive relaxation. Which is a method of hypnotizing a person or group of people that takes about 15 to 20 minutes and basically what it does it just bores a person into the oblivion where they have no choice but to just sit there and listen to you drone on about nothing. So this is what it sounds like, "As you close your eyes, relax your big toe and as you relax your big toe send a wave of relaxation up into the upper part of your foot..." Can you imagine listening to that for 20

minutes? And that there is not as effective in today's society because our minds work so quickly. That worked much more in like the 1940s and 50s, but now it doesn't work as effectively. So we have to use quicker methods, faster methods and that's why I do instant hypnosis with people, instant transformations.

I did write a book for coaches and therapists and hypnotists called *Instant Transformations* and it does help. It teaches you how to change a person within just a couple of minutes. I wrote another book called *The Hypnotic Connection* which is all about how to use hypnotic techniques to persuade and influence people which are good for like sales relationship and stuff like that. So it's utilizing those two principles, but that's why traditional hypnosis is only about 50% effective because only 50% of the people will respond to those techniques that the hypnotist is using. So that's why when I teach other hypnotist I'm teaching them how to use a client-based approach. So where instead of fitting Mark, instead of fitting Scott to my method I'm fitting my method to Mark and Scott. So in stage hypnosis that's why you see people get up and walk off stage because we're using a one-size-fits-all approach which will after we test people, because what we're doing, we're using waking hypnosis through the entire first 10 minutes of the show, that's why when the stage hypnotist Anthony did Scott, he was giving an introduction, talking to people about this is what hypnosis is, this is what it isn't, this is what is going to happen and we're using conversational hypnosis to filter out the ones that it's not going to work as well for on stage.

But if those people did not get hypnotized they went to a board-certified therapist they'd make an excellent client just not necessarily an excellent stage subject. So not everybody can be hypnotized on stage but almost everybody can be hypnotized on a one-on-one setting because we can adjust the method to fit you. Makes sense?

Mark: Yeah, I love it. So Dan, what are some of the worst advice you see or hear given in your area of expertise?

Dan: Oh my gosh. Read a script that is the worst piece of advice. I hear this time and time again people... because I train other hypnotists and other hypnotists who have taken other trainings will say, "I learned how to read out of a book to hypnotize somebody." And because essentially when people are first taught hypnosis we call it script-nosis. So people open up a book and they'll say okay so you have a problem with losing weight okay that. So you go to page 16 okay this will all about weight loss and then they'll ready this to you to hypnotize you and once you're hypnotized is says say this to the client but it could be all about eating chocolate cake and maybe they hate chocolate cake. So that's why I said we need to fit the approach to the

client instead of fitting the client to the approach, so worst bit of advice that somebody could give as just read the script.

Mark: Yeah, I love it. Scott, I guess the question is Dan Candell, are you Superman? What secret powers do you have?

Dan: Well, let me ask you guys a question. So my biggest thing is my tagline is I travel the world teaching people how to reprogram their minds to get more of what they want in life and then also reprogram other people's mind through persuasion and influence. Let me ask you guys a question if you knew how to hypnotize somebody what would you guys use it for? If you could hypnotize anybody to do anything what would you use it for Mark and Scott?

Mark: Wait Scott, you're on mute.

Scott: Oh, I know what I'd use it for.

Mark: What would you use it for?

Scott: I would use it to help people when they're stuck in their mind trash of like where they are focused on the wrong stuff and I would just say, "Listen, this is how you do it." Because the only reason is and maybe my wife hypnotized me I don't really but Mark, I don't think I ever told the story. I had my MBA, I was doing jobs, I really wasn't happy with the job you know I was kind of using it my education but I really wasn't there. I had a lot of self-confidence issues honestly looking back at it. My wife says to me one day she's like you know what, Mark I kid you not, it was probably about four to six months before I went to go work at Hertz and she said, "You've got the education, you've got the brains now it's time to put it together and start using it." The minute she said that to me I was just like boom and off to the races I went and then I went to a little bit of a lull. I got my job at Hertz, I started climbing the corporate ladder, I had a little bit of a dip where I was like I don't really know where I'd go from here.

Then I had a boss who was a VP at the time and he said to me one day he was like, "Where do you want to be in five years?" And I'm like, "I really don't know." I'm like, "Where do you think I could be?" He is like, "I think you could be sitting on my chair as the VP." And I was like what self-confidence. Again lack of self-confidence. The minute he said that, the minute that he believed in me, the minute my wife believed in me bam all of a sudden you know what I'm on it. Because I believed in myself and then all of a sudden next thing you know less than five years later I'm a VP at Hertz. Less than five but it was all because of the self-confidence thing, and I

believe firmly that a lot of people don't get what they want because they lack self-confidence.

Dan: You are exactly right, and I find that people who are high performers and high producers are hypnotizing themselves just like you did, Scott. People who are high producers are people who like have a goal to get from here to here and they do it. They are already hypnotizing themselves, they are not calling it that but they're essentially hypnotizing themselves and that's part of why I teach people to do it. It's how to use hypnotic techniques to get more of what they want in life and you're right it's how to help people get over their mental trash and focusing on the wrong things and doing the wrong things and also eliminating that self-doubt to help them get more confident. There are some very simple techniques that help people very quickly with that. Mark, what would you use hypnosis for? Because I see you're [00:23:00] [indiscernible].

Mark: I've got three kids and I've got you know... Like Scott and I talk about it all the time, like I think ultimately, I think a lot of problems come down to people not taking responsibility. If I could use hypnosis I'd want people to take full responsibility for everything in their life. No more excuses, no more these, no more defenses, like you need to take full responsibility and with that empowerment now you can move forward because there's nothing really holding you back. And the other would be deepening relationships and having stronger, deeper, you know more intimate relationships.

Dan: Right, and there are so many techniques that you can use to get those more intimate, deeper relationships and form that connection and that's what my book Hypnotic Connections is about. It's about using persuasion, influence to connect with anyone you choose but there are simple techniques and words that you can use that bypass the critical part of the conscious mind and one of those words is the word imagine. When you ask a person to imagine it bypasses their conscious mind, gets right into their subconscious mind.

Another word that you can use to influence people or three words that you can use to influence people and people in sales have probably heard this before but feel, felt and found. You know Mark, I know how you feel that people need to own responsibility for their actions. In fact, I've felt that same way before in some of the circumstances and situations I've dealt with, with some of the people I've worked with and they have found that when you're a little bit more conscious of what you are doing and focusing on this instead of that you get the results that you want and that right there boom opens up a person's subconscious mind, it allows you to get information in.

So essentially, what you're saying is not analyzed but it's held as true and that's why I teach in my influence classes is how to get people to accept what you say as true and so they don't even analyze it, it just swish right into the subconscious mind. Yep.

Mark: I love it. As long as people are using it for good.

Dan: Absolutely.

Mark: And not taking advantage of people. I think it's a phenomenal sort of one of these things that I don't know of anyone that couldn't benefit from it.

Dan: Right.

Mark: Anyone. So then the question becomes, like you know I'm skeptical of the Tony Robbins stuff. You know if you go to Tony Robbins for seven days and you are completely transformed and I just can't imagine that it sticks, right? Because when all those people come out and be like just amazing, like 5000 people but I don't know. So how long does hypnosis stick?

Dan: I would say yes. So basically, what we're teaching you how to do is to take control and hypnosis works best with reinforcement and it doesn't mean you have to reinforce it over your entire life, you reinforce it until it sticks. So for example one of the things I teach people is how to stimulate both sides of the brain. It's a hypnotic technique that I teach them, hypnotic anchors and what we call triggers. Now you apply those triggers for 30 days or for a week and some people a week is all they need for it to stick, some people only need two or three times for it to stick and some people need 20 or 30 times for it to stick. It depends how strong that belief was within you.

Because when you leave from a Tony Robbins event you're on what we call a conference high. You are literally high from that event and that high will usually last about 48 hours after unless you reinforce it. So that's why I'm teaching triggers and so for example, Mark and Scott, let's say you both want more confidence. What I would do is I would use a hypnotic technique that would bring these feelings of confidence into you and I would anchor down and I'd say every time you make a fist with intention, every time you make a fist you're going to get this surge, this flood of confidence back into your mind and body and this is what I like, this is an anchor. Making a fist is an anchor and it reinforces those suggestions. This is what I call the 30 K a day exercise.

I was working about six years ago with a group of radio sales... but people who were selling radio ads and I sat down with 15 of their top producers and

they were averaging about like \$3000 a day because it was a big radio station. \$3000 a day in sales and I want to help you 10X. I asked everybody before and what's the biggest obstacle? They said it's confidence. Like when we get on the phone even though we're sales pros we have this little voice of doubt and sometimes we're not the calls because of it. So I let everyone through this exercise and I said before you make a call you're going to make a fist and it's going to instantly have this like force field go around you of confidence where you are indestructible, like your own personal superhero.

I got an email about eight weeks later. This one guy he said, "I can't believe it, Dan. I've been practicing the fist every time I made a call and I finally made \$30,000 in sales revenue today." He said, "Everybody else is asking me how is my game improving so much?" And he's said I just told them, "I used what Dan Candell taught." So that's why I call it the 30K day exercise something as simple as that. We just have to use it and apply it.

Mark: Right. So it's just about like anything else in life you have a tool, you have to use the tool, right?

Dan: Right.

Mark: I mean, you can get me hammer, but if I'm not going to hammer any nails nothing is going to stick.

Dan: You're exactly right, absolutely.

Mark: Right. Scott Todd, any other thoughts?

Scott: Man, I'm ready to learn how to hypnotize people.

Mark: Scott and I are definitely signing up but...

Scott: I think I've got to go to Massachusetts and get one-on-one training on this.

Dan: This is something I hope it translates, it's a passion of mine, and I've been doing this since I was 13 years old. I'm 31 now so I can say I've been doing it for more than half my life. At one point I was the world's youngest hypnotist and it's just something I have such a passion for helping people be successful, seeing other people being successful. So it's my mission to help people make success happen personally and professionally and the more people I can help influence the better.

Mark: Dan, is there anything that you think is normal or wise or cool that other people think it's just crazy?

Dan: Yeah, absolutely. So first and foremost like stage hypnosis. I just think it is so phenomenal where other people have literally told me I'm the pawn of satan. I've had people protesting outside my shows before with signs that say Dan Candell is the pawn of satan and some people think that hypnosis is evil and mind control. It's really not, but that's probably stage hypnosis. I love it so much because it showcases the fun and people look at me and they're like, "You made a living out of screwing with people," and I love it, I really do.

Mark: I mean, no one is really getting hurt. I was talking to Scott about the woman who was literally having sex with a chair thinking she was having sex and I thought what if that goes viral on social media she's going to lose her job kind of thing.

Dan: Right, and that's a big ethical debate and that's also why we usually in those type of shows we say like no videotaping because I have hypnotized teachers like preschool teachers to do that on stage and if that ever got released and sent to their students or something like that it wouldn't look good for them and it wouldn't look good for me either; like I don't want that for people. So that's why I say, we just have to be very careful in how we address those lines.

Mark: Right. Well, I have to say like this has been a really phenomenal podcast interview. I almost have too many questions, but we can't go too long or can we, Scott. How are we doing time wise?

Scott: Sadly, I think we've got to wrap it up, but I don't want it to end.

Mark: I don't either.

Dan: Thank you, that means a lot.

Scott: Maybe I've been hypnotized. I don't know, Mark.

Dan: Maybe.

Mark: I'm excited about getting hypnotized through Zoom because that will save me a lot of time and transport.

Scott: I think you should do it. I think you should do it and we should video tape it.

Dan: Yeah.

Mark: Sure.

Dan: So what I do in the Zoom stuff it is for like therapeutic purposes. It's not really anything funny that we do but there are some pretty cool stuff we can do through it.

Mark: Yeah, I mean absolutely. I'm like Samsonite with all of my baggage.

Scott: I don't know, maybe we should put our kids through it, Mark.

Mark: That's what I was thinking like kids and my wife. Like let's say for example that she wants to go to Telluride this summer and I want to go to San Diego wouldn't it be great if I could just suggest subconsciously San Diego.

Dan: You can. I will teach you how to plant the seeds; I'll teach you how to plant. Just don't go and tell your wife you have a problem and you need to go see the hypnotist. That's a quick way to... you want to strengthen relationships that's a quick way to end them, right?

Mark: Yeah, that's true.

Scott: That's how the divorce attorney comes in.

Mark: Yeah, we'll keep it on the down low. So Dan, this has been really great. I do want to ask you for one more tip, a website, a resource, another book and we'll get a link to all of your books.

Dan: Sure.

Mark: You know something actionable for the Art of Passive Income listeners to do right now to improve their businesses, to improve their lives what have you got?

Dan: Absolutely. So there's actually two things one is just to get like a little taste to go and download my motivational mix tape, it's actually completely for free on my website and number two this is why I ask of everybody and it's these three things: be well, do good and be true to who you are because that's going to help you get your passion, that's going to help you be your best self. When you be well, you do good for others and you'll be true to who you are.

Mark: I love it. I love it. All right, well Scott Todd, that's going to be a tough one to follow but what's your tip of the week?

Scott: Mark, so recently I had a problem and the problem is that I set up a display. It's actually right over to my right now and what it does is it keeps track of some key metrics. You know like just imagine like in a company it's got these metrics that just kind of get refreshed and I'm constantly like looking over there. So I wanted to display and the problem is that it is web-based and the website didn't like auto refresh. Like, if I wanted to get an updated number I have to go hit F5 on the keyboard and kind of defeated the purpose. So to solve that problem what I did was I actually went and got a Google Chrome plugin called Auto Refresh. Auto Refresh it's free of course and you know what it does? You can say I want this website or this browser window to refresh every 15 minutes or 10 minutes and it will automatically refresh every 10 minutes. Every 10 minutes it will just refresh boom, boom every 10 minutes. So it's keeps the connection live, it keep me up to date, and there's so many applications for this. Like I'm looking for how to use it for other cases too. I think you'll like it.

Mark: I love it. Well my tip of the week is learn more about Dan Candell at the aptly titled website DanCandell.com and you should just go there just to see the site. Like what's funny, I'm looking at Matt Ward right now also on his site. Dan and Matt have a podcast together too Square Peg Round Hole SPRHPodcast.com.

Dan: Which you were recently on, Mark.

Mark: Yeah, absolute. Yeah, I was on that. We had Matt on here, too, but it's so funny like to see these like college kids doing this crazy like duck walks and it's really cool. Then of course just go see Dan do a TedX talk. So go to DanCandell.com. He's got tons of information in there and why not hack your lives, right?

Dan: Exactly.

Mark: What do you have to lose? You literally have nothing to lose. But let's start changing our lives one subconscious command at a time, why not right? So go to DanCandell.com.

I do want to remind the listeners suggestively and I'm going to say it in a very hypnotic voice please subscribe, rate, review the podcast. Send us a screenshot of that review to Support@TheLandGeek.com and I will send you

for free a signed copy of Dirt Rich. Retail value \$2.2 million don't put it on eBay. So please do that.

Scott: I just did it, Mark.

Mark: Yeah, see also... and Dan is like that was the worst hypnotic voice ever. He's like don't ever do that. He's like you are horrible but...

Scott: You read out of a book, didn't you?

Dan: He read it out of a book.

Mark: Yeah, seriously? So send us your address, we can send you the book a signed copy; also we'll send you for free our \$97 Passive Income Launch Kit as well. So please subscribe, rate, and review the podcast. We really appreciate it, it really helps and Scott, let...

Scott: ...freedom...

Mark & Scott: Ring.

Mark: Thanks everybody.

[End of Transcript]